HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

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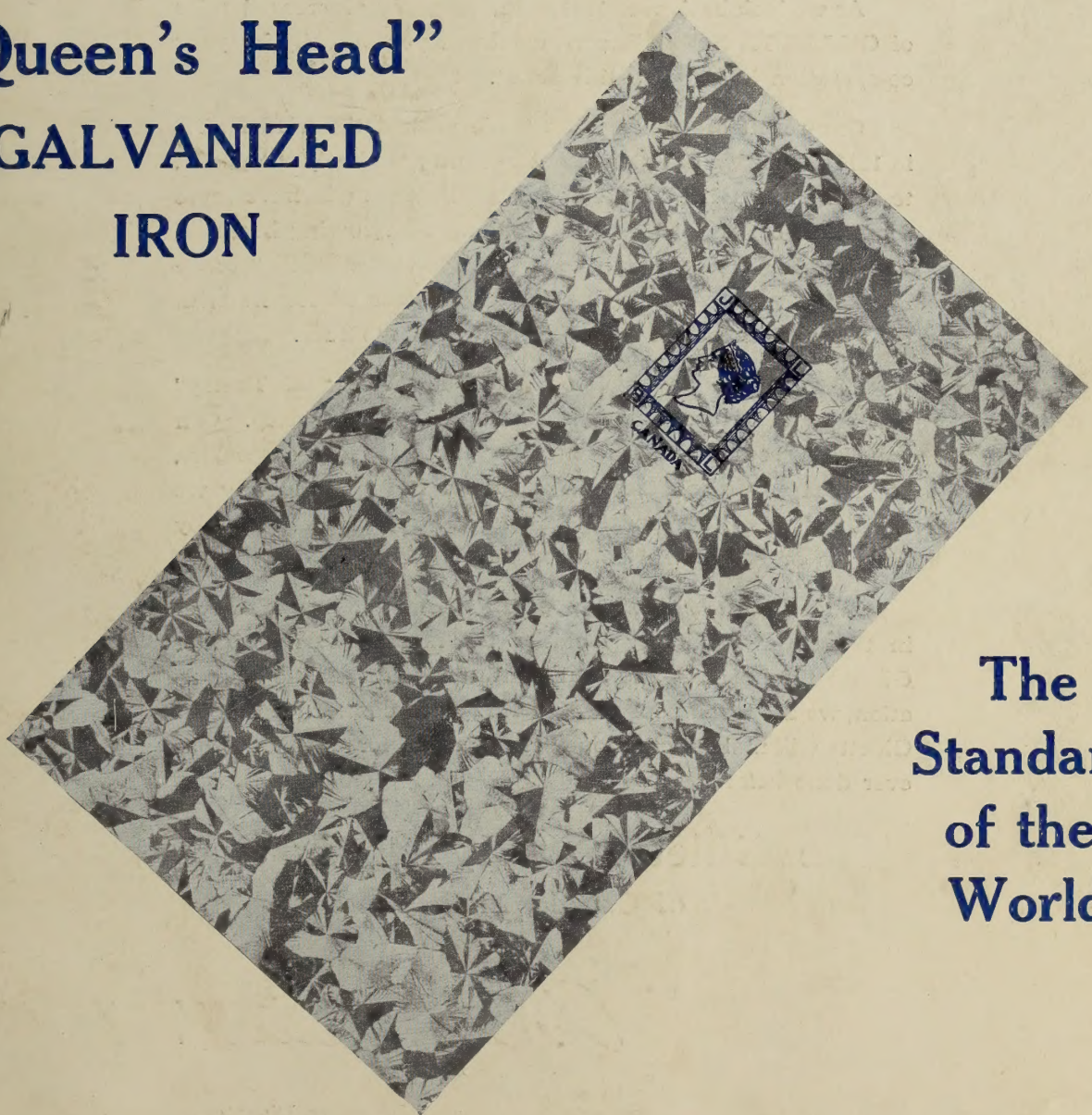
January 6, 1912

"Queen's Head"
GALVANIZED
IRON



The Standard of the World

JOHN LYSAGHT LIMITED
MAKERS
BRISTOL, NEWPORT and MONTREAL

A. C. LESLIE & CO., LIMITED
MONTREAL
MANAGERS CANADIAN BRANCH

TRADE Gillette MARK
KNOWN THE WORLD OVER

Our Gratitude— And Expectations

As we look back over 1911, with its greatly increased sales of GILLETTE Safety Razors, we thank you heartily for your co-operation in bringing this about.

One result of the way the trade pushed the GILLETTE in 1911 is that we have been enabled, and practically compelled, to erect a new GILLETTE Building where we will have more room and better facilities for handling the growing business. This building is now nearly completed, so that we will soon be in a better position than ever to delight your customers with the super excellence of the GILLETTE Safety Razor.

We want, if possible, to make "The Razor of To-day" better than ever, and to advertise it still more vigorously. Can you, from your own experiences or those of your customers, point out any weaknesses in the razor itself or the way we advertise it? Your suggestions to our representative or by letter to ourselves will be more than welcome.

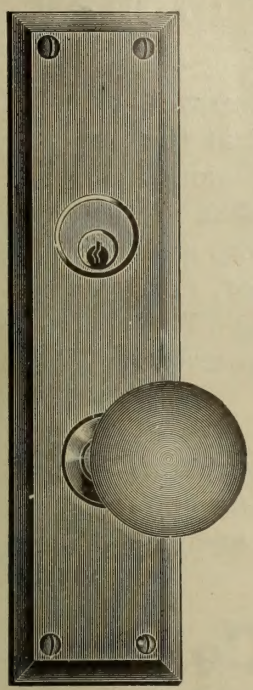
With Canada's growing population---more money than ever in the country---factory facilities for making even a better Gillette than before---and your continued enthusiastic co-operation, we are looking forward to 1912 with confidence that the Gillette will make more money for you and for us than it has ever done before.

The Gillette Safety Razor Co.
of Canada, Limited

A. A. Pitues.
Managing Director.

TRADE Gillette MARK
KNOWN THE WORLD OVER

Mr. Hardware Merchant



If you want quality, combined with price, you cannot do better than to buy

B. H. & L. Mfg. Co.'s

line of

Builders' Hardware

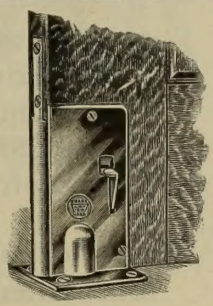
We especially recommend to you our bevelled design sets.

The Belleville Hardware & Lock Mfg. Co., LIMITED
BELLEVILLE, ONTARIO

TRADE CHICAGO MARK

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO TRADE CSB CO MARK NEW YORK

These Two

"YANKEE" TOOLS

are Catching the Mechanics

Quick Return No. 130

Same tool as the popular No. 30, but with a Spring inserted in the Handle to drive the spindle back quickly, ready for the next push. A great advantage for overhead work or where only one hand can be used. Takes all the Attachments used in the No. 30.

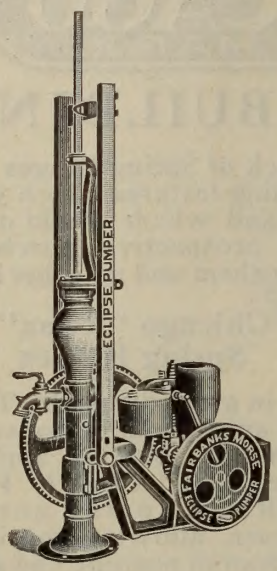
"YANKEE" Push Brace No. 75

Bores ⅜" holes in any kind of wood in half the time of a Bit-Brace and does it easier. Drives and draws screws---takes all the small tools and works in close quarters where a Bit-Brace cannot be used. Bearing down on the Handle drives it with that quick and easy motion of the "Yankee" Spiral Driver. ***These Are the Coming Tools.***

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.



More Water for Less Money

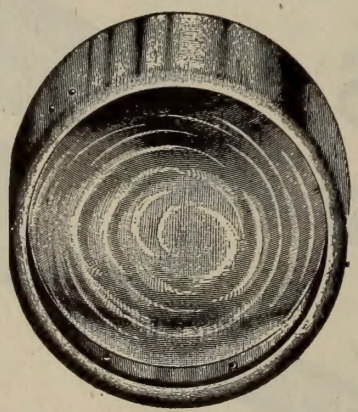
¶ Would you pump water from a deep well for two cents per hour? That's what the "ECLIPSE PUMPER" does right along. Neither does its usefulness end there. The engine is easily disconnected from the pump and is all ready to turn the cream separator, run your grindstone or grind your feed, etc. The "ECLIPSE PUMPER" is a practical, guaranteed "Fairbanks-Morse Engine."

Every hardware dealer should carry them; and a letter to our nearest branch will bring you our catalogs and our special terms to agents.

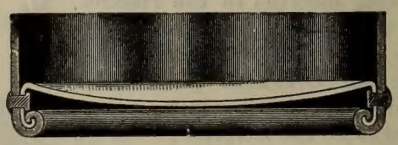
The Canadian Fairbanks-Morse Co., Ltd.

FAIRBANKS STANDARD SCALES—FAIRBANKS-MORSE GAS ENGINES—SAFES and VAULTS

Montreal, Toronto, Winnipeg, Vancouver, Calgary, Saskatoon, St. John



S. M. P.
MILK CAN TRIMMINGS



COMPLETE SETS

Comprising one broad hoop roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles; one pair steel top handles. If wanted with malleable top handles, 7 cts. per set extra list.

COMPLETE SETS

Gallons	10	15	20	25	30	40
Case Lots, sets	6	6	6	6	6	6

The roll-rim has no sharp turns, therefore the grain of the metal is not broken, and having a broad wearing surface on the bottom it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the body of the can. It is the neatest and strongest in appearance and is supplied with concave bottoms. By examining the cut anyone can readly see that this style of construction makes it the strongest bottom ever produced. They do not cost any more than inferior bottoms. If you want to keep ahead of your competitors use S.M.P. Roll-rim Milk Can Bottoms.

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA . . . SUCCESSORS TO . . . LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

Disston

PLUMBS and LEVELS

For All Classes of Mechanics

SOLD FOR NEARLY 50 YEARS

"DISSTON"

is a

Guarantee of Quality

Mechanics have perfect confidence in the name; to them it is a synonym of the **"BEST."**

They have maintained that High Standard of Quality, Efficiency and Finish for which **DISSTON GOODS** have gained **WORLD-WIDE RENOWN.**

We carry a Large Line of **DISSTON** Levels and other tools.

"It's a Name the Dealer Can Profit by"

It will give Prestige to your Line and inspire a respect for your house.

We are headquarters for Disston Goods.

Your Orders and Inquiries will be handled with promptness.

LEWIS BROS., LIMITED

OTTAWA
TORONTO
MONTREAL
VANCOUVER

THE ACME

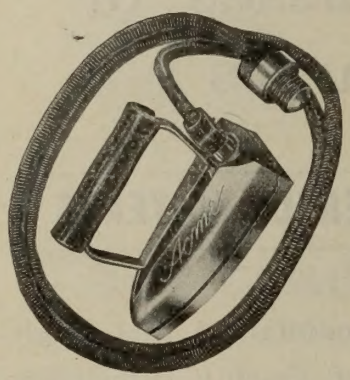
"Armored" Electric

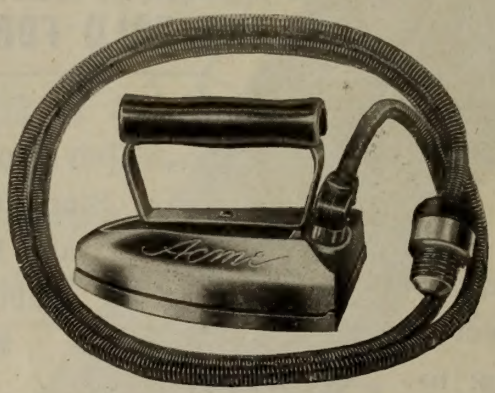
SAD IRONS

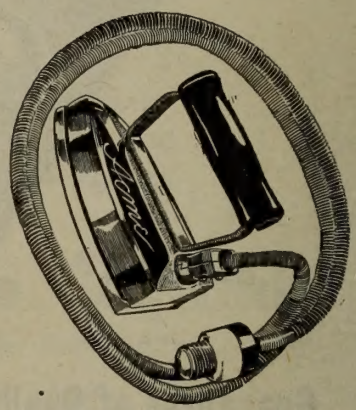
Perfectly Simple **The Best By Test** **Simply Perfect**

The "Acme"

when at the working temperature, will consume 500 Watts.







Investigate Before Buying

Write For Circulars

SPECIAL FEATURES

The handle carries a key which, when inserted through the top, locks the iron firmly together. It goes together and is taken apart by a twist of the wrist.

No Tools are necessary as there are **No Screws** used in the construction.

The heavily plated steel wire wound around the cord, protects it from wear, short bends or kinks. The cord inside the armor is the same grade that is used **Unprotected** on the most expensive irons.

Merchants---

Stock the "Acme" as they are the quickest irons made and are what the public are asking for. There is good money in this line. Send for a sample.

Note---

If the "Acme" costs no more than others, but is better than others, you certainly want it. How are you going to know if it is better? By reading other circulars first. Note what they claim are good features, and then compare what they have with the "Acme."

We Ship Promptly

Write for price

We Ship Promptly

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS

F.&W. MONTREAL - - CANADA F.&W.

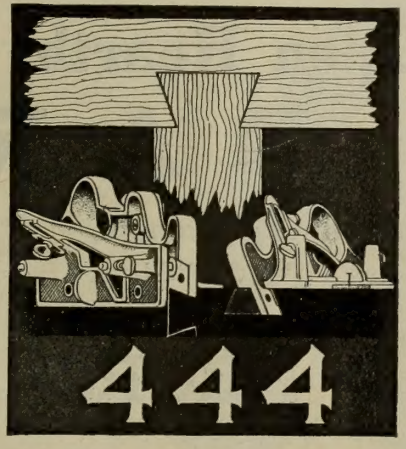
THE LATEST IS CAVERHILL LEARMONT & CO. FOR 1912

A DOVETAIL TONGUE and GROOVE PLANE

GROOVE.

The **No. 444** Plane will cut any Dovetail Groove where the width of the neck is more than one-quarter of an inch in width or where the depth of the groove is not more than three-quarters of an inch.

The design of the Plane takes care of the flare which is always twenty degrees, consequently the width of the bottom of the Groove does not have to be taken into consideration when one is laying out the work.



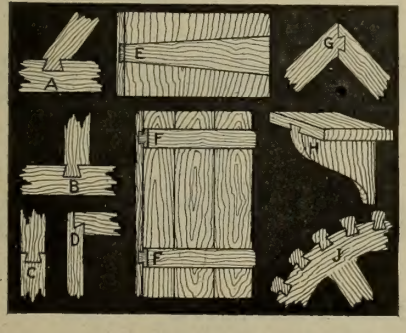
TONGUE.

The neck and depth dimensions of the Tongue are the same as those in the Groove. The two shoulders, however, may be of the same or different widths as desired up to five-eighths of an inch each.

Inasmuch as each side of both the Tongue and Groove are cut separately with the **No. 444** Plane, it is possible to make the sides of the joints either parallel or tapering.

SOME 444 WORK.

A Dovetail tongue and groove joint with the groove cut in the regular manner, and the tongue cut on a bevel, used for supports.



B Dovetail tongue and groove joint with unequal shoulders, or a joint with a regular groove, but where the tongue is offset.

C Dovetail tongue and groove joint as can very often be conveniently used when one is forming an end to end timber match.

D Dovetail tongue and groove half joint, frequently used by carpenters to a very great advantage in concealed nail work.

E Dovetail tongue and groove joint as applied to a flush key batten, where used in strengthening wide thin boards across the grain.

F Dovetail tongue and groove joint as it is very often used to construct a batten on doors made of several boards, etc.

G Dovetail tongue and groove joint where both the groove and tongue are cut on a beveled surface, making a strong corner.

H Dovetail tongue and groove joint shown in one of its most useful applications, that of a bracket supporting a shelf.

J Dovetail tongue and groove joint as applied to the setting of gear teeth around the outer rim of any gear pattern.

You cannot do better to increase your business among the carpenters than sell

Stanley Tools

Skilled men will accept no other kind.

Superior Quality, Strict Factory Inspection, and expert supervision over all departments, in the Stanley Factories have made these tools so universally popular.

Our General Catalogue shows complete line of the Stanley Tools we Keep in stock in Montreal

MADE BY

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

DISTRIBUTED BY

Caverhill Learmont & Co.

MONTREAL - and - WINNIPEG

The

Steel Company of Canada

Limited

Soft Basic Open Hearth

STEEL BARS

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES **HORSE NAILS**

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS **MACHINE SCREWS**

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods,

WIRE OF ALL KINDS :: INVINCIBLE FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Trappers' Supplies

The growing demand for Furs is steadily increasing the sales of Game Traps and Trappers' Supplies. We have the goods you want ready for immediate shipment

H. S. Howland, Sons & Co., Limited

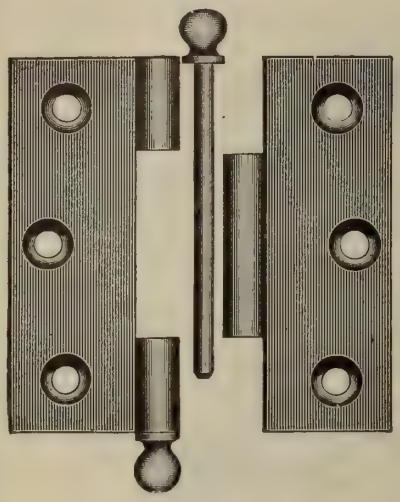
WHOLESALE HARDWARE

We Ship Promptly

TORONTO

Our Prices Are Right

GRAHAM NAILS ARE THE BEST



PLEASE DON'T

BE CONTENT TO SIMPLY ASK YOUR JOBBER FOR "SOME HINGES"

There are GOOD HINGES and BAD HINGES, and when you don't mention what BRAND you want—you are liable to get either good or bad, or both.

We are the largest manufacturers of Builders' Hardware in the Dominion.

"Crescent Brand" Butts and Hinges

THE BEST ON EARTH

Manufactured by

CANADA STEEL GOODS CO., LIMITED

HAMILTON CANADA

COLONIAL AND PREMIER BRANDS OF ENAMELED WARE

Sells on merit and will do more to make your store a success than any other line of goods you can put into it

The colors are pleasing and the finish is smooth and glossy.

Each piece attractively labeled.

Durable

Not easy to dent

Resists fire, fruit acids and hard wear.

Davidson's Steam Cereals Cooker (3 Sizes) One of Our Specialties which the Buying Public Demands

Write for Catalogue to-day if you have not got a copy of No. 40 on file

THE THOS. DAVIDSON MFG. CO., LIMITED

MONTREAL - TORONTO - WINNIPEG

No Change In Rates

¶ Having carefully revised our prices January 1, 1912, we find no condition existing at this time to warrant a change; therefore, the same quotations on Disston Saws, Tools and Files will be continued for the season January 1 to June 30, 1912, unless circumstances make it imperative to reconsider.

¶ The sales of Disston Brand Goods during 1911 have been far in excess of any previous year in the history of our establishment, and all indications point to a greater demand in 1912.

Henry Disston & Sons

Incorporated

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA

Make Your Store Known
To the Users of Game Traps

Professional Trappers and Boys who want to trap will be attracted by this window display. It will call attention to your store in an unusual way and will bring you big sales. Yet the cost of materials in this display is **Less than $2.00.**

For cards and information for putting up this window, write

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.

PROTECT your show-cases by using the

BRANTFORD CASH PAD

WRITE US AT ONCE.

PROTECT your GLUE PROFITS by selling

BRANTFORD GLUE

in packages. All weighed and wrapped ready to hand over the counter.

NO MUSS NO FUSS
NO LOSS OF YOUR TIME

Quarter Pounds---Half Pounds Pounds of Brantford All-Around Glue---Pounds only of Everybody's Glue Size.

The quality is there and will always be maintained.

Give your jobber the order. If he can't supply you, we will.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONTARIO

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

Blow till thou burst thy wind if room enough.

The Tempest.

NO The remarks about blowing do not refer to **BABBITT METALS.** If they did we could well adapt them, for all the good things said of

HARRIS HEAVY PRESSURE
THE BABBITT METAL WITHOUT A FAULT

Are not equal to its good qualities.

IT Is the Copper Coated Cake.
Is doubly copper hardened.
Is guaranteed not to crack or squeeze out.
Is excellent and brings repeat orders.

We manufacture **BABBITT METALS** for all requirements. Write for prices.

The Canada Metal Company, Limited

Head Office and Factory: FRASER AVE. Toronto

Western Factory: CHAMBERS ST. Winnipeg

THE COMPLETE SERVICE CANADIAN SCREW PLANT

What the Plant and its Product Means to you in Dollars for 1912

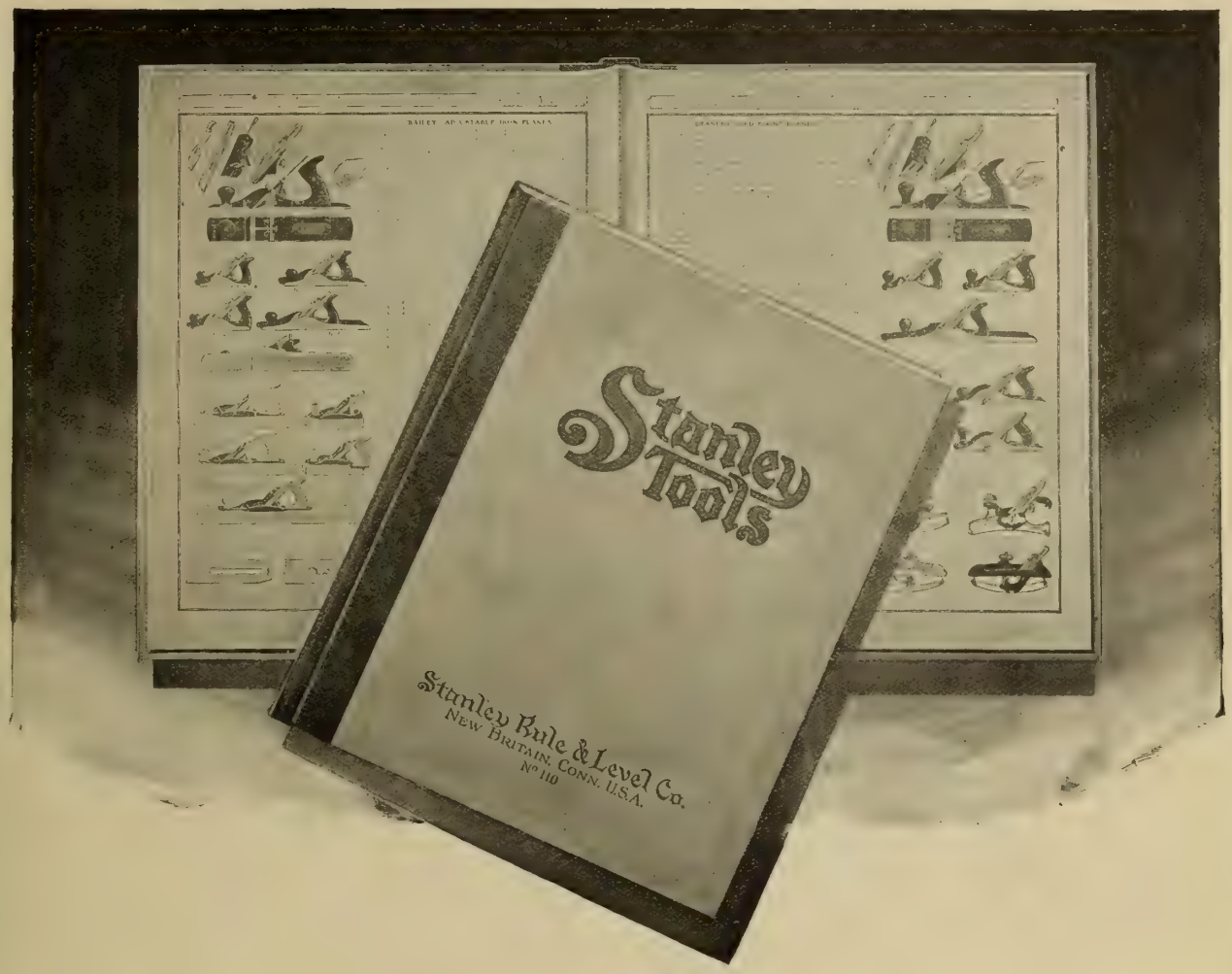
First, it means **Quality**. And just how we get quality the users of over 250 million Acme parts a year do not care. They know the parts fit the gage and they come back for more.

It means **Service** a little better than the ordinary. We will take your samples and drawings, figure you a cost and make the parts without delay. The machines are rapid and each job goes through as a unit. There is no waiting for the work ahead.

The Cost. Improved methods, enormous capacity and good factory system make it possible for us to offer you especially attractive prices on quantities of parts of a single size. All regular Cap and Sets Screws and Nuts carried in stock.

Now is the time for **you** to figure with us on a quantity basis and get our discounts. Give us a chance to prove the quality and service on your contract for 1912.

THE NATIONAL-ACME MANUFACTURING CO.

MONTREAL, St. Henri

Stanley Tools

This is a picture of our new Catalogue issued January 1st, 1912. It contains over 500 illustrations of STANLEY TOOLS, all of them made from new cuts and many showing new tools which our previous Catalogues did not contain. Among them are BREAST DRILLS, "JERSEY" VISES, and several new PLANES, as well as new lines of BIT BRACES, "ZIG ZAG" RULES and SCREW DRIVERS.

The method of showing the different lines of Tools in a condensed form, avoiding unnecessary repetition, at the same time more fully describing the various articles than in any previous Catalogue we have ever issued, is an original and valuable feature.

The different lines of tools are as far as possible listed in classes, and are so arranged that one opening of the book will show a complete line—an advantage we believe to both buyer and salesman.

It is 9½ inches wide by 11½ inches high—has a stiff board cover and is printed on a high grade of paper.

If you have not received same, we shall be pleased to forward one upon request.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

Are You Prepared to Handle the Spray Pump Trade?

RIGHT now, in your neighborhood, many of the more progressive fruit men are either overhauling their old spraying outfits or are preparing to buy new machines.

There will be more new sprayers purchased this year than ever before, because of the interest generated by the unusually high prices secured this year for sprayed fruit.

Our dealers and jobbers are stocking up, anticipating the biggest demand in their experience.

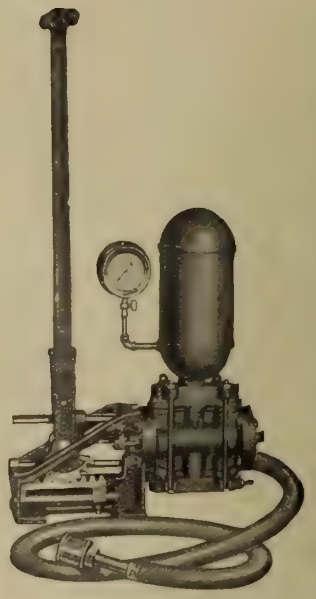


Fig. 763. Spray Pump. Can be operated by hand or by gasoline engine, according to the requirements of the user. Inexpensive.

Deming Sprayers

are made in 27 varieties—bucket, barrel, cart, knapsack, tank and power sprayers, also nozzles and other accessories.

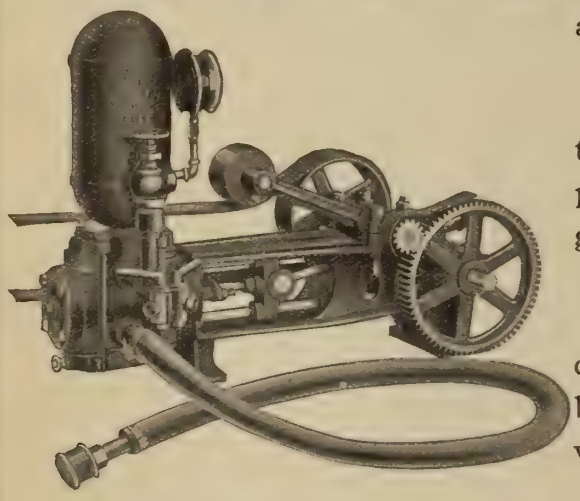


Fig. 765. Belt-Driven Spray Pump. Very powerful. Can be belted to any gasoline engine. Low priced.

So many farmers now own gasoline engines that there will be a heavy call for the belt-driven pump, Fig. 765—which can be belted to any gasoline engine.

We have a good proposition to make to dealers who expect to "look into" the sprayer business. Just tell us "I saw your ad in Hardware and Metal. Send full particulars."

Let us hear from you.

The Deming Company, 115 Broadway, Salem, Ohio

Manufacturers of Hand, Windmill and Spray Pumps for all uses.

General Distributing Agencies in all Principal Cities.

HANDLES

Axe, Adze, Pick, Sledge, Hammer, Cant Hook, Peevie, Spike Maul, Hay Fork, Manure Fork, Rake, Hoe, Shovel, Broom and all Small Tool Handles, Rolling Pins, Beef Pounders, Potato Mashers.

HICKORY OAK

ASH MAPLE

WHIFFLETREES
DOUBLETREES
NECK-YOKES

The growth of our business has necessitated the addition of new factory and warehouse buildings, which we have just completed. These new buildings increase our capacity over four times what it has been. With stocks of raw materials and finished goods proportionately large we are able, for the first time in years, to fill our orders promptly.

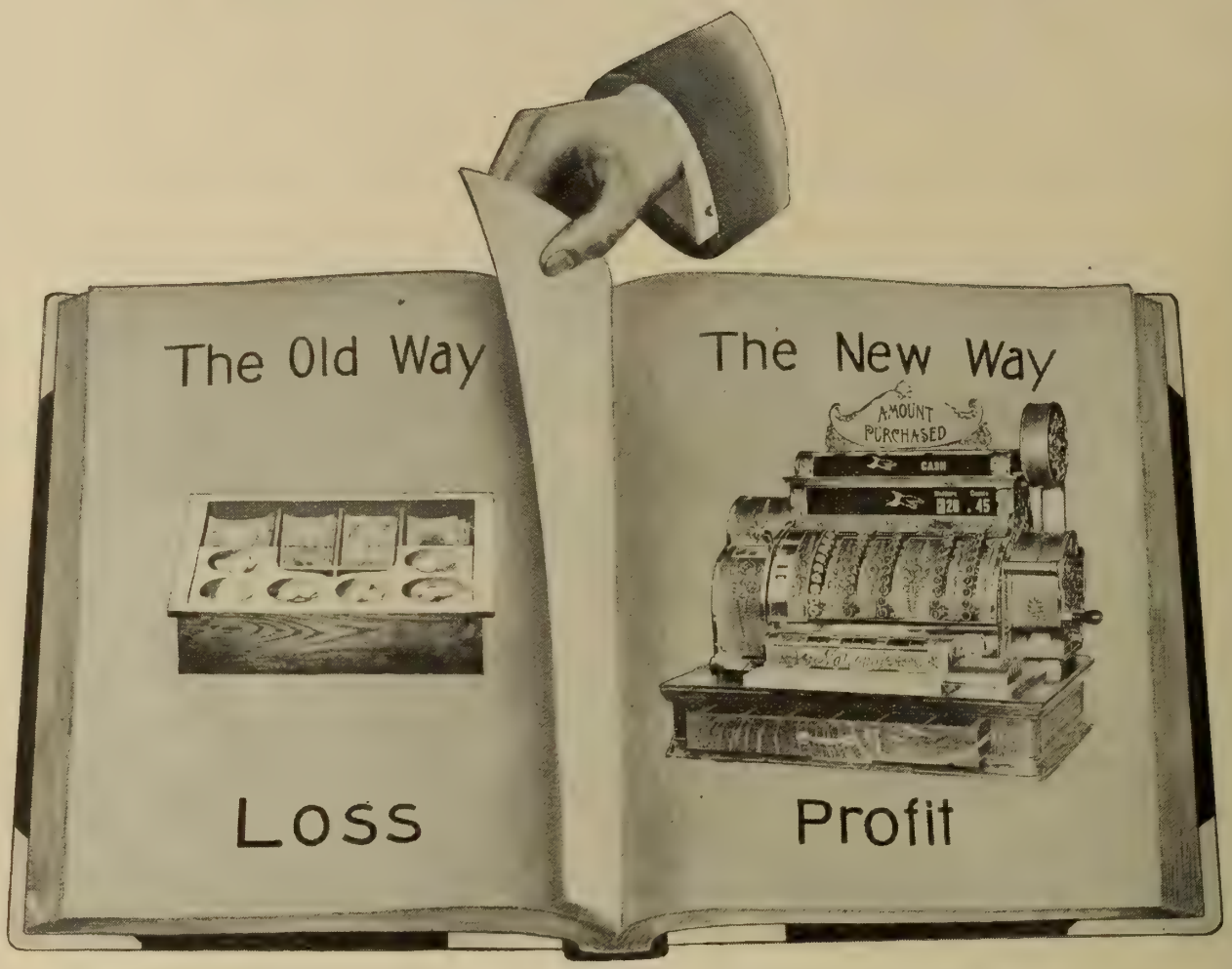
We respectfully solicit your patronage, and shall be pleased to send our new illustrated catalogue upon request.

W. C. CRAWFORD COMPANY, LIMITED

Successors to W. C. CRAWFORD

TILBURY, ONTARIO, CANADA

Turn a New Leaf



Because of:—

- Mistakes
- Arguments
- Dissatisfied customers
- No check on clerks
- No credit for good work
- Temptation of employees
- Forgetting to charge goods sold on credit

Resulting from:—

- Accuracy
- Harmony
- Pleased customers
- Enforced records
- Shows value of clerks
- Removes temptation
- Prevents failure to charge goods sold on credit

A modern National Cash Register turns Losses into Profits.
Ask for particulars about the new "Get a Receipt" plan.

The National Cash Register Company

285 Yonge Street, Toronto
Offices in all principal cities

Canadian Factory, Toronto
F. E. MUTTON, Manager for Canada

American Cans

IN SELECTING your **PAINT, COLOR and VARNISH** Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE. HAMILTON, ONT.

Your Customers Know

the "Tobin Simplex Gun." Our extensive publicity campaign has made them thoroughly familiar with this high-grade line. They know the gun is sold with a positive "money-back-if-not-satisfied" guarantee. We stand behind you in this guarantee.

Tobin
Simplex Guns

should be in your stock. They are easy selling guns, guns that stay sold, and each one that is sold sells another.

We are constantly receiving inquiries and orders from districts where we lack dealer representation, and, of course, supply this demand direct.

We will turn over these orders to the dealer who handles our goods. Write to-day for our proposition, it will be worth your while.

The Tobin Arms Manufacturing Company, Limited

Woodstock, Ontario

"Kitchen" Steel Range

Burns Coal, Coke or Wood

Semi-Steel Linings

Duplex Grates

Flue Perfection

Convenient Clean Out

The "Kitchen" Steel Range meets the requirements of those who demand a small compact steel range having an oven of ample size and presenting an appearance that will be a credit to the best homes.

It is of the proper size for use in an average family and has a fire-box of generous size which will take a stick of wood 23 inches long.

The "Kitchen" Steel Range embodies quality of workmanship, together with experience in construction.

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton
Winnipeg Calgary Saskatoon

HUMIDITY and PROFIT

Under the above caption, "Hardware & Metal" of 23rd December published an article which is of vital interest to every Furnace dealer in these days of keen competition with Hot Water and Steam Heating propositions.

WHY NOT LEARN MORE ABOUT IT?

Dr. William F. Colbert, in an article in January "House & Garden" says: "In recent years the relative humidity of air in heated buildings has been the subject of lively discussion, but it is now accepted as a fact that the air in artificially heated buildings should be maintained at approximately the same percentage of relative humidity as the average percentage in the outdoor air. To do this it is necessary to use special air moistening apparatus. As usual, the school and corporation officials have been among the first to avail themselves of this knowledge. The experience of school and corporation officials points the way for the man building a house for himself and family, for he stands to profit by the saving in doctor's and druggist's bills in addition to the increased working efficiency of himself and his family."

Stewart W. Jameson, in his recent address before the Midland Club in Chicago, said: "Doctors tell us that a relative humidity of 60 or 65 per cent. is necessary to good healthful atmosphere. All our systems for residence work fail in this by a large per cent. The subject of humidity has been well discussed before this club. Many of you have thought as I would have done before I bought a couple of hygrometers, 'Oh, well, that doesn't apply to our heaters, we have a vapor pan.' But the hygrometer will tell you how far below normal your actual moisture falls. It is necessary for warm air furnaces, or any system, to supply more moisture to the heated air, and it is easier done with warm air than any other system of residence heating."

HERE IS YOUR OPPORTUNITY

Of course, we will tell you something about the "GOOD CHEER" WARM AIR FURNACE WITH CIRCLE WATERPAN, but our main object is to place in your hands the whole article on "Humidity in Living Rooms," written by Lillian S. Loveland, from which "Hardware & Metal" has quoted. Through the liberal use of the long distance phone and lettergrams we succeeded in securing several hundred copies of the magazine containing the article in question, and

We Have a Copy of the Magazine for You

The more sceptical you are on the subject of Humidity, the more pleased we shall be to hear from you.

Your request for a copy implies neither obligation nor expense, so fill in the coupon attached and mail it now.

It's mighty interesting reading.

The James Stewart Mfg. Co., Limited

WOODSTOCK, - ONTARIO

MANUFACTURERS OF

"Good Cheer" Circle Waterpan Furnaces

Please mail me a copy of the magazine containing Lillian S. Loveland's article on "Humidity in Living Rooms."

Name_____

Business_____

Address_____

To The Jas. Stewart Mfg. Co., Limited, Woodstock, Ont.

EASYSET

You make no mistake when you use or specify EASYSET BARS for store front construction. Hundreds of dealers throughout the country will testify to the efficiency of these bars. Why not be one of them? We can supply your wants in

EASYSET BARS
PLATE GLASS
TRANSOM LIGHTS
SIDEWALK PRISM

For transoms we can supply you with plain or maximum prism in sheets or can give you the same glass in 4 in. or 5 in. tile set in metal bar.

LET US FIGURE ON YOUR NEXT SPECIFICATION

The Consolidated Plate Glass Co. of Canada, Limited

TORONTO

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

FORD AUGER BITS

are years ahead of competitors.

It has always been our aim to manufacture a bit that would be better than others BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo, and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. Today these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalog, descriptive circulars, our terms to you and name of your nearest jobber.

Ford Auger Bit Co.,
112 Cabot St., Holyoke, Mass.

PEASE FURNACE

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Our Motto is not "How Cheap" but "How Good" can we make it.

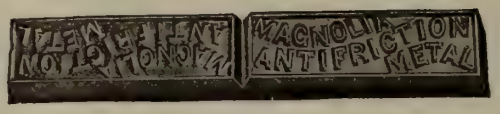
The result of practising this motto is our unblemished reputation for the last 36 years of producing the **best** furnace in every way.

"Ask the man who has one"

Write for a copy of our new Illustrated Catalogue.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg
Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
166

SAVES OIL



The writer of the following letter knows that every time an oil is used over again it loses some of its lubricating qualities, until finally it is entirely unfit for use.

We are trying to show Magnolia from a different view point in each monthly issue of our advertisements.

We have shown the **water test** by the U. S. Government; we also recently published a letter showing that Magnolia had been running sixteen years in a shaft bearing and of that time it **has run six years without a drop of lubrication** and it is still running.

We are able now to present a letter of recent date showing that the use of Magnolia effected a saving in oil of from one-third to one-half and we have quite a number of similar testimonials.

Magnolia Metal Co., New Athens, Ill.,

Gentlemen: Sept. 17th, 1911.

I have used Magnolia Metal for a good many years and I have never had a hot box or bearing and can say that it will outlast any other metal on the market to-day.

I have used from **1-3 to ½ less oil** where the Magnolia Metal has been used. I have **used the oil over and over again**, until it has been all used, without the least heating of bearing. I can safely recommend Magnolia Metal to all Engineers as the best and cheapest metal to use.

Respectfully,

JOHN J. JOHNSON, Engineer.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

SPECIAL OFFER PRACTICAL ENGINEER POCKET BOOK. 680 pages, over 2000 subjects---40c. post paid. We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give engineers benefit of low price. They are highly spoken of by engineers. **Address Montreal Office**

Magnolia Metal Co.

225 St. Ambroise Street · MONTREAL

NEW YORK CHICAGO

In This Hero Quality OILER

The following advantages are evident:

1. The Hero Standard Opening of 1½ inches is generous and ample.
2. The plate, being turned in at the mouth, presents a smooth doubled surface against the Washer, instead of the usual rough-cut edge, thus obviating any possibility of cutting it.
3. Double-Seamed Top and Bottom—no leaks.
4. Capacity—9½ ounces.

Can be furnished Copper-Plated or Enameled if desired.

Your Jobber has them.

No. **1100** (Straight Spout)

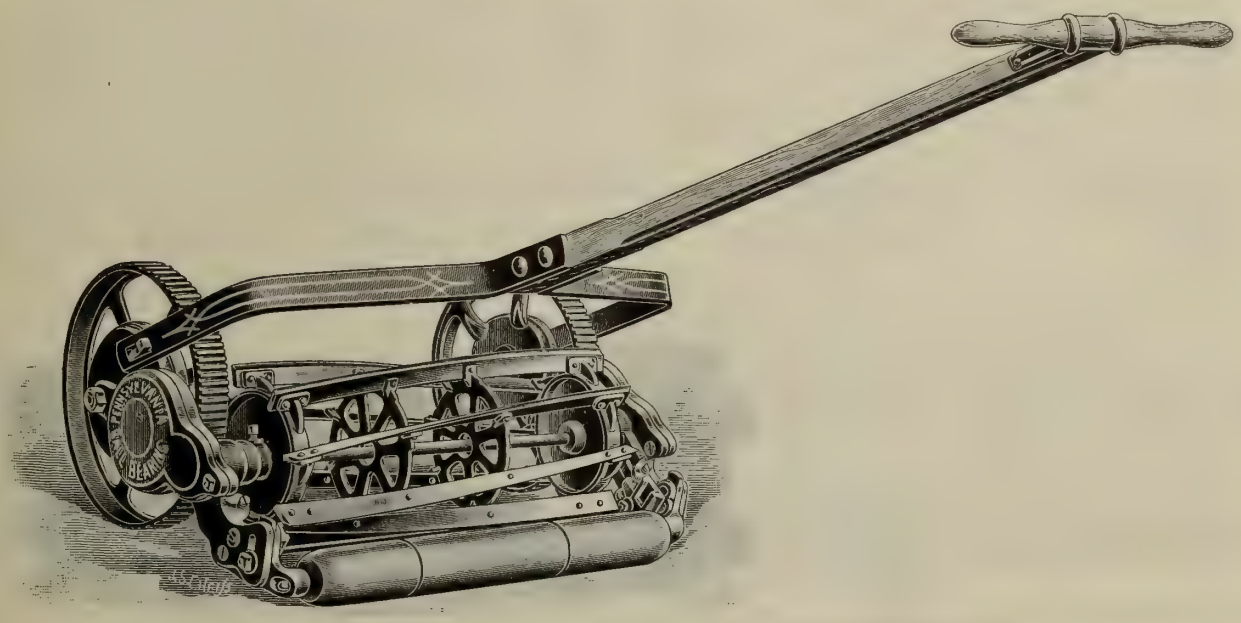
No. **1101** (Bent Spout)

The Hero Manufacturing Company

KENSINGTON

PHILADELPHIA, PA., U.S.A.

PENNSYLVANIA
Quality



WE beg to advise the Canadian Hardwareman that we have established Jobbing Agencies for the distribution of the Pennsylvania Quality line of Lawn Mowers with the following wholesale firms whose purchases at our lowest car load prices enables them to supply the trade at favorable figures:

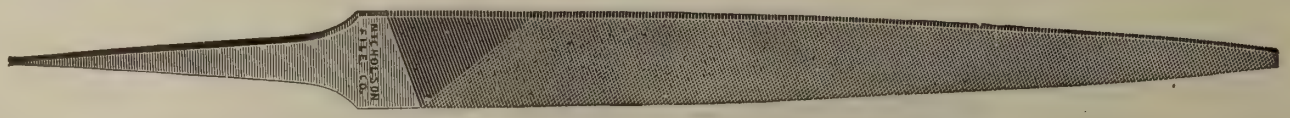
QUEBEC, CHINIC HARDWARE CO.
MONTREAL, CAVERHILL, LEARMONT & CO.
OTTAWA, THOS. BIRKETT & SON CO., LIMITED
TORONTO, H. S. HOWLAND, SONS & CO., LIMITED
TORONTO, RICE-LEWIS & SONS CO., LIMITED
HAMILTON, WOOD-VALLANCE & CO.
WINNIPEG, WOOD-VALLANCE, LIMITED
VANCOUVER, WOOD-VALLANCE & LEGGET, LIMITED

The world-wide reputation of PENNSYLVANIA QUALITY Lawn Mowers has been attained by the use of the highest cost materials and mechanics, and the perfect work, ease of operation and long service for which the PENNSYLVANIA is noted, prove it to be the cheapest and most economical Lawn Mower on the Market.

We shall be glad to mail any one a copy of our latest catalog.

Supplee Hardware Company

PHILADELPHIA, PENNSYLVANIA



Best Files for Every Purpose

are Nicholson-Made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:

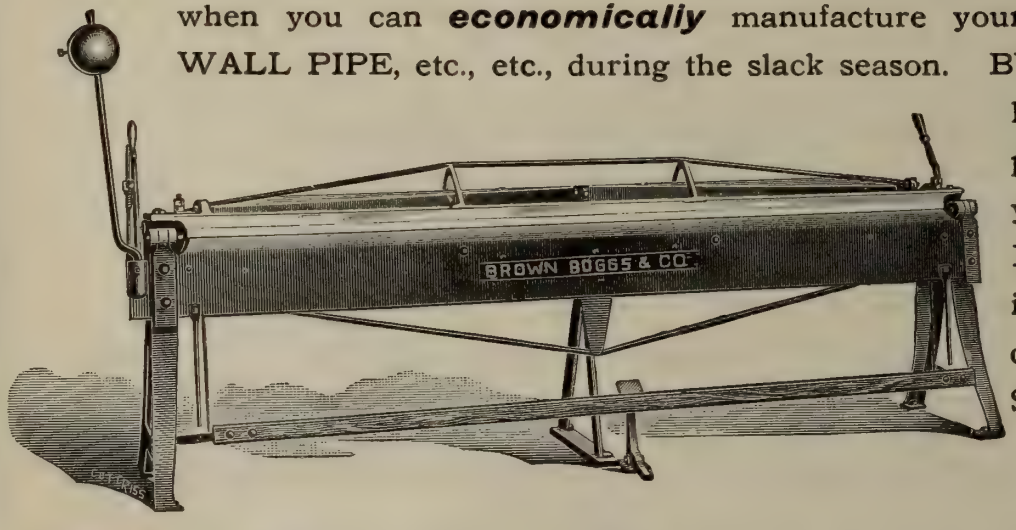
"AMERICAN" **"ARCADE"** **"GREAT WESTERN"** **"GLOBE"**
"EAGLE" **"McCLELLAN"** **"KEARNEY & FOOT"** **"J. B. SMITH"**

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.

THE TIME IS AT HAND

when you can ***economically*** manufacture your EAVE-TROUGH WALL PIPE, etc., etc., during the slack season. BUY A BRAKE and keep your men employed and REDUCE your LABOR EXPENSES. The price is a MERE TRIFLE compared with RESULTS.



The Brown-Boggs Co., Ltd.

HAMILTON, CANADA

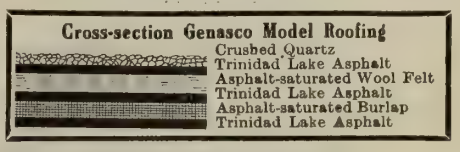
Tinsmiths' Tools, Sheet Metal Workers' Tools, Presses, Canning Machinery, Etc.

This trademark has a vital meaning to your customers. They are familiar with it because of the steady, striking national advertising of Genasco in the leading magazines and agricultural papers. They know is stands for

Genasco

The Trinidad-Lake-Asphalt Roofing

And back of Trinidad Lake Asphalt is the *natural* quality in its make-up that gives Genasco long life.
You don't need to try hard to convince your customers—our advertising does that *for* you.
You do need to have a stock that they can buy from, and you ought to have it when they want it.
The Kant-leak Kleet is a Genasco adjunct and makes it twice as easy to apply. Makes seams absolutely water-tight and prevents nail-leaks.
Order Genasco from your jobber with Kant-leak Kleets packed in the roll.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

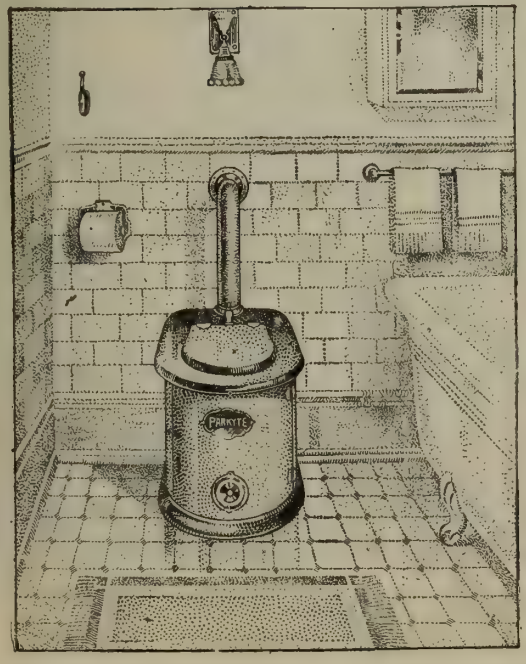
PHILADELPHIA

New York San Francisco Chicago

Caverhill, Learmont & Company, Montreal
D. H. Howden & Co., Limited, 200 York St., London, Ont.

Digging Asphalt from Trinidad Lake and transporting it for Genasco Roofing

The New Leaders for the Up-to-date Dealer



The "PARKYTE" Sanitary Chemical Closet

A Most Modern Necessity for the Modern Home.

No water; no plumbing; no sewage;—perfectly Sanitary and Odorless.

Over **25,000** installed throughout Canada in the last eighteen months.

"Parkyte" Kilgerm, **"Parkyte"** Karbol, and **"Parkyte"** Chemical, proved by tests made by world-famous Bacteriologists, to be the most powerful and perfect germicides and disinfectants known to science.

"Parkyte" Liquid Soap and **"Parkyte"** Soap Fixtures, the Modern Economic and Sanitary Method of keeping clean.

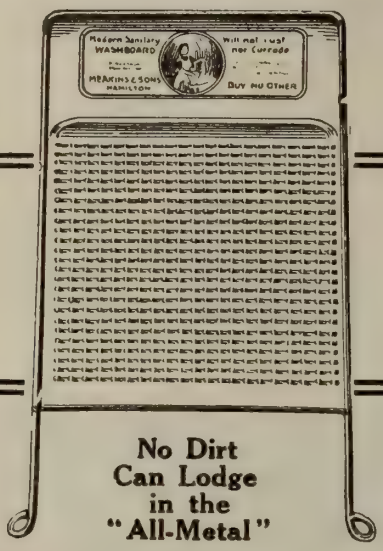
If you are not already among the satisfied **"Parkyte"** dealers you ought to be.

SEND FOR CATALOG

PARKER-WHYTE LIMITED, Manufacturers

WINNIPEG TORONTO EDMONTON VANCOUVER

Nowadays Home Management is a Science



No Dirt
Can Lodge
in the
"All-Metal"

MEAKINS' SANITARY WASHBOARDS

have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

Meakins' Sanitary Washboards are built upon scientific principles. They are made in one piece, will not rust or corrode, have no nails to come loose or rough edges of zinc to cut hands.

Meakins' Sanitary Washboards command a steady sale, which will pay you well to stock.

Ask us for Particulars and Prices

Meakins & Sons
Hamilton, Ont.

The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, :: ONTARIO
WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

EMBLEMATIC HARDWARE

Made specially for any Lodge or Order. Beautiful and distinctive effects secured at moderate expense. Particulars on application.

P. & F. CORBIN Division American Hardware Corporation
NEW BRITAIN, CONNECTICUT

Ermaline Paper Bag Cookery

REGD.

No! That is just where you err, gentle reader. Ermaline Paper Bag Cookery is not a fad. It is a new science that, we might add, has come to stay.

Samples are at your disposal.

Edward Lloyd Limited

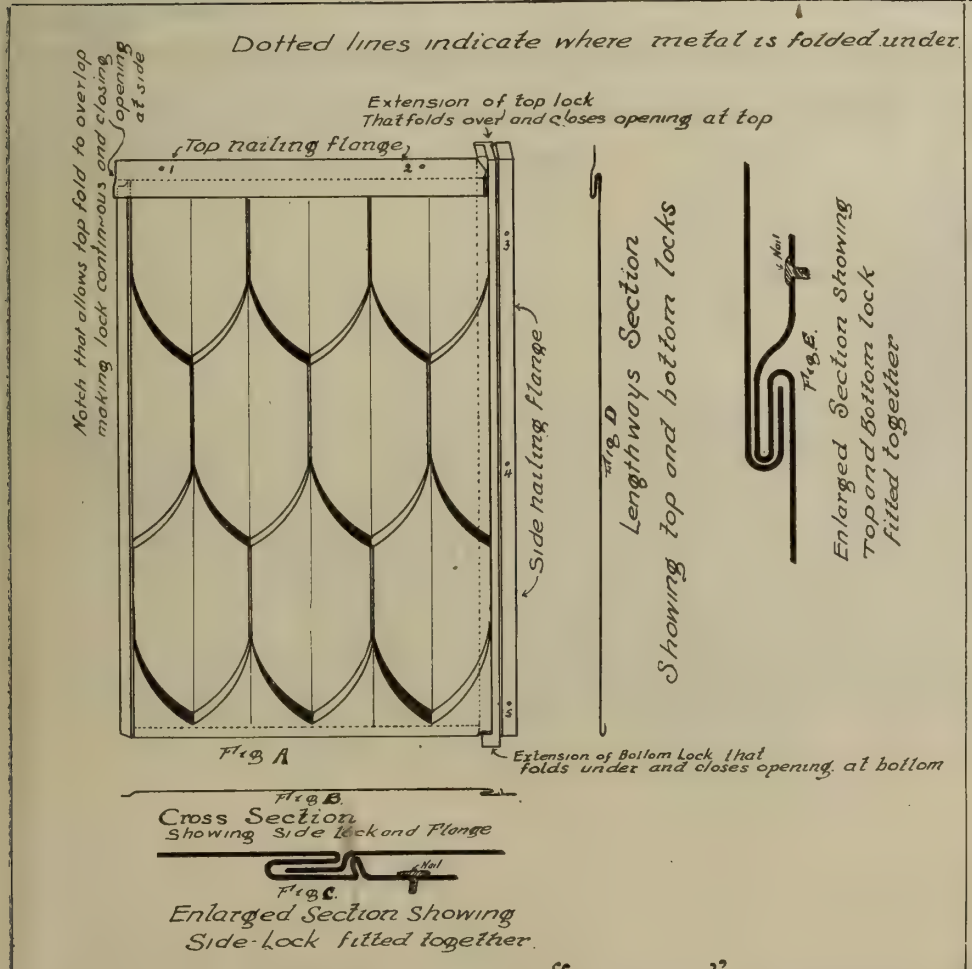
Eastern Townships Bank Building

Main 4829 MONTREAL, P.Q.

SALESMAN WANTED

Experienced specialty salesman wanted, advertising experience desirable. This is a good position and offers a splendid opportunity for advancement. State fully age, experience and salary expected.

MACLEAN PUBLISHING CO., LTD., 143 University Ave., TORONTO



PLAN & DETAILS OF THE "GALT" SHINGLE.

The "GALT" Metal Shingle

BRINGS REPEAT ORDERS

Customers who have used it insist on having these shingles for their next roof.

It is therefore a desirable line for Hardware men to handle.

Get our catalogue, prices, and distributing literature.

The Galt Art Metal Co., Limited

GALT, ONTARIO

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.

SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

OUR NEW LINE

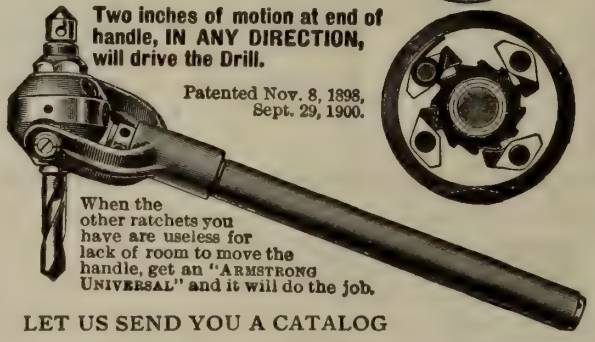
"STANDARD" REVERSIBLE RATCHETS

UNIVERSAL RATCHET

DEALERS!

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.



"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

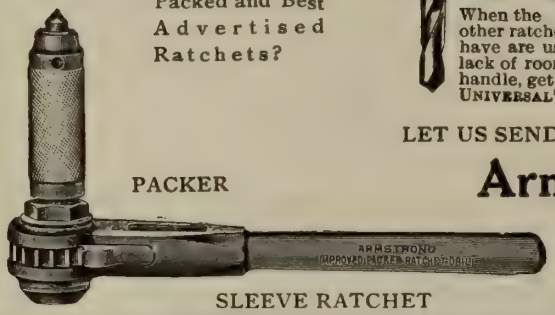
When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

They stand the racket.

BOILER RATCHET

LET US SEND YOU A CATALOG

PACKER



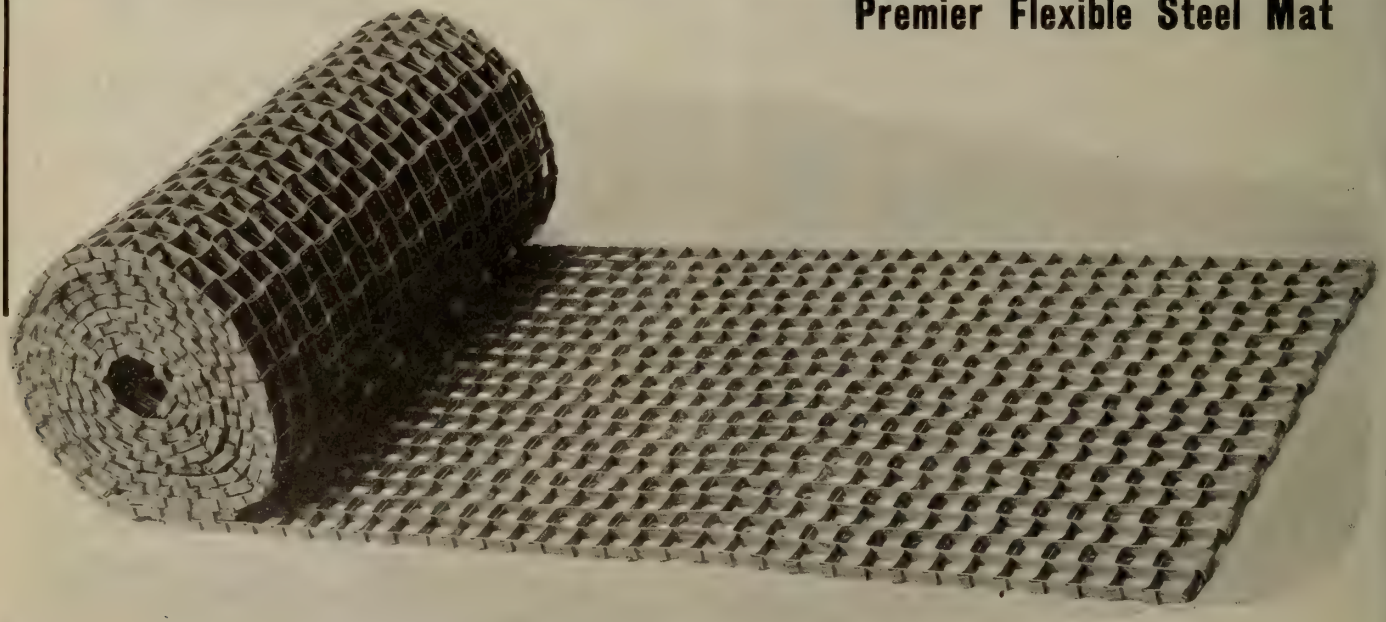
SLEEVE RATCHET

Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

Premier Flexible Steel Mat

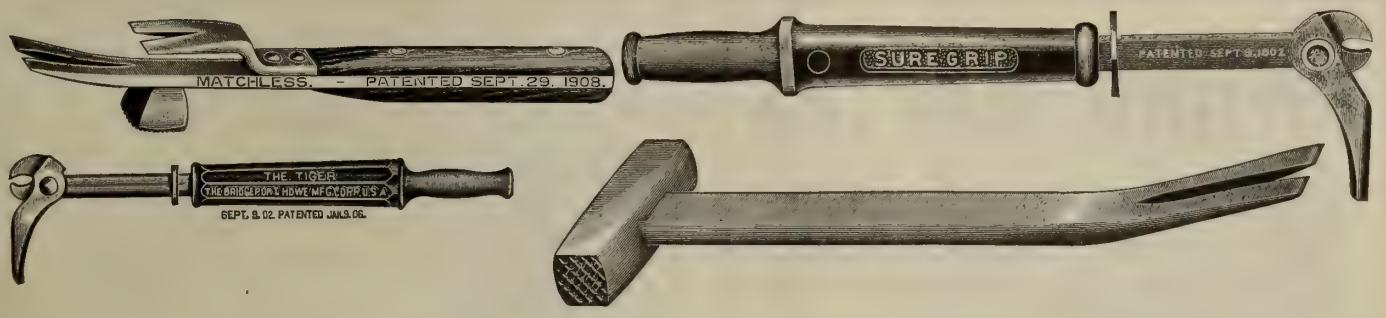


is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars. It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft. Special mats made to order on short notice.

The Schultz Manufacturing Co., Limited,

HAMILTON, CANADA

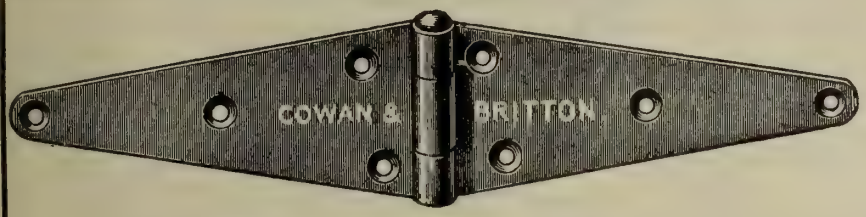
Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.



Write us for CIRCULARS, CATALOG, PRICES.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.



Builders' Hardware of Quality

Our high grade Builders' Hardware is the result of fifty years' diligent effort to produce the best goods at a reasonable price. The many repeat orders that we are constantly receiving prove that we have more than accomplished our purpose.

Do not restock until you have full information on these trade pulling goods.

Write us at once.

Cowan & Britton

GANANOQUE, - ONT.

NEW YEAR'S GREETINGS

FROM

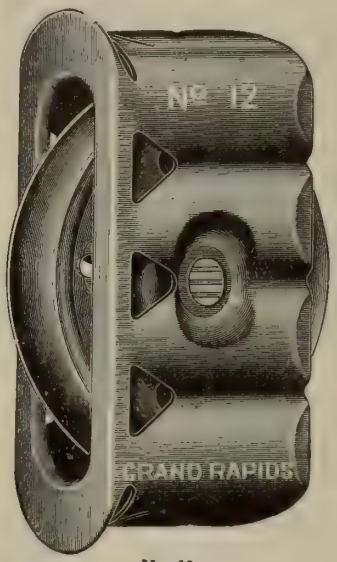
Goodell-Pratt Company

Toolsmiths

Wishing You a Happy and Prosperous

1912

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST IN

Labor, Freight, Screws, &c.

GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues

We make thirty-seven styles.

Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.

100 Eleventh Street, GRAND RAPIDS, MICH., U.S.A.

Phenix Hangers and Fasteners

Are live stock for the up-to-date dealer, because they solve the storm sash problem in the most natural and efficient way, and because house owners are becoming more and more to realize it.

You can retail the hanger at 10c, and the hangers and fasteners at 15c. and 25c. That's for one window in one house. Figure the number of windows in all your customers' houses, they are all prospects. Ask for particulars. Stock Phenix Hangers and Fasteners, push them, it pays.

PHENIX MANUFACTURING COMPANY

030 Center St., MILWAUKEE, WIS.

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

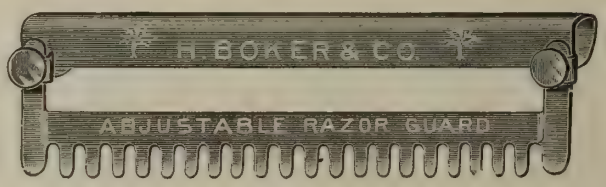
HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000

Losses Paid Since Organization of the Company, over - - 54,000,000.00

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

We illustrate below a Guard which will make a safety razor out of every Boker razor



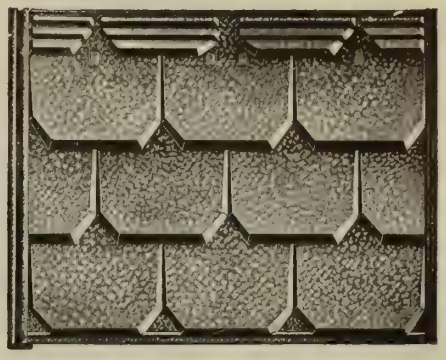
BEWARE of the much advertised safety razors, which have no merits of quality, except that they are advertised. With one of these Guards and a Boker razor you have a shaving outfit that will last a life-time.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE FIRMS.

FARMERS BUY THEIR ROOFING IN THE WINTER

So as to haul it home during sleighing.

Go after this business now with :: ::



Eastlake Steel Shingles

"There With The Wear"

TESTED FOR TWENTY-SIX YEARS ON CANADIAN BARN ROOFS

By handling and pushing **"Eastlake" Steel Shingles** you will not only get a **good immediate profit,** but you will build up for yourself a **permanent roofing trade,** founded on the only solid basis, **"quality."**

Write us at once for catalogue, samples and trade lists.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(C 63)

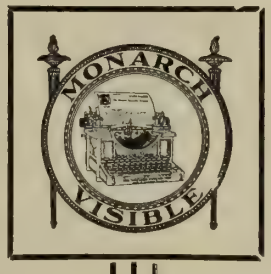
THE TYPEWRITER

Every man who writes a business letter needs a MONARCH Typewriter.

Penwritten letters are contrary to modern business methods

Typewritten letters demand attention and inspire confidence.

The MONARCH is the ideal typewriter for you. It is durable, easily operated and it will print all the office detail.



THE PAYMENTS

The price to the cash buyer and the time buyer is exactly the same except the cash discount.

The time buyer may spread his payments out one year without interest, or he may spread them over two years by paying a small extra bonus.

Write for details of the different plans.

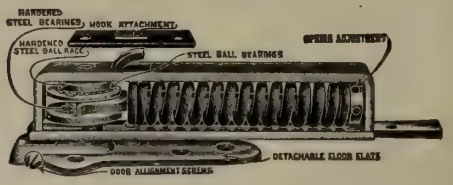
We always have a large stock of rebuilt second-hand typewriters at bargain prices.

The MONARCH TYPEWRITER COMPANY, Limited

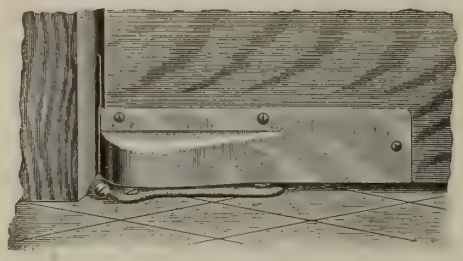
46 Adelaide Street West, Toronto

Branches: Montreal, Ottawa, London, Hamilton.

ASK US WHY



If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.

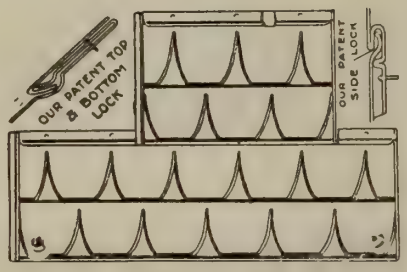


THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

THE VALUABLE AND IMPORTANT FEATURES OF

"CROWN" Patent Lock All Round Steel Shingles

ARE



First:—THE SIDE-LOCK, a patent expansive joint, which cannot become unhooked after being laid.

Second:—TOP and BOTTOM LOCK which provides perfectly against rain, snow and wind.

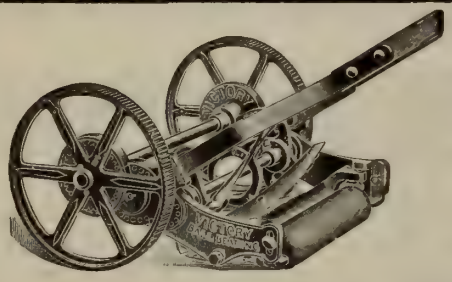
Crown Shingles are easy to lay, economical, and add greatly to the appearance of buildings to which they are applied.

Write to-day for sample, catalogue and price list.

McFARLANE, DOUGLAS CO., Limited,
Manufacturers
250-260 Slater Street ***Ottawa, Ont.***

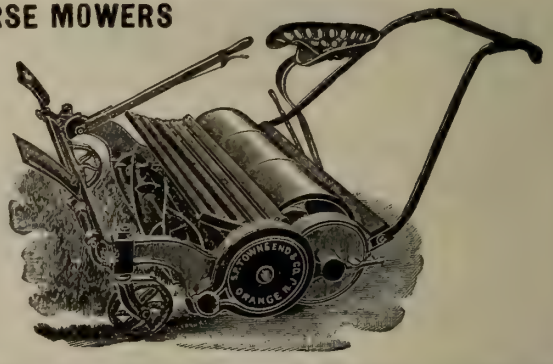
TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS



All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

BELT PERFECTION

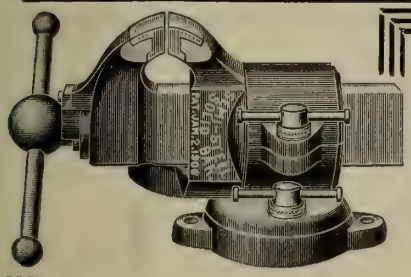
Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
LIMITED
HAMILTON CANADA



EVERY MECHANIC

who is pressed for time cannot use a vise that will be more convenient and more positive in its grip than

PARKER'S
Double Swivel Vise

With this vise it is not necessary to remove the work from the vise jaws.

The vise can be swiveled on base or turned in barrel without opening the jaws, and is held in position by a turn of the tightening studs.

All our vises have a solid steel bar strengthener also solid under portion of front jaw. The jaw faces are made of the Best Tool Steel and are removable and renewable at any time.

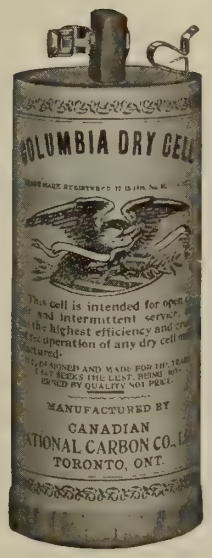
Write for illustrated catalog.

The Charles Parker Co.
Meriden, Conn., U.S.A.

Ensure Satisfaction

By supplying your trade with the reliable, economical anl long lasting

"COLUMBIA"
BATTERIES

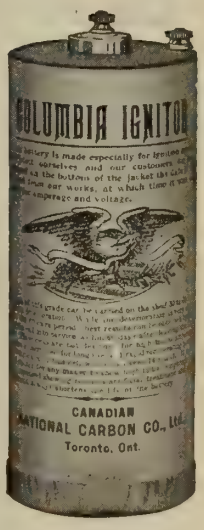


For telephones and bel s

We have the largest and most completely equipped battery manufacturing plant in Canada and have the facilities for filling all orders of fresh cells in any quantity immediately the order reaches us.

The "COLUMBIA" is an intermittent cell for open circuit work like that of telephones, signals, electrical toys, electrically wound clocks, etc.

"Columbia Ignitor" is made for strenuous work such as motor ignition in connection with automobiles, motor boats, gas and gasoline engines, motor cycles, etc. It has a strong sparking current and recuperates quickly after service; this accounts for its long life. Do not fail to communicate with us at once—our proposition will interest you.



For motor ignition

H.M.—12

Canadian National Carbon Co., Limited
99 PATON ROAD
Toronto, Ont.

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

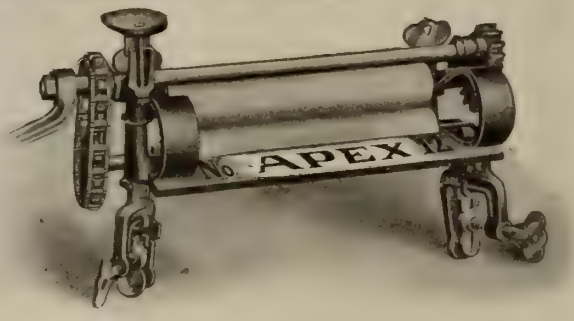
Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

Good Starters for 1912

The **PLAYTIME WASHER** is specially adapted for Country use. Can be easily hitched to the small Gasoline Engine or Electric Motor which every up-to-date farmer now uses, and will cut out the drudgery of washing for the country housekeeper as the **VELOX WATER MOTOR MACHINE** does for the city resident.

As a hand machine it has no **SUPERIOR.**



The **NEW APEX WRINGER** is chain driven, has double Power Gears, cannot get out of mesh, and turns very easily under load.

MADE ONLY BY

Cummer-Dowswell, Limited

HAMILTON, ONT.

EASTERN AGENTS

W. L. Haldimand & Son

MONTREAL, Que.

WESTERN AGENTS

H. F. Moulden & Son

WINNIPEG, Man.

The Playtime

Combination Hand and Power Washer.

You can't go wrong in stocking them. The Selling Features are there.

CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manafacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: *(payable in advance)* **2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.**

HARDWARE & METAL

Montreal **Toronto** **Winnipeg**

Do You Want to Buy Something That You do Not Know Where to Get ?

EVERY week Hardware and Metal receives letters from subscribers stating that they are in the market for certain goods, but that they do not know where they can be procured.

They ask us if we can tell them from what source they can procure the wanted articles. This is a service we render cheerfully.

When you become a subscriber to Hardware and Metal this service is part of what you buy.

We have facilities for procuring information about new goods, novelty lines, articles not usually sold in hardware stores but occasionally asked for, etc., and these facilities are at the service of our readers.

We are glad to get these requests for information and no service could be more cheerfully rendered.

HARDWARE and METAL

Montreal Toronto Winnipeg

REGISTERED
HRS&Co
TRADE MARK

Henry Rogers, Sons & Co.

LIMITED

Wolverhampton, England

EXTEND TO ALL THEIR CUSTOMERS

Best Wishes for a Prosperous New Year

We Paid One Man $128.00 In November

for securing subscriptions to MacLean's Magazine, during his spare hours.

This man joined our circulation organization on October 30th, 1911. He had no previous experience as a circulation salesman. He secured every subscription in his home town, which has a population of 2,300.

In every town in Canada there is a man who can make comparatively the same success. The men with enterprise, initiative and with a desire to hold a worthy place in the world's activities, are the men we want to fill such positions.

We have a number of good openings at present. There may be one in your town. We pay liberally.

WRITE FOR FULL PARTICULARS TO

MacLean Publishing Company, Limited

143-149 University Ave., - - - Toronto, Canada

For Big Game and Target Shooting
USE
DOMINION CARTRIDGES

Because of the great care in the loading and testing of NEW DOMINION CARTRIDGES they combine extreme accuracy and closest grouping of shots, with high uniform velocity. flat trajectory and great killing power.

Because of our experience of over a quarter of a century in the manufacture of ammunition, using the best materials, latest improved machinery and skilled labor, enables us to prove that our quality is unsurpassed.

GUARANTEE

A new box for every defective cartridge manufactured by us since 1907, returned direct or through dealer..

Made for all standard calibres of rifles, revolvers and pistols and sold at the less-duty price

Shoots Where You Hold

Dominion Cartridge Company, Limited

MONTREAL : Canada

REMINGTON UMC TRADE MARK

ACCURATE--because perfectly sighted and rifled by expert gunsmiths.

SAFE--because solid breech hammerless. There is no hammer to catch on clothing, fence or tree branch.

SIMPLE--because its parts are few and sturdy. Its easy take-down permits the eye to follow the cleaning rod from breech to muzzle.

DURABLE--because of superior quality of material and workmanship. Easy cleaning insures the rifling.

BEAUTY--The sleek, smooth sweep of its well-balanced lines sell it on sight.

Shoots .22 short and .22 long rifle cartridges without adjustment.

Remington-UMC THE PERFECT SHOOTING COMBINATION

Remington Arms-Union Metallic Cartridge Co.

299 Broadway - New York City

A Personal Chat With You About Ourselves

SOME INSIDE INFORMATION.

Twenty-three is not always an unlucky number. Hardware and Metal has just brought to a close the twenty-third year of its existence and celebrated it by making the biggest increase in revenue in its history.

The year 1912 promises even greater things as our staff is much stronger and more complete than it has ever been before.

For some years we have had in view the appointment of a British Columbia editor who would call personally on the hardware trade in that province, and also in those sections of Alberta and Saskatchewan not easily reached by our Winnipeg editor. The managing editor of one of the leading publications in British Columbia who is also familiar with the hardware trade, has resigned and will devote his whole time to calling on merchants in this extreme western part of Canada, and writing special articles on methods adopted by dealers in this section in which we already have 95 per cent. of the trade as regular subscribers.

H. C. Carson's series of articles on "Management of A Retail Business," which started in our December 30 issue, has already excited very favorable comment. Mr. Carson is an expert accountant and auditor who has had very wide experience in installing costs and book-keeping systems in businesses of all kinds. A prominent hardware jobber recently remarked that three-quarters of the failures and "near failures" amongst retail hardwaremen were due to lax methods of figuring costs and unsystematic methods of bookkeeping.

Our weekly market reports will continue to be as they always have been one of the strong features of the paper. When it is recalled that during the year 1912 turpentine reached the highest price mark ever recorded in Canada and then dropped almost to the lowest price on record, no further argument is needed to show that the market feature in itself makes our paper indispensable to every hardware dealer of any account in Canada.

We have now an editor in close touch with the trade in every section of Canada and there will be very few manufacturers and jobbers selling to the hardware trade who will not receive one or more calls from some one of our editors this year. They will not be able to make such a thorough canvass on the retail trade, but all classes of retail dealers will be called on, and they will comment on methods of the inefficient as well as the efficient. We feel it is only by keeping in close personal touch with manufacturers, jobbers and retailers, that we can make our paper of the most practical benefit to the trade.

The great growth and development of the MacLean Publishing Company, has necessitated some changes in touch with manufacturers, jobbers and retailers, that we the management. H. T. Hunter, who has been manager of HARDWARE AND METAL for over eight years, has been appointed Vice-President and General Manager of trade and technical papers. He will still be in close touch with HARDWARE AND METAL which will not therefore lose in any way the advantage of the experience and familiarity he has gained during the past decade with the hardware trade.

J. G. Lorriman, who has been editor has been appointed manager. Mr. Lorriman has had a wide experience with the Canadian hardware trade, first as traveler, then as sales and advertising manager of one of the largest sheet metal manufacturers in Canada. He spent three years as Montreal editor of HARDWARE AND METAL which brought him in close touch with the hardware trade in the east. As editor of the paper in Toronto, he has had an opportunity of studying conditions in Ontario and becoming familiar with leading hardware manufacturers, jobbers and retailers in this province. Mr. Lorriman is also a graduate of Toronto University.

T. B. Costain, who has been associate editor and who was for three years previous editor of the Guelph Evening Mercury, has been promoted to position of editor. Mr. Costain has been in training for this position for some time and can be counted on to give the trade some of the most practical articles they have ever read.

These changes and improvements and others we have in view, will make HARDWARE AND METAL in its field second to no trade newspaper in the world. It has to-day a more thorough paid circulation in its field than any other trade newspaper in America. We are determined to keep it in this position and according as our revenue increases will add new features which will make it even more closely read by all classes of the hardware trade and of course the more closely the paper is read the more valuable it becomes to its advertisers.

Next month a further announcement of interest to the trade will appear.

GOING TO MARKET.

In the early days of retailing in Canada it was customary for the hardware merchant to make one or two, or maybe four business trips a year to Toronto, Montreal, Winnipeg, or his nearest distributing centre. He would spend several days in visiting the manufacturers and wholesalers, looking through the sample rooms and placing his orders for the season. He called it "going to market."

This plan had its advantages, for it afforded the retailer three or four pleasant diversions during the year and gave him the opportunity of knowing personally the heads of the firms with whom he was doing business. But it also had its drawbacks. It encouraged heavy buying at infrequent intervals, which is no longer considered good business. And it narrowed the dealers' sources of supply.

There is a better way of "going to market' nowadays, and the opportunity comes fifty-two times during the year. It consists in studying the advertising pages of Hardware and Metal, which are always replete with ideas for buyers.

The majority of our advertisers change their copy every week and their space is always devoted to timely announcements and suggestions. In fact, the advertisements are really news of the utmost importance to every alert hardware buyer. Clerks will also find that Hardware and Metal's advertising pages can keep them thoroughly posted on the best talking points to use when making sales.

Good buying does not necessarily mean haggling over prices though, of course, it is important that the dealer should get his goods at a figure which will allow of a reasonable profit. But it is of far greater moment that the buyer should make a study of the entire field so as to know thoroughly the various sources of supply, and the merits of all the hardware lines on the market.

Making an Attractive Trim in Limited Space

No Need for Dealers to Despair of Accomplishing This—C. F. Ready Dressed a Fine Christmas Window Behind Glass Only Five Feet Wide—More Ingenuity is Necessary Than in Larger Windows, But the Results May be Well Nigh as Attractive—Taking Pictures of Trims by Electric Light.

Smith's Falls, Ontario.—Dealers there are who refuse to take an active interest in window dressing because they state the front of their stores are not suitable for this—they have not great expanses of glass behind which a wide variety of tasteful and attractive trims may be made.

These men are at a disadvantage. This cannot be gainsayed. It is impossible to do as much behind 30 square feet of glass as behind 80 square feet. But the smaller window offers greater opportunities to the window dresser in one sense. It enables him to use more ingenuity. It enables him to scheme and plan so that he may turn out an attractive trim in spite of his handicap.

Overcoming the Difficulty.

An example of what may be done in a small window is given by R. Hawkins, one of the local dealers. Mr. Hawkins appreciates a good trim for he has seen the results it brings. C. F. Ready, Mr. Hawkins' head clerk, knows the value of a window too, and he moreover takes a keen delight in arranging one. Therefore he has not given up because the glass area which he finds available is not large. He goes ahead and makes the best of this—and a mighty good best it is—a best which will cause those who have been doing nothing because their windows are small to feel, perhaps, smaller even than the windows

Cost Was Little Over a Dollar.

For Christmas Mr. Ready wanted to arrange a suitable trim, and after talking it over with Mr. Hawkins determined that it would be best to use in the display, cutlery, silverware and electrical goods. This settled it was next necessary to plan how these were to be shown, and Mr. Ready hit upon the scheme shown in the accompanying cut. Out of common packing boxes he arranged a platform with a pillar at each end. He bought black cloth, costing in all $1.25 to drape this, and then arranged the cutlery, the silverware, the lights and other electrical fixtures in a manner which made what the French would call a splendid "tout ensemble."

The $1.25, by the way, was the full cost of arranging this window. There was no other expenditure—except of time and brains. A cheap ad. at $1.25, an ad. that brought results despite the fact that the window was only five feet wide and three feet deep.

Overcoming the Shadows.

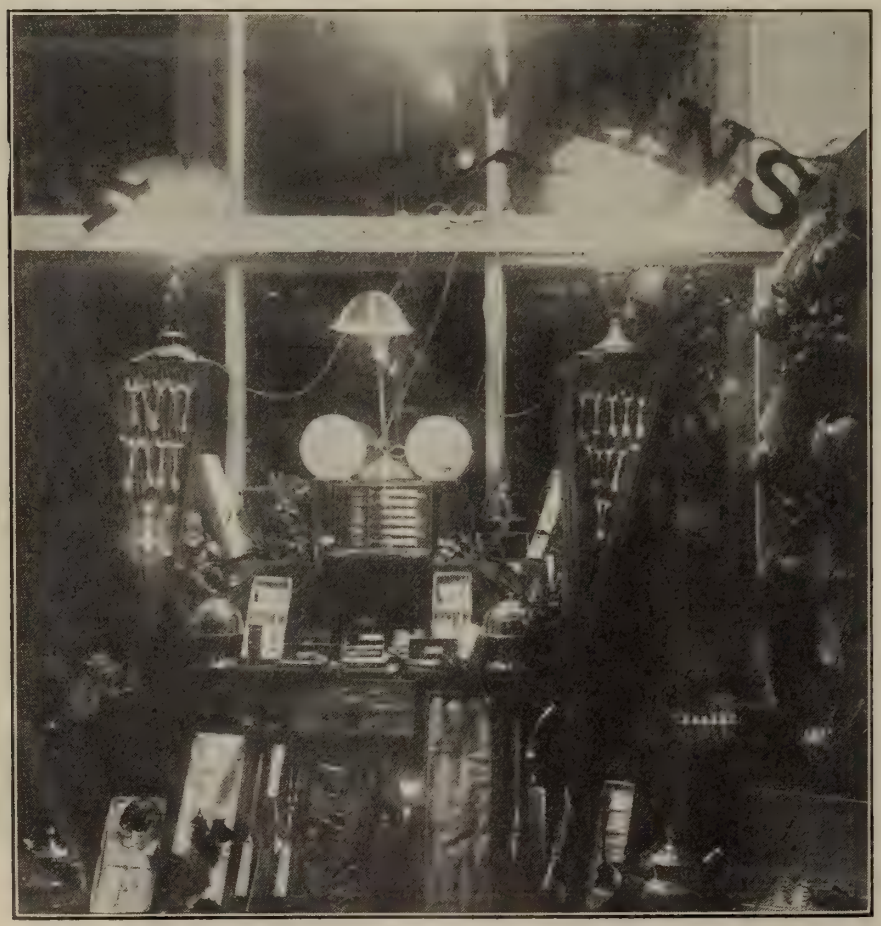
The picture, from which the accompanying cut was made is deserving of a word, for it shows a way out of a difficulty which many hardwaremen have thought insurmountable.

"I would like to have a picture taken of that window," a dealer will remark, "but the shadow from the buildings across the street makes that impossible. I have tried, and we have got nothing but reflections."

This picture was taken by electric light, which removed the danger of reflections. In all 640 candle powers were used while the exposure was being

ONE DIFFICULTY SOLVED.

The reason why many hardware dealers take no interest in the question of up-to-date window dressing is that they feel it to be beyond them. Their store windows are small and the cramped space within appears, at first glance, to veto any efforts at attractive window trimming. The objection, nevertheless, does not hold good. Some of the best hardware windows during the past season were arranged in most limited space. Hardware and Metal has described some of them recently and another one is illustrated in the accompanying article. May the lesson be driven home that any sized window can be converted into a strong factor in improving the store business. —Editor.



Picture of R. Hawkins' Christmas Window, Smith's Falls. Notice the wide variety of goods displayed in the limited space—and all without overcrowding.

made. For sixteen minutes the camera lense was opened before the window. Then the shutter was closed, and another big light was turned on, an additional four minute exposure then being made. The photographer was afraid that this last big light would cause such helation as would spoil the picture; he therefore arranged to have it burning only a part of the time.

Wise to Take Pictures.

By means such as these good pictures of practically any window may be secured. The pictures are worth while, for not only may they be used on circulars for advertising purposes, or to accompany newspaper advertisements, but they also encourage the window dresser. When a particularly good trim is secured it is good policy to have a picture of it taken.

This particular proof was used in a novel form of advertising, a lantern slide being made from it which enabled the window to be thrown upon the canvas at a moving picture theatre.

Sub-Executive Lay Plans for Convention

Programme at Guelph will be Modeled on Former Lines—Progressive Euchre Party will be held on Last Night—No Window Contest This Year—Exhibit Spaces Well Taken Up.

Toronto, December 29.—A meeting of the sub-executive committee of the Ontario Retail Hardware and Stove Dealers' Association was held here to-day to discuss plans for the convention next month at Guelph. Those present were president Chown, of Belleville; second vice-president Occomore, of Guelph; secretary Wrigley, of Toronto, and treasurer Caslor of Toronto. The programme was pretty well mapped out and arrangements were completed. The conclusions reached will be embodied in a letter and sent to the other members of the executive. If their approval is obtained, the work will then be proceeded with and the cost of a full executive meeting obviated.

Spaces Taken Up.

It was reported that, of the 110 spaces for rent in the manufacturers exhibit, 100 had already been taken up. There is every probability that the remainder will be taken. This insures a larger exhibit than the one last year at Peterboro. The accommodation in the Winter Fair building at Guelph is particularly well suited for exhibition purposes.

The Programme.

The programme proper of the convention will not differ in any radical degree from that of last year. The time during the regular convention sessions will be divided up in much the same way. It is intended to allow more time, if possible for the discussion of important topics.

One afternoon will be set aside for an open meeting. Manufacturers, jobbers and travelers will then have an opportunity of joining in the discussions in conjunction with the retail members. The topics taken up at that session will be largely of a general nature, embracing the relations of retailer to traveler and manufacturer. Some interesting debates are promised.

The Question Box session will be held in the evening as at Peterboro. Steps will be taken to get in a set of live questions for debate.

A Euchre Party.

The only real change in the programme is the decision to hold a progressive euchre party on the last night of the convention. This will take the place of the concert held last year and the banquets of previous years. It will be held in the city hall.

No Window Contest.

From the present outlook, there will be no window contest. The officers feel that the facilities in the city are not sufficient to make the contest spirited and for that reason they felt impelled to reach some other arrangement. It was decided to get W. J. Illsey, of Winnipeg, to attend the meeting and give a lecture on window dressing and practical demonstrations on the same subject. Just what part of the week this will take up has not yet been decided.

Topics to Be Introduced.

A number of live topics are to be introduced at the convention.

Parcels post will undoubtedly occupy considerable attention and it is highly probable that the association will take a firm stand on this matter.

The "Offensive Weapons Act," mutual fire insurance and other subjects of equal prominence will engage the attention of the members.

Good Accommodation.

The accommodation will be good so far as the Winter Fair building is concerned. Since it was decided to hold the convention at Guelph, the building has been enlarged. Free use is also allowed of the city hall which adjoins the fair building.

The hotel accommodation is also good. Guelph has had years of experience in handling the immense crowds which attend the Winter Fair and should be able to house the hardwaremen satisfactorily.

Hardwaremen in the Elections

Hardwaremen figured in the municipal elections to a large extent this year. The trade was represented in practically every election and a good percentage won their way into the winning column. The following list comprises some of the successful candidates:

In Toronto, F. McBrien headed the polls in Ward 6. Although a young man, Ald. McBrien has had quite a little municipal experience, and the size of his vote indicated the confidence that is placed in him by the electors. He received the largest vote for alderman in the city.

In Ward 2, Toronto, R. M. Yeomans, a master plumber, was elected as alderman.

Fred Chalcraft, of the Brantford Roofing Co., was elected as alderman in Brantford.

Edward J. Wanless, hardwareman, of Chatham, was elected as alderman well to the head of the poll.

A. D. Westman, a former hardwareman, was also elected as alderman in Chatham.

Fred W. Otton was elected as a member of the Board of Education in Barrie.

In Bracebridge, two hardwaremen were well to the front. G. W. Ecclestone was elected as mayor by acclamation, and Jas. Whitten was well to the head of the aldermanic poll.

S. Adolph, of Listowel, headed the poll for councillors.

M. S. Madole was elected alderman in Napanee. He headed the poll.

J. H. Christie was elected as reeve at Owen Sound.

D. Brocklebank was elected reeve at Arthur.

The trade was well represented in the Guelph elections. Sam Pinfold and Harry Occomore, hardwaremen, were elected as aldermen. A place was also secured on the municipal board by Harry Mahoney, master plumber.

A NOVEL GREETING.

A novel "credit memorandum" has been sent out by the Simonds Manufacturing Co. It reads:

Dear Sir,—We have this day credited your account as follows: For orders given to our several houses and salesmen, and for your good will, we thank you. May you live long and prosper. Simonds Canada Saw Co.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313
Vancouver, B.C. - - H. Hodgson, 18 Hartney Chambers
London, Eng. E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
Chicago A. H. Byrne, Suite 407 Marquette Bldg., 140 Dearborn St.
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

A COMPREHENSIVE REVIEW.

It has been the custom of this paper each year to secure first hand information from Canadian manufacturers and wholesalers as to the condition of trade, particularly in regard to hardware. In pursuance of this custom an effort has been made during the past two weeks to glean information from all reliable sources as to business conditions during the past year and the prospects for the future. An article based on the information thus secured appears in this issue and subsequent articles, dealing with the subject, may appear in succeeding issues. It is felt that, with the facts which have been secured from the heads of the best firms in all lines of manufacture, we are in a position to speak authoritatively as to the results of last year's trade and the prospects for the twelve months ahead.

A significant result of the investigation conducted by this paper was that not one firm heard from failed to speak in laudatory terms of the business of the past year. In every case, also, fullest confidence was expressed with reference to the future. Not a single dissentient note was voiced. What surer indication could there be of the great prosperity which has manifested itself in every province of this great Dominion?

The consensus of opinion was that the greatest increase in business had been felt in the West. This opinion was not unanimous, however. One firm declared that it had found the east yielding a more permanent advance. All others conceded that the east had kept step and that the improvement in business was by no means local or provincial; that, on the contrary, prosperity seemed to be the prevailing condition in all sections.

HINTS ON STOCK-TAKING.

Readers will agree after carefully perusing the article by H. C. Carson in this issue, that the new series of talks on business management is going to prove a valuable and practical feature of Hardware and Metal. Mr. Carson gives advice on the making of the annual inventory which is worthy of closest consideration.

There can be no doubt that the inventory is often taken in a very loose and slipshod manner. Part of the work is, perhaps, entrusted to junior members of the staff whose chief consideration is to get their share of so laborious and undertaking done. Errors creep in and no particular pretense is made at thoroughness. Frequently also an effort is made to rush the work through in as short a time as possible and in this way again thoroughness is sacrificed to expediency. In such cases it is impossible to get anything like accurate totals and it is doubtful if any real good is accomplished.

Mr. Carson urges the necessity of doing everything as systematically as possible, in order to arrive at a fair valuation of the stock carried and to preclude all chance of disputes in case of fire, sale or other change. He likewise goes into detail with reference to methods of compilation, valuation, etc. What methods do you, Mr. Hardware Dealer, pursue? Are you thoroughly satisfied with your old system of valuing stock and making up stock lists? If not, you will glean much valuable information from the article in question. Read it closely in any case.

TIN AND ITS OPPORTUNITIES.

In the last few days tin has dropped in price remarkably. In the week the total decline has been £15, and buyers are wondering if the end is yet. That there will be a rapid rise, after the present slump has run its course, none doubt. They all accept this as a good time to buy, and are therefore only trying to buy at the lowest possible figure.

It is a ticklish subject, especially when tin is in question, but the opinion of one handler is worth quoting. "I have orderel 10 tons for immediate shipment and 10 tons for future," he said, "There may be a still further drop, but I do not intend to run too great a risk. Tin has now dropped £15. I think it is certain to rise at least to the old level so I would make a good profit buying now."

The argument seems sound. How often have the smaller buyers been cut out of all profit which such fluctuations as the present offer simply by wanting too much? It would be better to buy at a low level—even if not the lowest—and to sell at a high, than not to buy and sell at all. That motto which says all things come to him who waits, does not refer to operations in tin.

RECORD BREAKING CONTEST.

As expected, Hardware and Metal's annual Christmas window contest proved a record breaker. More contestants entered than ever before and the displays were, we believe, on a highr scale than in any previous year. The judging will take some little time and it will not be possible to announce the results for two weeks yet. It has been decided to select three well-known retail hardwaremen, one in Montreal, one in Winnipeg and one in Toronto, to act as judges and it will be necessary, therefore, to send all photographs received to each of the three men. We therefore crave the indulgence of the contestants, who will doubtless be anxious to hear the result, for the time required to put this system of judging into effect. The results will justify the delay.

INSURING THE INSURANCE.

"What's the use," ask some dealers. "What's the use of taking stock? I know practically everything I have on my shelves. My stock is not exceedingly large like that of some dealers in the big cities. What is the use, therefore, of me taking stock every year?"

Many reasons have already been given which should make this man—and he may still be considered as

plural—wake up. But an incident has just occurred which brings home once more the need of an annual inventory, no matter how small the stock carried.

After a recent fire, in which more than one merchant suffered, the insurance appraisers did their work. Then the policies were paid to all but one man. He had no statement to show what his stock had been. He had not taken stock for eight years. Because of this he was kept waiting. The other merchants could make their plans for the future. The one who for eight years had wondered what was the use of his contemporary's wasting so much energy stock-taking, was unable to make any definite plans. He was held up by the Insurance companies, who themeselves were held up because of his neglect.

"What's the use?" ask some dealers. Well, what's the use of insuring? If a stock is valuable enough to make insuring worth while then stock-taking is worth while to insure the insurance.

HOTEL ACCOMMODATION.

Complaint is loudly voiced by the Commercial Travelers' Association of Canada on the score of hotel accommodation, particularly in Ontario. It has been decided to send in a petition to the Ontario Government demanding that something be done to bring hotel accommodation in all districts up to a certain standard. They are prepared for all contingencies. If the petition is disregarded, the commercial men will demand a Royal Commission to investigate hotel conditions and may even go to the length of marching in a body to the Parliament buildings to voice their claims.

The traveling man has full reason to complain on this score. The discomforts of life on the road can only be appreciated by one who has tried it. Damp beds, poorly ventilated rooms and insufficient, poorly-cooked meals are the traveler's almost daily portion. Not even in the largest of metropolitan hotels has it been found possible to give absolute satisfaction, but when it comes down to the average country hostelry, the kind of service given is indeed execrable. The traveling man frequently has to pay high rates for accommodation of the most meagre kind.

It is indeed time that something was done to insure comfort and health to that highly useful and necessary member of society, the traveling salesman. Just what steps should be taken would rest with the provincial authorities. The question is one which merits the earnest consideration of the heads of license administration.

CO-OPERATION TO CREATE DEMAND.

Every now and then a croaker arises to remark that, "things are not what they once were." In hardware practically every dealer will admit this, but not in the sense the croaker meant. Things are not what they once were. They are better. The business has become more far-reaching. This necessitates greater effort, greater initiative, greater brains, but it means also greater profits.

It appears the manufacturer and the retailer must work together to get the best results. Take the remark of a Port Hope dealer to illustrate this. "Six or seven years ago," he said, "We had to carry about 5,000 lines. Now I have about 23,000 and my stock is not complete. I hate the new lines," he added, "there is profit in them but they require too much missionary work."

This missionary work, of course, is hard to avoid. New lines do mean hard work, but they mean also hard cash. The question, therefore, is not how to obviate the educational work, but how to make it profitable. Undoubtedly one of the best methods is for the manufacturer to supply the retailer with such literature as will enable him intelligently to advertise his goods. The average dealer is only too willing to put forth effort to create a demand for a new line, but he must have the knowledge which enables him to do this.

A new article is an asset to a wide-awake retailer. Those who make a specialty of tools say they can always sell a new pattern. But they must be ready to tell the mechanics of its peculiar use. It is so with goods of other styles, and so the manufacturer, to help himself, must help the retailer.

POINTED EDITORIALS.

Insure your insurance.

* * *

There was a good sprinkling of hardwaremen among the candidates aspiring to municipal office this year. A majority of them were successful.

* * *

The upward movement in turpentine has started on the primary markets. The spectacular performance of last year will not be repeated, however.

* * *

H. C. Carson gives some pointed and valuable advice in this issue on the matter of stock-taking. No reader should neglect to peruse his article carefully.

* * *

Some lines of paint specialties could be sold more readily during the winter than at any other time of year. But how many dealers accomplish this?

* * *

Hardware and Metal is starting the new year right. It begins the year in a new dress and with more advertising and better editorial matter than ever before.

* * *

The commercial travelers may march en masse to Queen's Park to demand that better hotel accommodation be provided. This is borrowing a leaf from the book of the suffragettes.

* * *

Why share in the financial worries of all your customers? Why strive to reach the goal? Profit by the hard and winding road of Credit when the shortcut Cash is both easy and sure to travel?

* * *

It should not be necessary to prove prosperity in this day of world-wide progress. Prosperity should be taken for granted. With civilization making such strides, any setbacks must necessarily be temporary and must result, either from trepidation or rash overconfidence.

* * *

Can belief in the future be carried too far? We do not think so. Rather, one is inclined to doubt if man in his most extravagant flights of fancy has ever succeeded in realizing the illimitable possibilities of succeeding centuries. When the most sleepy of nations, China, rouses itself from the sloth of ages and progresses from absolutism to democracy in a few years, can one afford to doubt any development, no matter how remote? Truly, "the world do move."

Past Year Was Marked by General Prosperity

Information Secured From Prominent Canadian Manufacturers Leaves no Doubt on That Score—Big Increases Were Registered, the West Contributing Large Share—General Optimism Felt as to the Future.

In pursuance of annual custom, Hardware and Metal has made a thorough investigation into business conditions in Canada during the past year. In order to secure full and authoritative information in this matter, a majority of the best known manufacturers and wholesalers have been approached and the opinions secured in this way, when considered together, give a clear conception of the conditions as they have actually existed.

It has not been a hard task to arrive at a conclusion from the evidence secured. Everything has pointed the one way. It is convincingly evident from the unvarying optimism of the replies received that Canada has emerged from a year of general and broad prosperity and is entering a period of even greater promise. There are no dissenters on either point. No industry has failed to reap its share of the prosperity that 1911 carried in its wake, and there are none who fail to estimate the future as full of the promise of unabated and complete activity. When it is considered that business men are prone to judge the future with a conservative eye and to express opinions in guarded terms, the confidence now so openly voiced can be accepted as significant of the fact that there is no cloud on the business horizon of Canada.

A Prosperous Year.

The first point on which information was secured, "How have you found conditions in your field in Canada during 1911," has brought a harvest of replies couched pretty much in the same terms. Some content themselves with the laconic but highly expressive answer, "never better." Others go into details. Space does not permit of all the replies being quoted. A quotation here and there from a few of the replies will suffice.

"The year 1911 has certainly been the most prosperous year we have ever experienced," stated the Canadian Fairbanks-Morse Co., Montreal. Our business has increased very largely in every section of the country."

The Pease Foundry Co., Toronto, report that "the volume of trade, especially fall trade, is larger than ever before."

The Gillette Safety Razor Co., Montreal, state that "the volume of trade compared with other years has shown a large increase and is greater, in proportion, than the business experienced by our home country in the States."

The International Varnish Co., Toronto, state that "our trade during the year 1911 in Canada has been very satisfactory. Our volume of business has increased largely over previous years."

The opinions cited have been gleaned from different fields and branches of industry and can be accepted as truly representative of opinion on that point.

Where Was the Increase?

In what part of the Dominion was the biggest increase felt?

Information on this point is not varied to any extent. Nine out of every ten firms, who have replied, state that the West has provided the biggest advance in business. It is conceded, however, that the east has done surprisingly well.

There are some firms who disagree with the general verdict. One firm replies to the following effect: "Our feeling is that, taking it all in all, the progress in the east has been a little greater than in the West, and that conditions there are a little more substantial than they are further West." Others assert that they found their best increase in Ontario; and in each case the firm thus replying has a business that embraces the whole of the Dominion in its scope.

It seems reasonable to adduce from this that, while the ratio of advance has been larger in the West, the East has kept pace pretty well and that the improvement in business has been general. The facts point a moral, however, for the manufacturer who has been inclined to neglect the opportunity of expanding to meet the Western demand. The business done in that section has been so phenomenally large that none can fail to grasp the great possibilities of the field.

Export Trade.

Has your export trade shown improvement during the year? was another question asked. From the replies received, one is forced to the conclusion that the Canadian hardware manufacturer is, as a general rule, too busy supplying the demands of the home market to seek wider markets abroad. There is, however, a growing tendency to cater to outside demand and some companies report that their export trade showed a substantial increase during the past year. The Gillette Safety Razor Co. state that "our export trade to New Zealand, Australia, and in fact, all of the Australasian ports, has shown a marked increase."

The condition which obtains pretty generally is summed up in a statement from the Toronto Silver Plate Co.: "The fact of the matter is that our home market trade has been so unusually large that we have rather been neglecting export trade, any orders for same being orders received by mail."

Prospects for Next Year.

Complete unanimity is shown on the score of the prospects for the coming year's business. The future looks roseate to all our correspondents. Opinions are expressed with few reservations. There are tangible evidences at hand of the confidence that manufacturers place in the future—new plants in course of erection, extensions, improvements of plant and product.

One firm states: "We anticipate an unusually large volume of business for 1912. It is usual for this company to shut down at the end of the year for stock taking, etc., but new orders have been coming in so freely that up to the time of writing only part of our factory is shut down. This speaks for itself." A paint company says: "In our judgment the outlook for the coming year is very encouraging."

A hardware specialty manufacturer says: "The prospects for the coming year are very bright indeed. We are able to speak with the greatest confidence regarding this as we have already booked and, in fact, shipped considerable goods. We find that the individual orders are larger than last year."

One manufacturer speaks with even greater enthusiasm:—

> "Our opinion as to the outlook for the coming year is that general trades, particularly those of the hardware and metal lines, and more particularly the building lines, will find that 1912 will represent an increase entirely unexpected. Others may not agree to this, but we, having a finger on the pulse of the consumer in general, feel quite assured that the coming year will exceed all expectations. In order to cope with the anticipated business, our company has seen fit to invest some $250,000 in a new manufacturing building, which is an indication of our faith in the coming prosperity of Canada."

Space does not permit further reference at this writing but we hope to quote further opinions from Canadian manufacturers in succeeding issues.

The Management of a Retail Business

No. 2—Stocktaking—Continued

By H. C. Carson, F.S.S.

It is unnecessary, and it would be useless, to attempt to set down any hard and fast rules of method in taking stock. The object to be attained is, of course, the same in all cases, but a certain plan might be adaptable to one class of business, and yet prove totally unsuited to some others. In no case, however, should the work be delegated to under-clerks, and, when possible, it should be undertaken by those highest in responsibility. This point would receive special emphasis in the event of an auditor being called in to make a report, or in settlement of a fire claim should such an occasion unfortunately arise. Nor should any old, half-used book be requisitioned in which to make the stock record. Suitable stock sheets, prepared for the purpose, may be obtained, at little cost, from almost any commercial stationer, and the use of these will serve to facilitate an intelligent classification of the stock, which is most desirable, though often overlooked. The use of ordinary lead pencil in making the record should be strongly discouraged. It presents too many opportunities for after-manipulations, and detracts from the permanent value of the document. Fountain pens are cheap now, and obviate former objections to ink, on the score of inconvenience, but failing ink, pencils that are indelible should be resorted to. When the stocktaking has been completed, the sheets should be arranged in classified sequence, then numbered consecutively, and locked in a binder procured for the purpose. The next step is to ascertain the value of the stock, and this should be carefully done, and just as carefully checked. The total of one sheet should not be carried forward to the next, and so on, until the grand total is made to appear at the foot of the last sheet. Such custom not only causes loss of time, but in the event of an error being found later, necessitates the correction of all the sheets following the error. The better plan is to bring the total of each sheet forward to a recapitulation sheet, each total being identified by the sheet number and the class of merchandise listed. The total of the recapitulation sheet will, of course, represent the total value of the stock, and should be certified correct, as to totals. Eacn individual sheet should likewise be signed as to calling out the stock, taking it down, inserting the prices and extending the values. None of these suggestions would entail any difficulty or hardship, and their adoption would not only prove a satisfaction to the owner whose desire is to ascertain his true position, but would enhance the credibility of the work in the eyes of the bank and creditors, and the auditor and fire underwriters as well.

The Value of the Stock.

It is appropriate to discuss here the principle that should be followed in pricing the stock. Opinions vary, somewhat, some claiming that market value should be taken, irrespective of cost, while others contend that the reverse process is the more correct. The writer adheres to the latter system for the reason that no matter how market values may fluctuate, neither profit nor loss can be determined prior to sale. A merchant with say 100,000 yards of cotton goods on hand, might feel tempted to take advantage of a rise of a cent per yard in market value, for that would mean an advance of $1,000 in the value of his stock. But if he shows the profit or rather gain, in this year's business, and prior to the sale of the goods, it follows that next year's business, during which the goods would be sold, would be deprived of its legitimate profit. Supposing further, that the market on these same cotton goods declined a cent per yard after January 1st, it likewise follows that the new year's business would be saddled with a loss of $1,000 at one stroke, and without the semblance of justification. There can be no question that as a general rule and under ordinary circumstances, actual cost, less an allowance for depreciation through shopwear or other causes, if such exist, should govern in the valuation of stock on hand.

What Constitutes Cost.

But what constitutes actual cost, is sometimes asked? In the opinion of the writer, the invoice of purchase, after deducting trade discount if any, and adding cost of freight, and drayage charges, would show the actual cost of goods. Discounts secured for cash should not be deducted from the cost, nor should railway charges for demurrage be added. The one is a reward earned through diligence, and the other a penalty suffered through negligence, and both constitute items of the current profit and loss account. Packing charges, which, in the case of chinaware or glassware, for instance, amounts to a serious item, are, of course, included in the invoice and form a legitimate part of the actual cost, but the cost of unpacking, if any, or of warehousing, have no proper place in the cost, and should be charged direct to the profit and loss account. Shortages and breakages, if not recovered from the shipper, should also be debited to profit and loss, and not to the cost of the remaining goods as is often done. It has been claimed by some authorities, and not without some show of reason and equity, that the cost of the buying department should be charged to the cost of the goods purchased, on the ground that economies are effected thereby, and the goods placed on the shelves at a lower cost than they otherwise would. The writer fails to see the conclusiveness of the argument, however, because, if lower prices are obtained then longer profits are made possible, and the profits should therefore bear the burden.

An Equipment Inventory.

With reference to fixtures and equipment, these should never be joined to the merchandise stocks, as is sometimes done. A separate inventory should be taken, and at a valuation, annually depreciated, until they reach a figure that would entail no loss in the event of realization of assets..

Bills Receivable and Payable.

The next talk will deal with bills and accounts, receivable and payable, and other assets and liabilities that usually find a place in the average balance sheet. Before closing this talk, however, it might not be amiss to suggest an easy method for ascertaining the value of goods purchased by the gross, with only the gross price available. The writer happened to enter a drug store one day and found a clerk laboring over the cost each of a stock of tooth brushes which had cost varying prices per gross. Here was his process:—Divide the gross price by 144 to ascertain the cost each, then multiply by the number of brushes to find the cost. For instance 9 brushes at $20. $20.00 ÷ 144 = 13 8-9 cents each. 13 8-9 × 9 = $1.25, cost of 9 brushes. A tedious process this, and likely to exhaust the patience and ruffle the temper of any stocktaker, if much of it had to be done. The following method is much simpler, and though not mathematically accurate, is sufficiently exact for all purposes—seven times 144 equals slightly over 1,000, therefore seven times the price per gross, divided by 1,000, equals the cost each. Seven times $20.00=$140.00. Move the deci-

mal to the left three more places, to divide by 1,000, and we have .140 or 14 cents each and $1.26, the cost of 9. The difference is so fractional as to be inconsequential, and the method involves only a slight mental effort. There are many quick methods of figuring, reference to which will be made from time to time in the course of these talks, and all of which will prove helpful in reducing the labor incident to the transaction of business.

Travelers Demand Better Hotel Accommodation

Will Present Petition to Ontario Government Signed by 8,000 Travelers—If that Fails Will Demand a Royal Commission—Election of Officers held.

Toronto, Dec. 29.—The annual meeting of the Commercial Travelers' Association of Canada, was held last evening in St. George's Hall. There was a large attendance and a number of matters of most vital importance were discussed. The chief interest hinged on the discussion of ways and means to improve the hotel accommodation throughout the country.

It was decided to put a petition in circulation calling on the Ontario Government to take some steps in this matter. It will be signed by nearly 8,000 commercial travelers, and will be presented to Hon. W. J. Hanna, provincial secretary, just as soon as the signatures can be obtained.

James Summers made the suggestion that the members get together and march in a body to the Parliament Buildings to make their demand for improved conditions. He felt that by doing so, they would be able to impress the Government with the necessity of action.

May Demand Commission.

A resolution was adopted that, should the petition be ignored as in the past, the members of the Commercial Travelers' Association demand that a Royal Commission be appointed to investigate hotel conditions and suggest steps for the protection of the health and lives of the traveling public in all municipalities, whether under local option or not.

The resolution was adopted unanimously, and it was quite evident from the discussion that traveling men feel very strongly on the matter. Better accommodation is a crying need.

W. H. Scott pointed out that the Government should adopt either of two policies. The hotels should be licensed and controlled direct by the Government, in which case it would be possible to insist on proper accommodation being given. The other course would be to pass legislation, which would make it necessary for all municipalities under local option to provide for the accommodation of the traveling public.

Officers Elected.

Officers were elected for the ensuing year as follows:—

President—Robt. Gemmell.

First Vice-President—S. Stirling.

Second Vice-President — James G. Cane.

Secretary—James Sargent.

Treasurer—E. Fielding.

Drummers Enjoy Song, Speech and Story

Snack Club Holds Annual Christmas Holiday Dinner—About Fifty in Attendance—President Geo. Smye the Toastmaster—Some of the Incidents.

ONCE upon a time— but before the stories begin it is necessary to say they were told by members of The Drummers' Snack. The occasion was their annual dinner at the Walker House, Toronto, last Friday evening. No further introduction is needed to express the intimation that there was a good time, not coming, but then and there.

* * *

William Algie, of Alton hamlet—"The Father of the Club"—is responsible for this appropriate 1911 yarn. Morning after the 21st—the September equinox, as he put it—Michael and Patrick met. Mike said to Pat: "Michael, did you vote aginst riciprocity?" "No," returned Patrick, "shure an' I did not." "Well, be jabers," said Michael, "somebody did."

Michael Malone spoke to the toast, "Manufacturing and Commercial Interests," and touched upon some important national questions, such as technical education, which he strongly favored, Canada's natural resources and her possibilities. "Make technical education as thorough and broadcast as the collection of taxes," he said, and that means it will have to be pretty thorough.

* * *

J. A. Willoughby, of Georgetown, Ont., the home secretary of the great and only annual Drummers' Snack outing, was there, and extended to the boys an advance welcome on their 1912 visit.

* * *

Here is another from Wm. Algie's story book: If our memory serves us right, it was about a Scotchman traveling from Edinburgh to Inverness. He handed some money through the wicket to a ticket clerk, who on passing back the piece of pasteboard, ventured the following information: "Change at Aberdeen." "No, sir," replied the traveler," eef you don't min' I'll tak' my change noo."

* * *

Charley Silver responded to toast to the Drummers' Snack Club. As he had been elected to the board of the Commercial Travelers' Association during the week, he was naturally quite elated and profusely thanked the Snack Club for their assistance. M. Matthews championed the cause of the ladies.

* * *

Speaking of talent among the drummers, one must not overlook Table 2. where the bagpipe band, led by Charley Smye, furnished fightin' music. Jack Wildfong and Geo. Campbell did parts of the skirlin'.

* * *

When Jack Wildfong's name was called for a song some decided to leave the room under the leadership of Sol Walters. But when Mr. Wildfong announced a recitation it was different. Those that came to scoff remained to listen. And it was something extra good—a medley.

* * *

Jack Charles looked the very picture of health in his patriotic Canadian song. Nothing seems a worry to him. W. Pringle and W. N. Shaver were other appreciated singers.

* * *

President Geo. Smye performed the arduous duties of toast master, ably assisted by Vice-President Billy Meen. In E. Jules Brazil, the club secured a premiere performer on the piano.

Veteran Figures in the Canadian Hardware Field

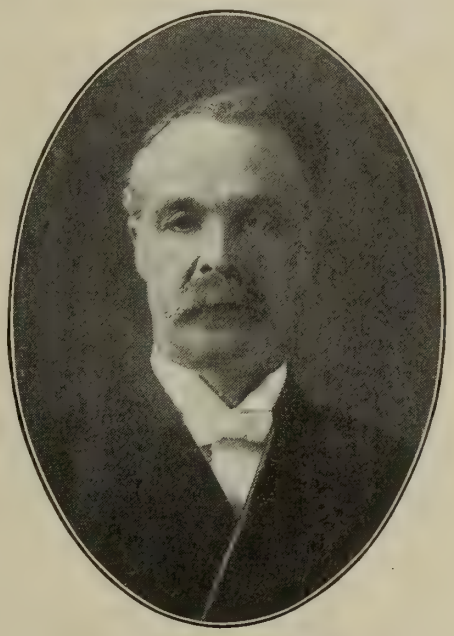
No. 2.—J. S. Bryson, New Westminster.

In the Canadian West, the term "veteran" does not have the same significance that it bears in the eastern provinces. It is applied to men who have been early in any one field. A man may be a veteran settler or a veteran hardwareman and yet lack the distinguishing mark of silvery locks. He may be one of the first men in his line in a certain community; and the community may not have a very extended history. On the other hand, a man seldom wins the right to that time honored title in the east until he is approaching the three score span. There are exceptions. But, as most communities are old established and all lines of activity equally so, the exceptions are few in number.

The term "veteran" when applied to J. S. Bryson, of New Westminster, B.C., seems a palpable misnomer. It can be applied only in a truly western sense. He is in the prime of life, hearty and vigorous, a hard worker and a prominent figure in the public life of New Westminster. Nevertheless, he has been in the hardware business for fourteen years and has become one of the best known men in the trade west of the Rockies.

Mr. Bryson is an old timer in New Westminster, so far as the modern inhabitant knows the word. He settled there nearly thirty years ago and, in the history of that wonderful country, the Canadian West, three decades is a long, long time. When a town can spring into existence overnight and grow to thriving proportions in a year or two, is it any wonder that the past seems farther away and the years are counted longer?

On his arrival in the Royal City, Mr. Bryson first worked as a carpenter. The go-ahead, bustling spirit of the West soon manifested itself in him, however, and in 1893 we find him organizing the Co-operative Cannery. He became president and treasurer of this company. Four years later, he decided to broaden the scope of his activities and very wisely decided that no better field offered than that of the hardware trade. He accordingly opened up shop in partnership with Mr. Hardman and they soon had a splendid footing. Mr. Bryson's former experiences in the mechanical and manufacturing lines enabled him to obtain an all-around, practical grasp of the hardware business and he "waxed prosperous." Five years after the store was opened, he bought out his partner and took his sons into partnership. It may create some surprise that a large



The term "veteran" when applied to J. S. Bryson, of New Westminster, B.C., seems a palpable misnomer. It can be applied only in a truly western sense.

and successful retail business could be built up in such a short time; however, it's the way of the West.

Mr. Bryson has ever been one of those enlightened men who believe that the duty of the citizen calls him to active participation in municipal conduct and control. He has served as an alderman for some years and for the past two has been chairman of the water committee.

Ald. Bryson is "in the limelight" just at present as a result of his recently announced candidacy for the New Westminster mayoralty. The announcement came as a Christmas surprise for his Liberal friends and it was, literally, hailed with acclaim. He is a staunch Liberal in politics. Any man who is a Liberal in B.C. just at present must be staunch. But that is neither here nor there. The present chief magistrate of the city of champion lacrosse teams, Mayor Lee, is a solid Conservative and it is figured that Ald. Bryson is about the only man capable of wresting the toga from him. Far be it from us to assert, or even to imply, that the party line is drawn in municipal politics in New Westminster. On the contrary, party considerations have been almost entirely eliminated. Still, Ald. Bryson has won many friends through his sincere advocacy of Liberal principles and by the steady, sure course he has steered through the shoals of municipal politics and they are now ready to pitch in and help him win out. Voting takes place next week and Ald. Bryson is conceded a good chance of having his name on top when the mayoralty majority is figured out.

When a hardwareman wins the respect and liking of competing hardwaremen, it can be taken for granted that he is fair and thoroughly trustworthy. J. S. Bryson has nothing but friends in the trade.

STORES ABOUT TO AMALGAMATE.

It now becomes known that S. H. Knox & Co., E. P. Charleton & Co., and Woolworth & Co., three concerns operating chains of five, ten and fifteen cent stores, are to unite. Their amalgamation under one head, which it is said will become a fact the first of February, will make one of the largest groups of stores now carrying on business. The proposed change in the management of these concerns is of great interest to the Hardware trade, for all these stores carry the cheaper lines of shelf hardware and a wide variety of tin and nickel ware.

S. H. Knox & Co. is the name which has been given to the stores operated in Ontario. Most of the five, ten and fifteen cent establishments in Quebec bear the name E. P. Charleton & Co., while Woolworth & Co. operate a chain in the United States. It is quite possible that after the amalgamation the store names will remain as at present, but there will be a central management and a central buying staff.

R. Cannable, of Buffalo, hardware buyer for the Woolworth stores, was in Montreal last week, visiting the five, ten and fifteen cent stores there. He also made hurried trips to a number of Quebec towns in which stores of these chains are operating. Mr. Cannable, it is understood, was merely looking over the situation, so that he will be conversant with it when the amalgamation is consummated.

Dropped Dead at Banquet.

Montreal.—The celebration of St. John's night by Montreal Masons was brought to a sad termination by the sudden death of Allan Austin, of the firm of Austin & Laverty. Mr. Austin who has not been in the best of health for some time, was eager to be with the Masons on their great night and so attended the banquet of the Royal Victoria lodge. The excitement of the evening proved too much, and Mr. Austin fell forward among his friends, dead.

Annual Conventions and Staff Reunions

ANNUAL RE-UNION OF TRAVELERS.

Montreal.—The directors of the Thos. Davidson Mfg. Co., of Montreal, were the hosts at an enjoyable luncheon held in the Windsor Hotel, December 28th. The occasion was the annual reunion of the travelers, about 30 representatives of this body having fore-gathered from all points of the compass.

After all had done full justice to the excellent menu provided, the vice-president T. C. Davidson, who (in the unavoidable absence of Jas. Davidson) acted as chairman, proposed the health of "The King" which was loyally honored.

Edward Goodwill made reference to the recent opening of a branch warehouse at 120 Duke St., Toronto, under the management of R. C. Warminton; this should prove a great convenience for the firm's customers in Toronto, and other Ontario points.

Almost all of the "Knights of the Grip" added their quota to the "feast of reason and flow of soul," each succeeding reminiscence serving to freshen the memory of another traveler who had some equally interesting tale to relate.

J. N. Warminton finally proposed the health of the president and directors.

The singing of Auld Lang Syne and the National Anthem brought a most enjoyable function to a close.

SHEET METAL PRODUCTS BANQUET.

Toronto.—The Sheet Metal Products Co. held their annual banquet on Thursday evening, Dec. 28, at the St. Charles Cafe.

After partaking of the good things provided a very interesting programme of toasts and songs was rendered which was heartily appreciated by the large number present, among whom were the Hon. A. E. Kemp, president of the company; W. A. Kemp, vice-president; W. J. Hayes, manager of the Montreal factory and F. S. Corrigan, manager of the MacDonald Plant, who presided.

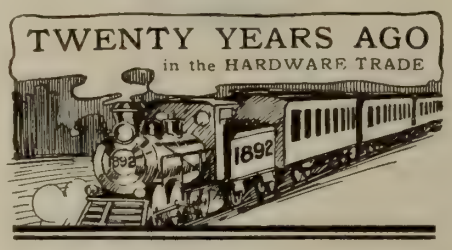
The hit of the evening was the excellent rendering of an original vocal selection entitled "The Gay Sales Manager" set to the tune of the Drum Major by Thos. Bell.

The verdict of all present at the close was that it was the most successful one yet held.

The toast list and menu were printed in very handsome form on heavy gray paper and contained excellent likenesses of the president and vice-president.

RAMSAY & SON CONFERENCE.

The conference of the selling staff of A. Ramsay & Son Co., held in Montreal last week, gave an opportunity for the heads of the concern to discuss plans with the travelers, all of whom had come in for the occasion. The general opinion expressed by these men was that the present year will see a bigger sale of paint than took place in 1911. During the conference a tour of inspection was made through the new plant, which is just now being completed.



The following items have been taken from the issue of January 2, 1892:

"Thos. Davidson & Co. have discontinued carrying a stock at Toronto and will now ship goods direct from Montreal. The same travelers will solicit orders as heretofore. A sample room has been opened by the firm at 54 Wellington Street east."

Editor's Note.—In another part of this issue, reference will be found to the fact that the Thos Davidson Co. have recently opened a Toronto branch office.

* * *

"J. H. O'Loane, hardware merchant, Ridgetown, was married last week to Miss Olive Wilson."

* * *

"Mr. G. L. Whitney, Woodstock, reports a good trade in stoves the past season and his tin work has been exceptionally good. On January 1st, his brother, C. M. Whitney, entered into partnership with him, he having sold out a business in the same line at Seaforth."

"A really good thing has been lately introduced by the Enterprise Manufacturing Co., of Philadelphia, Pa., which consists of a simple attachment for their meat cutters, by means of which a person is enabled to have a cutter and stuffer combined."

Editor's Note.—Readers will not need to be told that the Enterprise Manufacturing Co. are still counted among the largest of American hardware manufacturers.

SATURDAY SPECIALS.

Owen Sound, Jan. 2.—Christie Bros. are running a series of Saturday special sales. They have found this method a splendid one of attracting custom. People pay a visit to the store to look over the special line and they generally find something else as well that suits them. Saturday business has shown the good results.

Last week the special sale was in pocket knives, which were reduced to 30 cents. There was a big sale.

DINNER TO JOHN MITCHELL.

John Mitchell, who for some years past has been manager of the Toledo Scales Company at Montreal, has severed his connection with that company, and will permanently leave Montreal on January 5 next. He will go to take a position with the National Cash Register Company. A number of his friends have decided to give him a congratulatory and farewell dinner.

BY-LAW CARRIED.

Wallaceburg, Jan. 2.—The citizens of Wallaceburg yesterday endorsed by a majority of 352, the by-law to loan $20,000 to the Wallaceburg Glass Company, repayable in annual installments.

DISSOLVE PARTNERSHIP.

George F. Towle and H. F. Waters, who have formed the Winnipeg Tool & Forging Co., have dissolved partnership. The business will be carried on by the former.

APPOINTED MANAGER.

E. S. Sherwood has been appointed manager for Manitoba of the Dominion Wire Rope Co.

President Chown, of the Ontario Retail Hardware and Stove Dealers Association, was in Montreal on business last Thursday, afterwards coming on to Toronto.

A $75,000 warehouse is to be built at Toronto for Geo. J. Foy, Ltd.

The Canadian Amusement Co., Montreal, are to build the Gaiety Theatre at a cost of $100,000.

Interior Store Arrangement a Difficult Problem

How Bruce Hardware Co., West Toronto, Have Improved Their Facilities—An Effective Arrangement of Paints and Stoves—General Plan Proves a Success.

The hardware dealer has many problems to face, one of the most difficult being the question of store arrangement. The scope of the hardware business has widened to such an extent of late years that the stock is hard to house. There are a multitude of articles, many of the bulkiest nature, which must be stored and displayed. How to arrange this stock in such a form that all goods will be easily obtainable without at the same time turning the store into a junk shop, is the problem that faces the average hardwareman. If the dealer has limited store space at his disposal, the difficulty is intensified.

It is not to be wondered at that a good many hardware establishments look sadly cluttered up. Stoves, paints, harness goods, kitchen utensils, cutlery, in addition to the almost countless lines which can more strictly be termed "hardware," cannot very well be housed in a small store without creating congestion.

The problem of interior arrangement has been one to which hardwaremen have given much thought, therefore space economy has been studied closely. The result has been a distinct improvement in many respects, and, even in stores of limited capacity, it has been found possible to arrange large stocks in economical, sometimes in attractive, form.

Enlarged His Space.

A creditable arrangement is found in the newly enlarged store of the Bruce Hardware Co., West Toronto. For some years the store has been L shaped, with a front and side entrance, the corner space being occupied by a dealer in another line. R. J. Bruce found that he was cramped for space, and he accordingly acquired the corner property and decided to throw it all into one. The partitions were taken out and the interior was completely remodelled. Mr. Bruce has now laid out the interior of his new store according to advanced precepts. A study of the accompanying plan will show how well the space has been utilized.

A New Entrance.

In the first place, the front was changed and the main entrance placed at the corner. This doubled the front window capacity. There are, in addition, two side windows which can be used for display purposes.

The shelf hardware is stored along the left wall. Silent salesmen are stationed along that side, containing cutlery, knives, etc. This section contains a number of features, such as display stands and racks.

In the centre two long tables are stored with kitchen utensils.

Along the right wall the paint stock is found. Mr. Bruce carries a large paint stock, and believes in keeping it well sorted up. Shelves run right to the ceiling, and they are all kept well stocked up with neatly arranged tins, resplendent with fresh labels. Another row of paint shelves are found along the partition as marked in the plan. This arrangement is highly effective in creating a demand for paint. No one who enters the store can escape seeing the paint stock almost at a first glance. The very size of the stock impresses one with the importance of paint, and also with the fact that this particular firm must be selling a lot of it.

Stoves Displayed.

A line of stoves are displayed in front of the paint shelves. Here they are readily seen and can be inspected easily. There is plenty of space on both sides to permit of a careful examination of any stove shown.

In the rear of the store are the office and the household goods department.

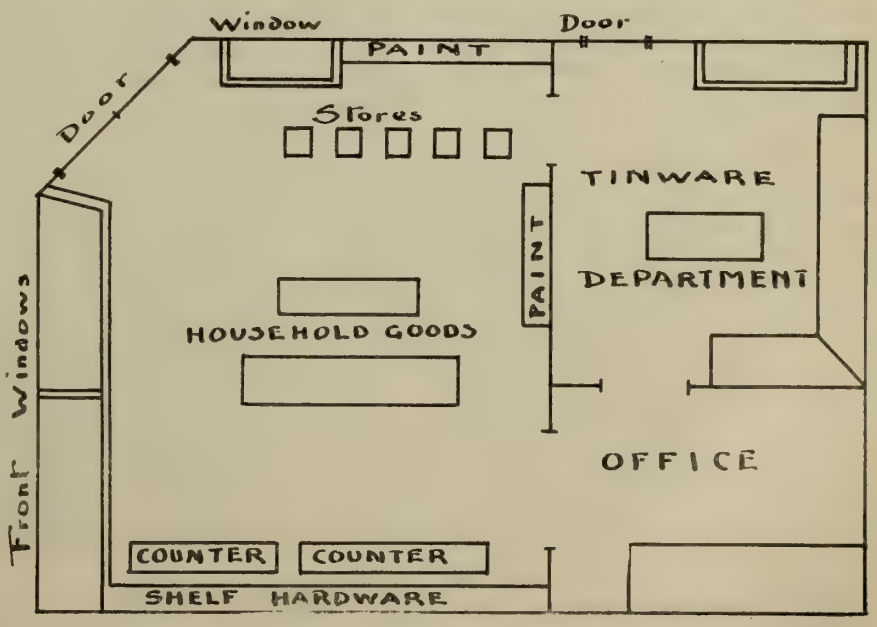
The arrangement, altogether, is highly effective. Good use has been made of the available space, and the store has a neat appearance. Without being over capacious it gives the impression almost of roominess. Every line is adequately displayed and there is no trace of crowding in any respect.

It might be mentioned that good use is being made of the splendid facilities for window displays. A Christmas trim was arranged in the front window by J. W. McMaster, which had special merit. The staff photographer of Hardware and Metal took a picture of this display, but, owing to the brightness of the day when the attempt was made, the reflection ruined the photograph.

AN AD. WHICH PAID FOR ITSELF BEFORE IT APPEARED.

Every advertisement which is of any good more than pays for itself, though the direct results may not be immediately traced.

The Sales Manager of a fine Christmas seller determined to make a final display to bring his goods to the attention of the present-buying public. He arranged for two-page spreads in some of the best known dailies. Then, before these appeared, he went to the jobbers and to a number of the retailers, telling them of the steps about to be taken to stimulate trade. Of course, they were familiar with the goods. They had handled them for some time. They knew their merits through Hardware and Metal advertising. So, when they were told of the heavy consumer advertising which would certainly bring a heavy demand, they decided that they must get a stock on hand which would enable them to supply this demand.



Plan showing interior arrangement of Bruce Hardware Co. store.

Progressive Methods of Hardware Retailing

Retail Firm Decides to Start on Cash Basis—Record Trade in Christmas Goods Reported from Various Sections—How One Firm Doubled their sales—A Good Series of Advertisements.

SERIES OF ADVERTISEMENTS.

The editor has received a series of advertisements used by the P. Hymmen Co., Berlin, during the Christmas season. They were first inserted in the daily papers, occupying full page space, and were then issued in bill form throughout that section. The series shows every evidence of having been carefully prepared ahead of time and planned for consecutive use. A distinct plan is apparent throughout the series.

The first ad of the series is headed "First News from the Christmas Store." and underneath we read:

> "You all know it is less than five weeks to Christmas. It's time to start shopping. It's time to make up the gift lists Start making purchases now so that you get the best of everything and avoid the haste of the last minute shopper. We are glad to set goods aside for later delivery."

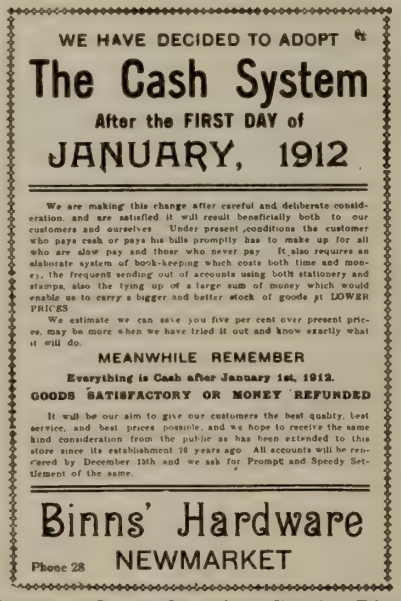
The second is headed "Gift Suggestions from Berlin's Toyland," and the statement noticed some distance below in black type "14 shopping days to Christmas," indicates that the firm endeavored to keep the public stirred up on the question of early buying. The other ads. in the series were issued shortly before the holiday. One is divided into sections under such headings as; "Gifts for Father," "Gifts for Young Men."

BEST ON RECORD.

St. John, N.B., Jan. 2.—"The best we ever had," is the reply given by practically every hardware dealer in this city, and in Moncton, Fredericton, and other places as well to the query as to how their business compared with other years, during the holiday season. All are well pleased with the results of their endeavors to secure as much of the trade as possible, particularly at Christmas time, and are looking forward with expectancy to what the New Year holds forth. At present the usual quiet which follows Christmas week prevails. Travelers for all houses are in the city assorting samples, but trade is expected to look brighter early in the new year. With most houses stock-taking will begin in a few days.

ON A CASH BASIS.

Newmarket, Jan. 2.—With the advent of the new year, G. A. Binns, has made an important change in his business methods. He is now doing business on a strictly cash basis, having been impelled to make this change after a very careful study of conditions. The business has been carried on for 20 years and, on casting back over the records, the proprietor decided that it would be to his advantage to change from credit to cash.



WE HAVE DECIDED TO ADOPT

The Cash System

After the FIRST DAY of

JANUARY, 1912

We are making this change after careful and deliberate consideration, and are satisfied it will result beneficially both to our customers and ourselves Under present conditions the customer who pays cash or pays his bills promptly has to make up for all who are slow pay and those who never pay. It also requires an elaborate system of book-keeping which costs both time and money, the frequent sending out of accounts using both stationery and stamps, also the tying up of a large sum of money which would enable us to carry a bigger and better stock of goods at LOWER PRICES

We estimate we can save you five per cent over present prices, may be more when we have tried it out and know exactly what it will do.

MEANWHILE REMEMBER

Everything is Cash after January 1st, 1912.

GOODS SATISFACTORY OR MONEY REFUNDED

It will be our aim to give our customers the best quality, best service, and best prices possible, and we hope to receive the same kind consideration from the public as has been extended to this store since its establishment 20 years ago All accounts will be rendered by December 15th and we ask for Prompt and Speedy Settlement of the same.

Binns' Hardware

Phone 28 NEWMARKET

Circular Sent Out by G. A. Binns, Announcing Change to Cash System.

The change was brought about very skilfully, and the customers of the store were given every opportunity to accustom themselves to it. Circulars were printed, announcing the change and giving the reasons for the same. These were sent out to all customers. and, in addition, were handed to people who entered the store. A large card with the announcement was placed in the store window where it would readily be seen.

All accounts were rendered by December 15 and prompt settlement of the same was requested.

It is too early as yet to say anything as to the results, but the proprietor is confident that it will prove a success in all respects.

SELLING CABINETS

Radville, Sask., Dec. 29. — Picketts & Schurman, proprietors of "The Quality Hardware Store," are making a speciality of kitchen cabinets. They are advertising extensively the fact that a cabinet "means the saving of miles of walking around a hot kitchen," adding that, "It means that you will keep food supplies fresh and full strength, and, that you will keep out dust, dirt, flies, mice and rats. There are a dozen conveniences about the cabinet which will mean more to your pocket book than you pay for the cabinet itself."

SILVERWARE SOLD OUT.

Peterboro, Jan. 1.—The Christmas rush is over and all unite in saying that the Christmas trade was the "best ever." The skate trade was probably the slowest, owing to the lack of ice.

The advertising campaign of the Peterboro Hardware Co., through the Christmas season proved a big business getter. Their silverware department was nearly depleted.

DOUBLED THEIR SALES.

New Liskeard, Dec. 28.—In the last issue of "Taylor's News," the Geo. Taylor Hardware Co. make an interesting announcement with reference to the results of their Christmas campaign. They say :

> "We thank our customers for their liberal patronage during Christmas week. We nearly doubled our sales over the previous year.
>
> "Our display windows assisted us greatly in doing this. We marked all the prices in plain figures on the goods displayed. We have always marked our prices this way on all goods in our store. We have nothing to conceal. We are trying to make the prices get us the business."

R. J. Walkem, Tottenham, made a special effort at Christmas business. His ads. were bright and showed that a high-class stock was carried.

Current News of Canadian Hardware Trade

A Fire Loss.

Moncton, Dec. 29.—Charles Elliott, hardwareman of this place, has suffered a loss by fire.

Takes Over Departments.

Aylmer, Ont.—Geo. Ellis has purchased the tinsmithing and plumbing departments of the business of J. Y. Smiley. He will continue in business in the old stand.

Complimentary Address.

Galt, Ont.—A complimentary address was presented to Reginald Curtis, of the Canadian Tap and Die Co., one of the oldest and most trusted employes of that firm.

Work is Started.

Guelph, Ont.—Construction work has been started on the new plant of the Guelph Stove Co. The plans call for a modern plant, comprising twelve departments of large size.

Died in Toronto.

Walkerton, Ont., December 30.—Thomas Barnett, who conducted a tinsmithing business here until three years ago, died in Toronto from an attack of pneumonia. He was buried here.

Into New Premises.

Minden, Ont.—S. W. Welch, hardware dealer of this place, has moved into his new premises opposite the post office. The store was opened during the last few days of the old year.

Fire in Oil Room.

Guelph, Ont.—Fire broke out in the oil room in the rear of the Guelph Hardware Co. store. Some delay occurred before the fire brigade arrived and damage to the extent of about $100 was done.

Gave a Dinner.

Waterloo, Ontario.—W. G. Weichel, M.P., who is also mayor of this place, tendered a complimentary dinner at the Commercial Hotel, Wednesday evening to the officials and members of the various governing bodies of Waterloo.

Opening New Store.

Orillia, Dec. 28.—Geo. J. Overend and Alex. P. Lowry intend opening a new hardware store in Vick's old stand, under the name of the City Hardware. They expect to be ready for business by February 1 and will carry a complete stock. The store is now being remodeled. Both members of the firm are life long residents of Orillia.

A Clearing Sale.

Ottawa.—W. G. Charleson, who recently purchased the store of C. P. Wright, on Rideau Street, is announcing a clearing sale of the hardware stock. He began the sale on Jan. 4 and will continue until he has disposed of everything.

Business Section Burned.

Golden City, Porcupine.—During a blinding snowstorm, with the thermometer registering 25 below zero, a fire broke out which wiped out practically the whole business section. Twenty buildings were destroyed, including all the stores, hotels and the theatre.

Re-opened After Fire.

Strassburg, Sask.—The fire in the hardware store of Rodger Bros., noted previously, did considerable damage. It started in the office from an overheated stove pipe. Everything in the office was burnt and a large amount of store goods damaged. The windows in the front were also broken. The store was opened next day, however, and a fire sale started.

Joins Dominion Steel.

Montreal.—R. B. Coulson, for a number of years selling agent for the Dominion Wire Manufacturing Company, has left Montreal for Sydney, to join the staff of the Dominion Steel Company. Shortly, Mr. Coulson, who is to have charge of the company's wire products department, will return to Montreal, for this city is to be his headquarters.

C. E. Woodley Dies.

Montreal.—C. E. T. Woodley, for fifteen years traveling representative of B. and S. H. Thompson, Montreal, died suddenly at Knowlton last Saturday morning. Mr. Woodley had left Montreal to spend New Year's with his son and daughter. He seemed in the best of health when he left, but after breakfast complained of illness and died within a few minutes. Mr. Woodley, who was 63 years of age, was well known and highly respected by all metal men in Canada.

Change in Firm.

Glen Ewen, Sask.—Charles Hames, who for the past year has been partner in the firm of Winteringham & Hames, hardware merchants, and has had charge of the tinshop, has withdrawn and the business will be carried on by W. W. Winteringham. The latter has secured the services of Stanley Riddell, of Oxbow, to take charge of the tinshop. Mr. Hames is visiting at his former home in Proton Station, Ontario, but expects to return to the West.

Big Deal Consummated.

Eemonton, Alta.—Marshall-Wells Hardware Co. have acquired the interests of John Sommerville & Sons in the Sommerville Hardware Co. The new offices will be: President, Seth Marshall, Duluth; vice-president, H. Annis, Winnipeg; secretary, C. M. Rice, treasurer, Frank B. Sommerville. The manager will be R. C. Hooper, who has had charge of the Marshall-Wells' office at Seattle. Sales manager will be F. L. Chandler, O. L. Jarrell, buyer and W. A. Riggs, retail manager.

The old name will be continued and it is understood that a couple of storeys will be added to the store building. The erection of a heavy goods warehouse is contemplated.

To Hold Banquet.

Montreal.—The Builders' Exchange of Montreal, is to hold a banquet of more than ordinary interest at the Windsor Hotel on January 9. A number of well known public men will speak, among them being: Hon. Dr. Thos. S. Sproule, Speaker of the House of Commons; Hon. T. W. Crothers, Minister of Labor; Hon. Louis P. Pelletier, Post Master General; Hon. L. A. Taschereau, Minister of Public Works and Labor, Quebec; Mayor Guerin, of Montreal, and C. C. Ballantyne, of the Montreal Harbor Commission.

Business Changes.

Ochre River, Man.—Schoff Bros., dealers in hardware, have been succeeded by S. P. Wilson.

Transcona, Man.—Campbell & Lozo have succeeded R. S. Campbell in the hardware business here.

Avonlea, Sask.—A hardware store has been opened here by the Munson Hardware Co.

Beatty, Sask.—A. A. Ferguson, local hardwareman has sold his business to Gerow Bros.

Churchbridge, Sask.—Arnason & Son, hardware and implement dealers, have dissolved partnership. The business will be continued by G. A. Arnason.

Macklin, Sask.—Graham Bros., hardware merchants, have dissolved partnership. O. A. Graham will continue the business.

Personal Notes.

E. Goodwill, manager of Thos. Davidson & Co., Montreal, spent the holiday at Caledonia Springs.

Mr. Dyde, of Winnipeg, hardware buyer for the Hudson's Bay Company, spent several days in Montreal this week placing orders.

R. A. Cowan, hardwareman of Courtright, and family, spent the holidays at Corunna, Ont.

Lesson 6--Short Course in Card Writing

The Brush Stroke Roman, One of the Most Speedy Styles of Letter in Practical Use—Sample Card Introducing Simple Form of Decoration — The Edwards Short-Cut Course.

By J. C. Edwards. Copyright, Canada, 1911.

This style of lettering, the brush stroke Roman, is considered one of the most speedily-made styles used to-day in modern card-writing. The slant style, which will be taught in a few lessons farther on, is the speediest, as the forward slant of the strokes has a decided tendency to promote greater speed. This lettering was executed with a No. 7 red sable brush (in albata), the corner of the brush being used to make the fine lines and the width for the strokes.

Correct Use of Brush.

Don't try to just touch one corner of the brush to the card. Draw the brush flat and use it as we have already indicated in previous lessons, and as shown in the corner picture on the lesson chart, but instead of using the T square, except for very long strokes, let the hand rest as shown in the picture at the upper left-hand corner and draw the brush (edgewise) from top to bottom by simply resting fingers very lightly.

Practice this stroke steadily for a while and you will find it comparatively easy. If you do not accomplish the results desired at first, try again and again. The hardest stroke of all, which you will come in contact with in this lesson, is the small horizontal stroke, as stroke 3 in A, stroke 1 in T, stroke 2 in L, and so on, but if you would persevere, always remember that the edge of the brush is used for the fine line and that you press it according to the width stroke you desire. The heavier you rest the brush the broader stroke you get, no matter whether it is the edge or width of the brush you use.

How to Add the Spurs.

There is one point in this lettering that the student will find quite hard to master at first, and that is the adding of the spurs to a fine line in such letters as A, N, M, V, W, X and Y. The corner of the brush alone being used (not the whole stroke, except for the horizontal stroke, as No. 5 in A and others).

In the letter A you commence to add the spurs with No. 4, using the left-hand corner of the brush and without lifting it from the card, draw the brush edgewise, as indicated by stroke 5, and finish up with the right-hand corner of the brush with stroke 6.

The addition of spurs to the broad stroke is comparatively easy, as the whole brush is used without danger of covering the edge with the opposite side of the brush that is not actually in use. In the letter B you will find with practice that you can accomplish great accuracy as well as speed. This also applies to such letters as P and they being composed of practically the same strokes as the B. The P is is really the first stroke of the B, with an enlarged second stroke; the R is a P with the addition of the No. 3 stroke, which may be made as shown in the plate or a straight stroke brought down on a slant and finished with spurs. The other letters are easily understood by close examination of the plate. The finished card illustrated here is a half-sheet (22x28 inches) and lettered entirely in brush stroke Roman capitals.

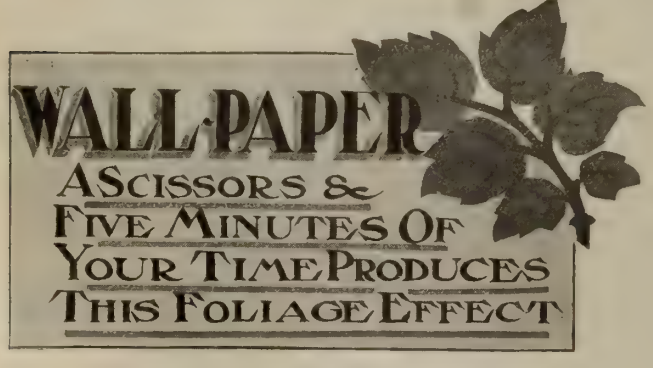
Simple Form of Decoration.

The display line, "WALLPAPER," is brought out more prominently by being shaded with a left-hand lower shade of grey; the reader is underlined with broad strokes of grey. We are here introducing the first and most simple form of decoration. The effect being accomplished by pasting a section of foliage cut from wallpaper, on one corner of the card and breaking the line border. This is easily executed and adds greatly to the appearance of a window card (not for interior display purposes).

The display line is lettered over it, giving the whole a more real pointed effect, which is, of course, desirable. The same brush was used for all the lettering on this card; the top line was made with two strokes of the brush for the wide parts of the letters.

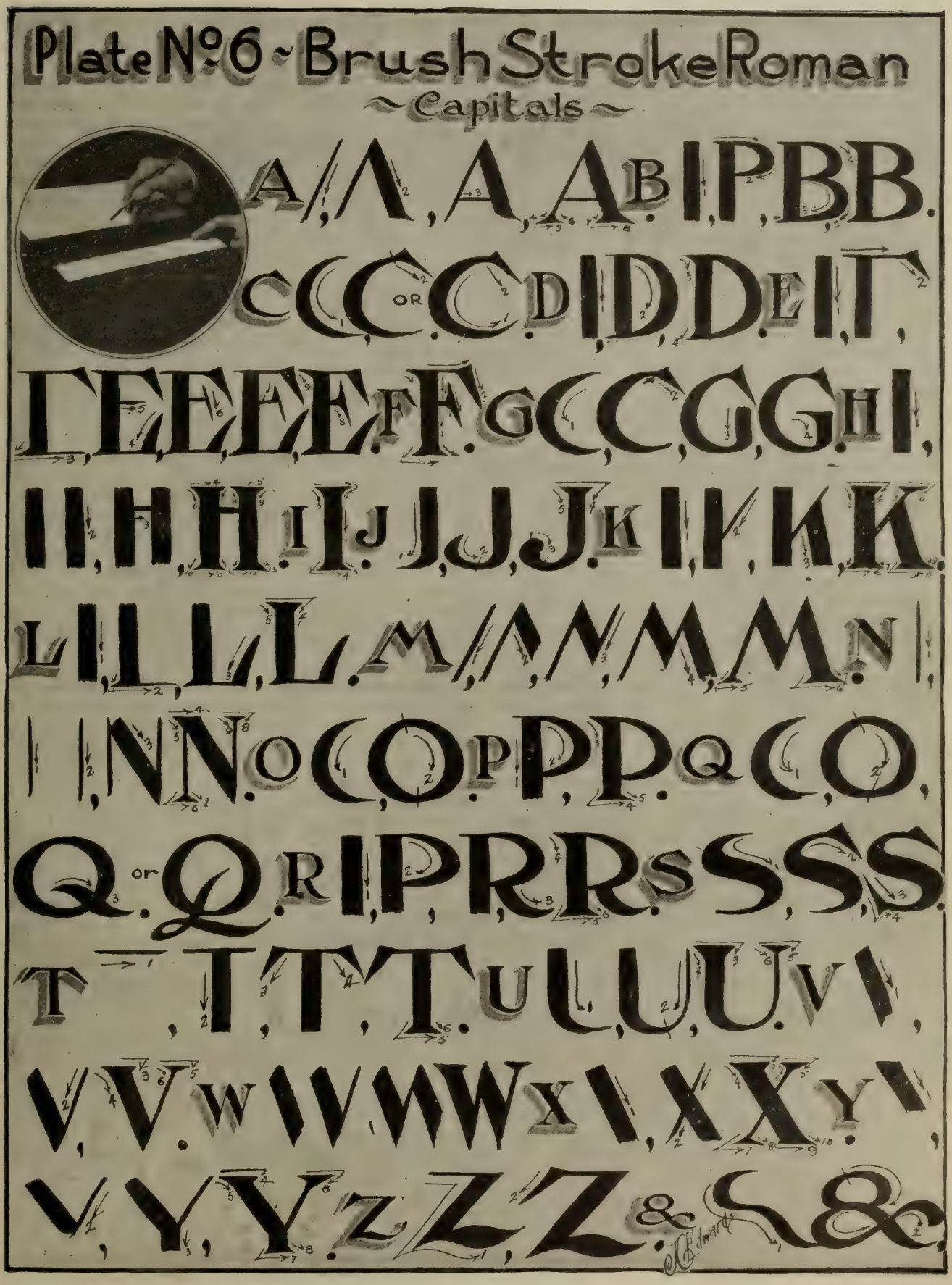
Try one of these cards, using any kind of an illustration or flower you wish, as long as it is in keeping with the inscription.

For any further information re the lesson or about brushes, outfits, etc., write to J. C. Edwards, the author, care MacLean Pub. Co., or to Hardware and Metal.



A show card showing simple but effective use of brush stroke Roman and neat ornamentation.

Showing position of brush in hand while lettering.



This plate is illustrative of the brush stroke Roman letter. For full instructions see accompanying article by J. C. Edwards.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 66.

MARKETS IN BRIEF.

Montreal.

Copper Ingot—Up 50 cents a cwt.
Copper Sheets—Up 1 cent a pound.
Tin—Down in England.

Toronto.

Tin—Down ½ cent.

MONTREAL.

Montreal, January 5.—Even those who for years have been accustomed to the vagaries of tin are surprised by the rapid changes which have come in this metal in the last few days. Fourteen English pounds the metal has dropped in the week, and it is not certain that the end is yet. The cause of this decline is being eagerly sought. A specific reason is a difficult thing to give, but on all hands the syndicate is credited with bringing about the drop.

Though tin has been so surprisingly active as to rather cause the other metals to sink into oblivion, yet these to have been far from uninteresting. Spelter has advanced a little. Copper has given evidence that the decline which has been predicted from time to time is not yet coming. Lead has been steady, while iron has shown a strong tone. Especially in Montreal is iron active. A general rise in price has not yet been effected, but it would appear this is bound to come shortly.

As all business, so metals have been quiet this week—that is, there have not been a great many sales. The metals themselves have been far from quiet, as will be seen from consulting a price sheet.

Tin on the Decline.

Tin.—Last week the general quotation in England was £206, now the metal is quoted at £191, a tremendous drop—one almost without parallel in the exciting history of tin. The decline is generally credited to operations of the syndicate which has for so long controlled the market. What the future will be is impossible to state definitely, but all things being considered, it would appear that tin is bound to rise again, and that this would be a good time to buy.

The syndicate at the present time has bought largely. Perhaps they are trying to get rid of some of their stock, or perhaps they are desirous of making handlers think they are doing this. However that may be, it is certain they are taking the price down by jumps. Tuesday it dropped £4. Wednesday there came a further decline of £10. Men who have been in the metal business in England for years refuse to predict the immediate future. They feel sure there will be a rise which will more than offset this drop, but they are not yet sure that the decline has run its course.

Whether it has or not this would seem a good time to buy. Even if the metal drops lower it will certainly rise again. A buyer is making a practically sure gain, the only question is how large a gain.

Lead.—This metal has been steady during the week. There has been no change in price, and little large buying.

High Prices Continue.

Copper.—The high prices continue. Indeed there has been a further advance during the week, an advance which has forced the handlers to raise the price of ingot metal another 50 cents a cwt., and to advance copper plates a cent a pound. There is considerable uncertainty about this market. Many think the present figure is too high, and that a decline is due. But they thought this last week, and instead of a decline there came an advance, though not a great one. The actual advance in the metal, it must be remembered, is not so great as that made by the small handlers. They have kept their prices as steady as possible, and not until this last increase came did they advance their prices at all correspondingly.

Spelter.—East St. Louis rose 5 cents on Wednesday, but this is of little importance to Montrealers or Canadians, as local prices are based more upon the European supply and these have remained largely steady. There is a good supply on hand now and the manufacturers are not suffering any inconvenience such as that experienced in November.

Pig Iron.—This has been a quiet metal, but now it appears that it is to be more active. Several large orders have been placed, and some dealers have had to be supplied with Scotch iron just brought out—iron upon which an extra freight of $2.60 has had to be paid.

TORONTO.

Toronto, Jan. 5.—The metal market is not particularly active at the present moment. Still there is as much business being done as usual at this time of year; in some lines considerably more. The smallness in the demand is due solely to the fact that the factories are taking stock and are therefore holding off ordering. Enquiries indicate that there is a good latent demand which will manifest itself in a very short time. Prospects are all for big business as soon as the work of the new year is actively embarked upon.

A Slump in Tin.

Tin.—This metal has occupied a foremost place in the minds of metal men during the past week. There has been a distinctly weaker tendency on the London markets, where the world's prices are set. Tin has dropped rapidly in price, due in all probability to the fact that the syndicate has been buying heavily. The price locally has dropped a half cent in consequence of the hammering down of London quotations. Demand for tin is not very heavy at the present time, although some good-sized orders have been placed.

Stronger Tendency.

Copper.—The copper situation verifies to the letter the predictions of those who have contended that the improvement was permanent and not temporary. There is a good demand and the price in some lines has gone up during the past week. Copper sheets have been advanced 1 cent a point. While no change has been made here in the price of ingot copper, advices from other points indicate that increases have been made. The prospect is for higher quotations here. In the meantime there is a fairly healthy demand.

Antimony.—Little business is being done in antimony, and the situation does not hold out much hope of immediate improvement.

Advances Pending.

Plates and Sheets.—Talk of advances in sheets and tinplates is heard. The price in England has advanced but not sufficiently to influence the local price. The tendency in the old country is so strongly upward, however, that it seems but a matter of time before an increase is made. Canada plates are firming up.

Lead.—The situation in lead is unchanged. There is some demand locally but interest on the whole has been on the wane during the past three weeks. Present indications do not point to further price changes. Stocks here are now of good size and all danger of further shortage seems to have vanished.

Spelter.—The demand for spelter is better and there are some indications of a strengthening in price. Stocks are satisfactory at present.

Pig Iron.—A good buying movement is developing in pig iron. Enquiries indicate large requirements on the part of buyers and some good-sized orders should be placed soon. Prices remain firm, as follows:—Canadian Foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3, Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

HARDWARE MARKETS

SLACK SEASON ARRIVES.

As usual at this time of year, the business in straight hardware lines is not heavy. Stock-taking is absorbing chief interest at the present moment. Good orders are being placed in some lines, however.

MONTREAL.

Montreal, Jan. 4.—These are quiet days in the hardware trade. The retailers are as busy as they care to be, for the majority of them are now hard at stock-taking, but the wholesalers who are nearly through with their annual reckoning are experiencing a lull. Christmas once over, a slack period is to be expected, and that period has started now. Business is being done, but it is going along quietly. There is no rush.

The weather has been against both wholesaler and retailer, but especially against the retailer. He has to buy before the consumers' demand has commenced. He has to anticipate that demand, and as every merchant knows, a demand depends upon many things. This year, for instance, dealers bought largely of skates, snow shoes, skiis and sleighs. They have sold largely too, but not nearly as large as was to be expected. The cause is not hard to find. It is not that the great outdoor games have lost their attractiveness to the young and the middle aged. The cause is the lack of suitable winter. Until this week there has been practically no skating, so the sale of skates naturally fell off. Until this week, the beautiful snow has been practically unknown. A few flurries there have been, but these did not last. Indeed there is but little snow in Montreal now, and none on the Mountain to make tobogganing and skiing possible.

All this means fewer demands for the winter goods which the dealers stocked more largely this year than ever. Of course the winter is young yet, and it is certain snow and cold weather will come; but the dealer will have to be particularly aggressive to avoid being left with a heavy stock of these winter sporting goods on his hand.

Nickel Ware Advances.

Household Goods.—Here the business is keeping up steadily, indeed this is a class of goods for which there is a splendid demand the year round. Nickel ware and Copper ware, such as is handled by practically every hardwareman nowadays, has been increased in price, this having been made necessary by reason of the steady advance in price of copper ingots. The advance is generally quoted at 5 per cent.

Early Spring Sales.

Seasonable Goods.—Weather strip is still in great demand, the wintry winds having brought people to see that they must close up those cracks through which the cold air rushes. Such articles as will be needed in early spring are also being sold by the jobbers. Sap spouts are being largely ordered. So are buckets and evaporators which will be used in the sugar bush in March.

Trade is Quiet.

Sporting Goods.—From a wholesale standpoint, activity has practically ceased. The dealers have large supplies on hand, and now their great anxiety is to dispose of these before the season changes to spring. The jobbers will in a few weeks forget all about winter, for then their travelers will start out with the summer goods, the baseball gloves and bats, the tennis rackets and the cricket bats.

Weather Causes Activity.

Lumber Supplies.—Here activity has not diminished. The camps are in full swing, and still supplies have to be taken in. Tar paper, for repairing old buildings and making new ones weather proof, is in large demand. Axes are still being bought. So are cross-cut saws, for though the open weather has been a handicap in may lines, it is an advantage in this, that it is enabling the farmers to do more work about their farms than is usually possible at this time. There has been more timber sawn and wood split on the back acres during the past few weeks than during any similar period for some years. Lumbermen's calks are also in great demand. These are necessary for moving about on the skids, and they will be more necessary for the river drivers which will start when the ice breaks up in the spring.

TORONTO.

Toronto, January 5.—Little business is being done in hardware but no one is complaining. The lull in business is giving the jobbers an opportunity to finish up their stock-taking. The travelers have startel out on the road again for a number of the wholesale houses but, as the retailers are also plunged into stock-taking, it is not anticipated that any great volume of business will be done for some time yet. Some booking is being done for spring shipment.

The mail orders during the past week have been fairly good. The rush of Christmas business has cleaned out stocks in some lines and the retailers have been compelled to order new supplies. This applies to a good many varieties of goods. These orders are of the small variety, just sufficient being needed to meet possible demands.

Seasonable Goods.—The cold weather has improved the demand for winter goods. Weather strip has been selling fairly well and there has been some demand for sleigh bells, robes, blankets, etc. Spring lines are always beginning to creep into notice. Some orders have alrealy been placed for spring delivery.

Dairy Supplies Start.

Household Goods.—There has beeen a good demand for all lines of household goods. Some dealers are already starting to stock up in dairy supplies. A few good orders have been placed for washing machines and wringers and even cream separators have been selling.

The only price development in this department is the advance in copper and nickelware announced on another page.

Demand Falls Off.

Builders' Hardware.—At last the volume of business in builders' hardware shows signs of falling off. Building is now pretty much at a standstill and the call for hardware supplies has practically ceased. Some sorting orders have been received during the week and a little spring business is being placed.

Heavy Hardware.—Spring business is being done in fairly good bulk. Price quotations are:—Discounts on carriage bolts, 3/8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7 1/8.

Skate Trade Revives.

Sporting Goods.—An unsatisfactory feature for some time back has been the holding off noticed in the skate trade. This has been due, of course, to the mild weather. Skates have not been selling as rapidly as usual at this time of year. The colder weather of the past few days has revived trade very considerably, however, and it is now believed that all lost ground will rapidly be regained. There is little doing in other branches of sporting goods although hockey supplies, toboggans and snowshoes are seasonably active. A few enquiries on the score of spring goods have been received.

Lumbering Supplies.—A few good orders have been placed this week for lumbering supplies, mostly from northern points. Cross-cut saws, logging chains, axes, etc., have been stripped out during the last few days.

The demand for cutlery, silverware, brass goods, etc., has not been large, but some orders have been filled. Stocks were pretty well cleaned out during the Christmas trade and sorting up is now in order.

Stoves, Furnaces and Cooking Accessories

Stove Guessing Contest Proved a Big Success

Business Improved as a Result and Seven Stoves were Sold on Day when Result Was Announced—Originality is needed in Working up Successful Stove Business.

To be thoroughly successful the retail stove dealer must possess a certain share of originality. The sale of a stove entails the display of a high degree of salesmanship and competition is always keen. It is, therefore, the man who evolves an original idea, who strikes a new note, to whom the biggest share of the business goes.

In no other line of business has more originality in devising selling plans been shown. Stove men scour the countryside for "prospects," insert wily advertisements in the newspapers, hold out new and striking inducements to get people to call at their stores. At least some stove dealers do The rank and file might be described as almost apathetic ; but the stove trade has found many brilliant exceptions to this general rule. Canadian dealers have shown originality and a great deal of energy in handling the stove trade during the fall season just passed. A few novel ideas have been worked out, some of which have been presented to readers of Hardware and Metal in recent issues.

A Guessing Contest.

One of the best ideas followed out this year was a guessing contest held by H. D. Moss of Renfrew. Mr. Moss placed one of his best ranges in his store window and announced that it would be given free to the person guessing nearest to the actual weight of the stove. All purchases of one dollar and over in the store entitled the buyer to a guess.

The idea was a courageous one, for it takes a lot of business to make up for the loss of a range. Mr. Moss found, however, that the results more than justified him in his venture. The offer created a lot of excitement, and practically every person in town called around to inspect the range. Mr. Moss had good reason to know that the contest had created interest, for the gusses poured in. People bought a dollar's worth of hardware for the ostensible purpose of having a try at the range.

Business Proved Brisk.

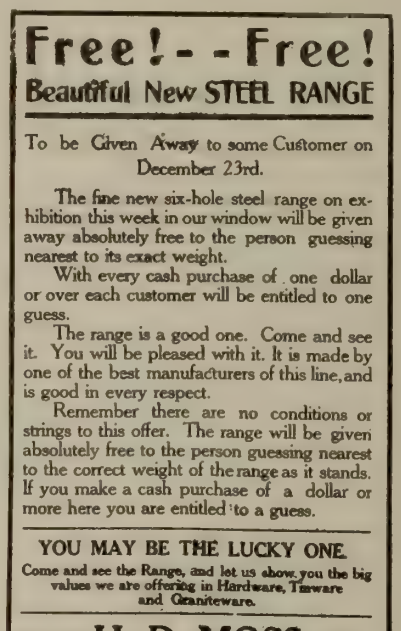
The effect was felt more directly in the stove department itself. Commenting an the results, Mr. Moss says :

"It certainly made a large increase in the stove department. The day the range was given away, we sold seven stoves, which I consider very good for this locality. During the month it increased our sales on the whole a large amount over the same month last year."

A Good Argument.

The effective writing of an advertisement is always a strong factor in promoting sales.. Smith & Schaefer, Bolton, advanced a well considered presentation of "stove facts" in a recent advertisement. They said :

"You can't have good cooking unless you have a good stove—and your stove is in use every day of the year. From past experience in the stove business we find there is a call for cheap stoves, but it is only limited, as the majority of the people are wise to the fact that the best is the cheapest and that a trifle more paid for a good article pays many times over in the end in service, to say nothing of the satisfaction of knowing you have the best there is."



Advertisement used by H. D. Moss, Renfrew, to announce terms of contest.

Going After Furnace Trade.

The Grandview Sheet Metal Works, Vancouver, have been making a vigorous effort to get the furnace trade of their section. They give a forceful talk in one of their recent advertisements :

OUR SYSTEM OF FURNACE INSTALLATION GUARANTEES :

FIRST — A correct layout of your wall pipes, registers and basement pipes, etc.

SECOND—Principles of installation that are simple and scientific, that give at once an abundant supply of pure, fresh, warm air.

THIRD—Our system takes all the cold air off floors and brings in the pure, sweet air from outside.

FOURTH—Our system allows no wasted heat to go up the chimney, only the obnoxious gases and smoke.

FIFTH — Our system saves nearly half your fuel bill—it's the most economical and fuel-saving system in vogue.

LASTLY — Talk it over with our "Furnace Expert." His advice is free.

A Stove Sale.

A ten-days' stove sale is being held at Westman's hardware store, London. It started on Tuesday of this week.

OPPOSITION TO PHONE RATES.

Winnipeg Merchants Say the New Tariffs Are an Imposition.

Winnepeg, Jan. 4. — (Special.) — The Retail Merchants' Association has come out against the new telephone tariffs as proposed by the telephone commission and seconded by the provincial ministry.

The chair was taken by President John Dyke and the meeting was simply a protest against the proposed rates. The unanimous opinion of the members as revealed in the many speeches and the warm endorsation given remarks condemanatory of the proposal was that the rates were an imposition and injurious to the best interests of business.

A motion that W. T. Devlin, J. B. Coyle, John Dyke and G. J. Hyndman be appointed to enquire into the peoposed rates and to report back at the earliest possible moment was carried unanimously. The next meeting will have the same business to consider and will be at the call of the president.

STOVE AND HEATING MARKETS

COPPER WARE ADVANCES.

The stove and heating market shows seasonable inactivity at the present time. Few orders are being placed, although a demand from one dealer for fifteen furnaces indicates that business is still stirring in that line. An advance of 5 per cent. has been declared in certain lines of copper and nickel ware. Higher quotations are forecasted in sheets.

MONTREAL.

Montreal, Jan. 4.—With the passing of the old year all thought of the business which is over has been put aside, and now all the manufacturers are planning for the future—for the spring which will be here in surprising short time. Travelers, after a week in the city, are on the road again, and they are sending in orders in good numbers. Many of these are for spring delivery, the indications being that the sale of stoves in the early months will be heavy.

Some changes in price have been noted this week. On Tuesday it was determined that an advance must be made in copper and nickel ware. Then a rise of a pound on the English market made it necessary that handlers here should advance the price of tin plates. The exact increase to be made here has not as yet been determined.

Canada Plates present a more pleasing front than for some time. There was a tendency toward weakness in this market, but of late the situation has changed. The demand in England has become greater and consequently prices have stiffened.

Little Activity Shown.

Ranges, Heaters and Furnaces—But little activity is being shown in these lines now. A fair number of ranges are still being sold, though nothing compared with those which were ordered from the manufacturer and sold by the retailer a month or more ago. Heaters are going somewhat better. Always there are those who procrastinate. Procrastination may be the thief of time, but it hardly robs stove men of their sales. Ever if a man delays his purchase until January the chill of winter is going to force him to buy.

Furnaces are undoubtedly quiet. A few are being installed in houses just reaching completion, but the great bulk of the business is over.

Increases Made.

Kitchen Furnishings.—Here a change in price has occurred as stated above. That this was coming has been known since copper began to soar. When the raw material from which a produce is made advances by leaps and bounds the finished product itself must advance. The rise may be put off for a time but it will come eventually.

The amount of the increase varies somewhat, according to the amount of copper used. Kettles have risen 5 per cent., tea pots and coffee pots 7½ per cent., and boilers 10 per cent.

Some dealers, having felt that this advance must come, have been ordering quite heavily, but the majority having good stocks on hand at the present time, have not wished to load up too heavily.

Are Going Higher.

Tin Plates, for which there is a heavy demand at present, are certain to be quoted higher in a few days. On Tuesday, the English market quotation jumped from £30 to £31. An advance like that cannot fail to bring a response here in Canada, for though the handlers may have a good supply on hand at the present time, they know that much of their future buying will have to be done at the advanced rate.

The steady climb of the tin has of course been responsible for the jump in price made by the plates. Tin climbed a few cents at a time. Tin plates remained steady until the ore became so high that an advance simply had to be made. There seems little likelihood of an immediate decline in tin, and so a drop in tin plates is not to be expected.

The local demand for plates comes principally from the small tinsmiths who are now working upon the milk cans and the sap pails for which there will be such a good call as soon as spring comes around.

Canada Plates are in fair demand, and the market, as has been said, has shown gaining strength. The slump which seemed imminent a month or so ago is not maturing.

TORONTO.

Toronto, January, 5.—Futher proofs are continually forthcoming of the pre-eminence of the past year in the point of stove sales. It is conceded on all hands that a record trade was done in practically all lines. Every manufacturer heard from has declared that business showed a distinct advance over any previous year. One stove man states that he believes he could have marketed the whole output of his foundry in the West had he cared to do so. There was undoubtedly a bigger demand than ever from the West, but it is equally true that the eastern half of the country showed almost a corresponding advance. The improvement was by no means centralized west of the Great Lakes.

Business is Slack.

Business has now fallen off very appreciably. Both manufacturer and retailer are too busy taking stock to pay much attention to current trade. Still there are a few orders coming in and it begins to look as though the new year would start off on a more active scale than 1911. Several good sized orders were placed this week for spring shipment.

Demand is Nominal.

In ranges and heaters, the demand is now nothing more than seasonable. A few sorting orders are being placed but demand for immediate shipment never exceeds two or three. The range trade, being more or less of an all year around variety, is better than that in heaters.

Big Furnace Order.

The furnace business is by no means at an end, however. There is still a fairly active demand. The arrival of severe weather this week will undoubtedly put a check to future business, as all buildings still unfinished will have to be rushed through. This will, possibly, create a certain temporary stimulus in demand followed by an almost complete cessation. One Toronto dealer placed an order for fifteen furnaces this week and stipulated delivery by the end of the week. It is believed that this constitutes a record order for this time of year.

Five Per Cent. Advance.

Kitchen Furnishings.—The feature of the market has been the advance in certain lines of copper and nickel ware. Owing to the sharp increase in the cost of copper plates, it has been found necessary to put out new quotations on these articles. The advance is approximately 5 per cent. The new discounts are:

Copper and nickel plates—47½ per cent.

Tea and coffee pots—42½ per cent.

Tea kettles and boiler plates—37½ per cent.

Advances Impending.

Sheets.—It is also likely that advances will materialize in the price of sheets and plates. An increase has been made of 50 shillings a ton on galvanized sheets in England and, while this is too small to affect the selling price here, it will tend to keep quotations firm and indicates the trend of the market. Canada plates are reported to be firm.

M. Weichel & Son, Elmira and Waterloo, issued a handsome calendar to their customers. Twenty-five hundred in all were sent out. The calendar was designed by one of the members of the firm and printed in a home office.

The Western Hardware Market Situation

Business is Slack Although the Severe Weather has Revived Trade in Stoves and Heaters—Travelers Starting Out on Road Again—No Price Change.

Winnipeg, Jan. 2.—Trade is reported to be quiet owing to various reasons. The retailers are busy taking stock and the travelers for the most part have not yet started out after the Christmas festivities. In addition, the weather has become bitterly cold and this has to some extent retarded business.

One outcome of the cold weather will be a rush business in stoves and heaters. It was thought that the possibilities of trade in these lines had been exhausted but the first touch of cold weather brought evidence that business was likely to be revived. Orders are now coming in and a large number of stoves will be shipped out to all points.

Local jobbers report that mail orders are holding up fairly well. No particular effort is being made for business just at present, however, as the arranging of stocks for spring shipment is well under way.

No price changes have been noted this week.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in.,$5.45 ;1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 3c.

Sheet Zinc—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½ ; brass, 77½ ; round head, iron, 82½ ; brass, 72½ ; coach, 67½ per cent.

Terne Plate—I.C., $9.75 ; I.X., $11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25 ; ½ box, $5.50; I.X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $13.50 ; ½ box, $8 ; I.X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Wire.—Prices on wire barbed and annealed and plain are all open and prices cannot be quoted. All wholesalers are open to receive enquiries on wire and it is doubtful if there is much of a contrast in prices.

Paint and Oils.

No developments are reported on the paint and oil market. Prices remain firm.

Paints and Oils.—There is no change in the paint and oil situation this week and prices are holding steady at last week's quotations, namely, $1.05 for raw and $1.08 for boiled. Turpentine is holding steady and is quoted at 85c per gal. in bbls. and 95c in small lots.

TO BUILD IN NEW YORK.

The Yale & Towne Manufacturing Company have made arrangements with the firm of John Downey whereby the latter will erect, at Nos. 9 and 11 East 40th street, New York City, a building for the exclusive use of the company, under conditions which secure to it a long tenancy.

For many years the executive offices of the company, and its city store, have been located at No. 9 Murray street. The decision to move to an uptown location on the expiration of its present lease, May 1, 1913, is indicative of the general trend of business of many kinds which has produced such marked changes during the last few years in the district between 23rd and 42nd streets.

The new building will occupy a lot about 50 x 100 feet, and will be twelve stories in height. For the present several of the floors will be sublet to other tenants, but ultimately the company expects to occupy the entire building for its own uses.

CALENDAR RECEIVED.

A very handsome calendar has been received from the Canadian Logging Tool Co., Sault Ste. Marie. It represents two typical lumbermen riding logs down a fast stream with a log jam in the background.

Ludger Gravel, Montreal, have sent out a calendar which serves the double purpose of a catalogue. It contains illustrations of the many lines carried by the company.

Methods of Retailing Paints and Varnishes

Winter Sellers in the Paint Department

Floor Wax, Radiator and Stove Pipe Enamel Are particularly in demand—These Lines Should be Kept to the Front Right Through the Winter Months.

"No, I don't sell any paint in winter time," stated a hardwareman the other day, in response to a query. "Why? For the simple reason that people don't need paint in winter time."

Are you sure of that, Mr. Retailer? It may be that the need for paint—using that word in its strictest sense—is not felt often during the winter months. There are, however, a great many specialties in the paint department which are needed more during the winter time than at any other season of the year. How many dealers feature them?

The retailer in question did not. He quite candidly stated that his sales from December on were not heavy. If a customer came in and asked for a certain article in that line, he could probably meet the demand. But no effort was made to promote sales. And yet his store was situated conveniently to draw the trade of a high class residential section. In such a locality, there is bound to be a good demand the winter through for certain paint specialties. The benefit was being reaped by someone; not, however, by the dealer directly entitled to it.

Profitable Winter Specialties.

Consider for a moment just what these specialties are. The most direct effect of cold weather is to keep people indoors. The wear and tear on the floors is, therefore, heavier than at any other time. In a well-conducted household, scratched and worn floors are not tolerated and it is a foregone conclusion that the winter season will not be far advanced before a supply of floor paint, varnish and wax will be needed.

Wax will be found a particularly good selling line. The social season runs through the winter months and floor wax is needed both before and "after the ball." In passing, it might be remarked that a hardwareman in a small city where social events of importance were always forecasted in the society columns of the papers, worked up a big trade by sending suitable literature to every home where a dance or social event of any description was to be held. This trade was not confined to floor wax, but included all varieties of stains and varnishes for interior decoration.

To revert to our friend, the somnolent hardwareman, who, neglected entirely the opportunities of a good residential locality, it is probable that he lost quite a good sized sum by not looking after business in that one direction alone.

Radiator Enamel.

Enamel for radiators is another line which should sell briskly from the first fall of snow until the start of spring. Not only will it be needed in the many new houses now being finished up but practically every household more or less will require a supply. Radiator enamel cracks and peels off and becomes dull in the course of time and a new coating is needed practically every year in homes where absolute neatness is desired.

Stove pipe enamel is still another good line. Nothing will rust quicker than a stove pipe. No matter how dry the atmosphere and how zealous the attention paid with the duster, stove pipes can become quite shabby looking in no time. Ever stop to figure out, Mr. Retailer, how many yards of stove pipe there are in your neighborhood and what percentage is sadly in need of a fresh coating of enamel? There are no statistics available on the question but there would almost certainly be several miles of pipe and possibly half of it would be more or less the worse for wear. Think of it; an opportunity to sell enough enamel to cover, say, a mile and a half of stove pipe!

But how many can say that they have made any special effort in this line? Those countless sections of pipe go unpainted because both owner and local paint dealer are neglectful. If the dealer were to make some effort to stimulate interest in this most useful commodity, he would doubtless succeed in promoting a big demand.

Featuring Winter Lines.

With the possibility of working up a good trade in so many lines, the hardwareman cannot afford to shove his paint stock to the rear.

A position, sufficiently near the front of the store to command attention, should be given to the best selling lines at least. Some dealers obtain good results by using a table, placed in the centre of the store space, for such lines as floor filler, wax and enamel. A very effective display can be arranged, calculated to catch the eye of every shopper. Little space is thus occupied and there is the opportunity ever present of working up a good demand. Is it not worth it?

Crops Were Damaged But Paint Prospects Good

Manufacturers have been conferring with their salesmen—Some Speak Against the Land Craze which is now Noted in the West—They think thisMay Cause Trouble if it Continues, but Nothing Seems toBode Ill for the Coming Year's Business—Everything, in fact, Points to Much Building and Much Painting—Retailers Already Buying Largely.

At this time, when travellers are in from the West to take part in the conferences which are being held by so many concerns, the managers are having an excellent opportunity to discover the true conditions. The word they have received from the travellers has seemed to indicate that next Spring will see the commencement of a banner paint season, yet the travellers are not blind to some problems which they and the managers will have to face.

"There is absolutely no doubt," said one man who has just made a trip through the West, "that crops have suffered by reason of the cold and rainy weather. Some people are stating that no damage was done, but this is not so."

Yield of Poor Quality.

"I know of farms," he added, "where the yield ran thirty bushels to the acre; and yet the loss will be considerable for the grain is third or

fourth grade. It shriveled in the stalk. Had there been good weather to the last the crop would have been simply wonderful—the greatest the West has ever known. But as it is the profit in some sections is smaller than in other years."

Another traveller complains of the real estate craze now infecting the West. "Every second man you meet," he says, "will pull out a note book and start explaining all about some property which simply must double in value in a year. People of all kinds are investing in this way. Clerks, domestics—they are all taking land. This has not done any harm yet, but if the thing continues money may get so tight that many people will not have any funds to invest in erecting new buildings or in improving those which they now have."

Manufacturers Not Timorous.

Evidently this state of affairs has not yet come about. Neither has the sectional poorness of the harvest brought any serious financial embarrassment, which makes the manufacturers timorous. They want to know exactly how things stand out in the new provinces, but after taking into account those conditions which may be expected to make money a little tight in the spring, they yet expect a bigger year than ever before.

"I have just been through the West," stated one manufacturer to the Montreal editor of Hardware and Metal. "I have seen the real estate boom in the booming. I have seen the crops, and I know that some sections gave a smaller yield than was expected; but despite that there is a general spirit of optimism in the West. From what I saw I feel sure that there will be more building next year than there was this. That means a big demand for paint. The building is not all going to be done in the cities. Many of the farmers are getting on a more firm financial basis. They will continue to add to their buildings, and they will want paint for these. There is nothing small about the western farmer. When he does a thing he does it right."

Orders Promise Well.

Indeed the orders which are already coming from the western hardware men show that they have no great fear for the future. They are ordering paint in good quantities already. It is early yet, and the travelers have not made anything like a thorough canvass, but where they have gone they have found a ready sale, and everything seems to indicate that this happy condition of affairs will be continued.

Breaking Away From English Control

Canadian Linseed Situation not Now Dominated by the English Market—An Advance there Does Not Necessarily Bring About Corresponding Advance Here—Competition Among Canadian Crushers is the Principal Cause of this Free Action—English Competition Not Feared Now.

What is the future of Linseed?

Again this oil is forcing itself into the spot light. For a time the high prices diminished, and after the first wonder at the lower level had subsided, linseed was regarded with more or less indifference. But now there is another upward movement. Little of the oil is being bought, but nevertheless those who handle it are keenly interested in the present trend.

The movement is not without its surprising features, the greatest of which is this, that while the English market is generally regarded as the primary linseed market, yet it is not now completely controlling the situation in Canada.

This week's changes provides an example of this. On Wednesday Montreal handlers were quoting oil at 90 cents for raw, and at 93 for boiled, yet then English raw oil would have cost 93 cents laid down in Canada.

Competition the Cause.

The cause of the independence of the Canadian market is just a little hard to determine, but it is seemingly due to competition among the crushers. They are not members of a combine. They are pushing hard for business, and they will sell at as small a profit as is necessary in order to secure the business. There was a time when the crushers would fix the price just enough below that at which English oil could be brought to this country to make sure of the trade. But now they do not seem to watch the English market so closely. When it goes up, it does not necessarily follow that an immediate rise will be made in Canada.

Do Not Fear English Competition.

It is not that the Canadian crushers fear competition from England, and therefore keep their prices much lower. There was a time when English oil was regarded as superior, but that time is long past. Now the paint makers of the Dominion, all things being equal, take Canadian oil in preference to all others. As Canadian hard is considered the best of wheats, so Canadian flax seed is regarded as the best on the market.

English oil, at the present time, is rising rapidly, probably because of a somewhat smaller Plata crop than has been expected. Indications are that it will continue to rise. This, of course, will raise the price at which English oil can be laid down in Canada, and so will give the Canadian crushers an opportunity to jump their prices, and still be safe from competition from the English oil. But that this jump will come for any such reason is far from certain. Linseed is now climbing here, but more because of a somewhat limited supply of Canadian flax, and because of a good demand, than for any other reason.

An Independent Attitude.

Canadian crushers, indeed, have adopted an independent attitude. They fix the price of oil for Canada, and do not allow English producers to do this. The one manner, indeed, in which the English producers seem able to get mastery of the situation in the Dominion is to buy Canadian oil. If the English supply should become small enough to make this seem advisable, then the Canadian supply would be diminished and the price would naturally rise. That a scarcity in England should otherwise bring about a great advance here, is, under the present competitive conditions, unlikely. For various reasons Canadian oil will probably advance in the next few weeks, but the upward tendency does not seem likely to be so great as that being evidenced in England.

JOINS LOWE BROS.

J. W. Shorney, formerly vice-president of the Toronto Lead and Color Co., and for 26 years connected with that company, has joined the staff of Lowe Bros., Toronto. Old friends will be glad to hear that he will be calling on them. Mr. Shorney has become well-known in the trade during the years that he has been connected with it.

YEAR STARTS WELL.

Cleveland, O., Jan. 4.—The Iron Trade Review to-day says:—The new year opens with steel mills in the Pittsburgh district operating on very satisfactory schedules and with heavy tonnages on their books for delivery over the first half of the year. In the east mills are not so active and some in eastern Pennsylvania are operating at only 50 per cent. of capacity. Car orders have come out rather slowly and the rail market lags, but men high in the iron and steel trade express confidence that there will soon be very heavy buying by the railroads. December made a highly satisfactory showing in pig iron sales and in most finished lines. In some finished products, however, especially steel boiler tubes, there is very keen competition.

Yes, Sir! Every solitary Paint Need you can think of is well and profitably filled by the famous ML Line.

ML Paints—Made just a little better and more carefully than the next best paint—they stand the weather test wonderfully well. It pays to sell paints that last—your customers blame YOU when they don't.

ML Floorglaze—A self-varnishing finish in solid and transparent colors—that dries glass-hard over night. Has a non-scratchable, brilliant surface. Good for any paint use.

Elastilite Varnish—In a class by itself—so good that even amateurs get fine results. Sell it without a doubt that it will give perfect satisfaction, for any varnish use, indoors or out.

THERE'S a good proposition waiting at our office for aggressive dealers. There are samples of all our lines at all three of our depots. Get in touch with us. We are aggressive folk ourselves, believers in advertising and we take care of people who deal with us.

Imperial Varnish & Color Co., Limited

6 to 34 MORSE STREET, TORONTO

108 Princess Street, Winnipeg 524 Beatty Street, Vancouver

Is Your Paint Stock "Common" or "Preferred"?

A Dealer's paint stock has in reality two values; it has the invoice value and the selling value. The invoice value is common to every paint stock, but it is the high quality and well advertised paint stock that is preferred by the public.

A good paint not backed up by resultful advertising is common stock, paying only small dividends, while an extensively advertised paint without sufficient intrinsic value to warrant the public's continued preference, is common stock, that pays dividends only for a time. It is not a repeater and soon loses its charm with Hardware men, who are "business builders."

The selling plan of "**High Standard**" paint is complete. It provides the kind of advertising that will bring the people into your store and make the first purchase, and it also provides the kind of paint that will bring them in the second time when they have repeat orders to place. This prospectus of preferred paint stock is based on facts—investigate the truths before making a decision.

The public does not usually accept anything without first applying its test; it tests its gold before it grants the Karat mark; it tests its silver before it grants the Sterling mark; it tests its men before it gives unto them the seats of honor—just as every dealer should test his paint before offering it to his trade.

If you believe paint advertisements—then all paint is the best paint. If you demand the proof of test—then one paint only can be **best.** Lowe Brothers do not hope to interest you by salesmen's oratory efforts, but they do hope to convince you by an investigation of his tests, and a comparison of "selling helps."

Is this year's paint stock to be "common" or "preferred?"

LOWE BROTHERS, LIMITED

TORONTO

DAYTON NEW YORK BOSTON CHICAGO KANSAS CITY

PAINT AND OIL MARKETS

SHARP ADVANCES.

The feature of the oil market has been the sharp advance reported in some sections in linseed oil. The increases vary from 5 to 9 cents. Turpentine has also advanced 2 cents in Toronto. Business at this stage is small in practically all lines.

MONTREAL.

Montreal, Jan. 4.—Those weeks which come immediately after a holiday season, such as Christmas and New Years, are quiet in practically every line of trade. Nor is paint any exception. The demand is now frankly admitted to be small. Manufacturers are bending their energies to getting ready for the spring demand, while retailers are examining their stocks carefully, and considering what they had best stock. Orders are being given—the quietness is not stopping the travelers—but the orders in the great majority of cases call for spring delivery. This is the mid-season, the season when little paint is being sold, but when all are preparing for the heavy sale which it is confidently expected will come.

The week has not been without its price changes. Were the demand great these would cause some excitement, but as things are at present no great comment is being caused. Little linseed is being bought now. Turpentine, it is true, is in fair demand, but even in that line the activity is not great.

Higher Prices Ahead.

Those needing to buy linseed, however, would do well to consider the situation carefully. Early in the week the handlers determined to sell at 90 and 93 cents, which is a three cent advance on the low figures of 87 and 90, which obtained a week ago. But 90 and 93 cents is not considered high enough, and it is practically certain that the week end will see 93 and 96 as the recognized price. Indeed it would seem that linseed is to be high once more.

Orders Being Placed.

As far as mixed paints themselves go, all is quiet. But, as has been intimated, orders are being taken, and it is expected that these will come in greater numbers within a few weeks, for shortly the various manufacturing companies are to send out their annual catalogues.

Demand Keeps Up.

White Lead.—Perhaps the demand for this line is keeping up better than the demand for many of the other lines. A good deal of indoor work is being done, and for this white lead is needed. There have been no price changes, nor does it seem that there will be any alterations in the figures as now quoted, certainly not for some little time. The lead market has steadied, and when pig is not rising there is little likelihood that a rise will be made in the product, despite the fact that makers contend they have for years been selling this article too cheap.

Putty.—Just the usual quiet winter demand is noted.

English Prices Up.

Linseed Oil.—Sharp rises have been noted in England. There seems little doubt that the crushers there have come to feel some doubt about the Plata crop. Upon this they depend for a great part of the seed used, and it can only have been word that the supply is not as great as was expected which has brought about the present sharp advance. It may be that the rumors of a poor crop have been started as bull cards to boom the market. But this is hardly likely. Linseed is not an easy market to corner. It would appear rather that after investigation the English producers have really felt that the crop will be insufficient for their needs.

It is undoubtedly this feeling which has caused such a sharp advance in England, and which will likely bring an advance here.

Glass.—More has been sold this winter than usual, yet the business is now quiet and will remain quiet until spring.

Petroleum.—The spread of the electric current has not had the effect upon the sale of oil which might have been expected. The demand continues large, larger than ever, indeed. Retailers attribute much of this demand to the prevalence of coal oil heaters. These, they say, are to be found in many houses, and in them much oil is burned.

Turpentine.—This oil is fluctuating a good deal of late. Last week it was quoted generally at 72 cents. Then the supply in Savannah increased, and the price dropped to 70 cents. But there is a tendency to advance again, and 72 will likely be asked by many handlers.

TORONTO.

Toronto, January 5.—The situation in paint and oils has been featured by several sharp advances. Linseed oil started the new year with an increase of 9 cents and turpentine went up 2 cents. There is not a heavy demand in either line but all indications at present point to still higher quotations.

Business in all lines is pretty dull at present. The travelers have started out on the road but the fruits of their labor have not yet begun to show themselves and the mail orders are scattered and small. Some booking is being done but it is mostly for spring delivery. The retailers are for the most part busy with their yearly inventories and it is, therefore, highly probable that business will continue slack for some time yet.

A Sharp Advance.

Linseed Oil.—The price of linseed oil was advanced on January 1 to 95 cents for raw and 98 for boiled. This is nominally an increase of 9 cents but a good many jobbers had made a tentative advance of 4 cents a few days previous so that, in some cases at least, the increase is only 5 cents. The jump in price is credited purely and simply to the high cost of seed. The flax crop in the northwest proved a disappointment after all. Late frosts and delay in harvesting reduced the total yield very materially and seed is dearer than had been anticipated. The expectation locally is that still higher quotations will be found in linseed oil before long.

An Upward Trend.

Turpentine.—An advance of 2 cents has been made in turpentine and the selling price now stands at 73 cents. This is deemed to be low in view of conditions on the primary market. The price at Savannah has been steadily advancing and higher quotations are expected here in the not distant future. There is no reason to anticipate a stiff advance, however. The demand is still light locally.

No Advance Made.

White Lead.—The price of white lead has remained at the same figure despite the fact that an advance at the first of the year had been anticipated for a month back. Despite the pretty general assumption that a higher price would be fixed, those in a position to know express the opinion that there is not much likelihood of a future advance for some time. Pig lead has not been advancing lately and this will have a tendency to keep the price of white lead at present quotations. There has been a first class demand for white lead; in fact, this commodity has been selling better perhaps than any kindred lines.

A Lull at Last.

Glass.—There is a lull at last in the demand for glass. The colder weather has stopped outside work pretty largely and the call for glass for construction purposes has become very small.

Putty.—The same condition prevails with reference to putty. Business has now sunk to a low ebb. Standard putty is quoted as follows: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

Gives the Dealer a Good Margin of Profit

You might very reasonably expect that such a high grade paint—70% pure white lead, 30% pure white zinc—would be "away up" in price.

It would be if we were not corroders of white lead.

We have our own white lead plant; we are the only paint makers in Canada that corrode their own white lead. We turn over the pure white lead (Brandram's BB. Genuine) from our Lead Department to our Paint Department at factory cost.

We have also our linseed oil refining plant and our dry color plant. This makes us sure of obtaining well matured Linseed Oil, and strong, permanent colors at lowest cost.

You can maintain "top of the market" selling price on B-H **"English" Paint,** because you are selling the highest grade paint in the field. You are largely independent of competition, because no other dealer in your town can offer a paint up to the standard of 70% pure white lead—30% pure white zinc—100% pure paint.

B-H **"English" Paint** is a good seller—big sales and good profits. High quality means pleased customers—and pleased customers more money in the cash drawer.

B-H "English" Paint will be sold in your town. If the agency is still open you have the opportunity of securing it. **Write to-day for 1912 price list and details of selling plans. Address our nearest office.**

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c; White Brass, 48c; Metal ic, 45c; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 21
Rods, base ½ to 1 inch, round..	0 16	0 18
Tubing, seamless base, per lb......		0 21
Tubing, iron pipe size, 1 inch base..		0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot......................	15 00
Cut lengths, round bars, ½ to 2 in. .	22 00
Plain sheets, 14 oz., 14x48", 14x60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	..	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special..............	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow......................	17 75	20 50
Glengarnock................	...	22 50
Radnor, charcoal iron........	32 00	32 50
Ayresome, No. 3..............	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles.......... ......base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel..................	1 95	2 15
Sleigh shoe steel............	1 90	2 15
Iron finish machinery steel (domestic)..............	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel..............	0 15	0 15
Toe calk steel..............	2 85	2 90
Mining cast steel............	0 07½	0 08
High speed..................	0 65	0 65
Capital tool steel............	0 50	....
Cammell Laird..............	....	0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel............	06½	....
Silver tool steel..............	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch..............	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets...........	2 90	2 90
All bright, 52 sheets..........	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52......	4 45	4 45	4 35
60......	4 70	4 70	4 60
20x28x80......	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...............	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.......	4 05	3 80	4 05	4 05
28.......	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22..............................	3 65
24..............................	3 70
26..............................	3 75
28..............................	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE.

Size (per 100 ft.)	Black.		Galvanized
¼ inch	1 80	¼ inch	2 57
⅜ "	1 80	⅜ "	2 57
½ "	2 35	½ "	3 23
¾ "	2 75	¾ "	3 83
1 "	3 93	1 "	5 48
1¼ "	5 35	1¼ "	7 49
1½ "	6 44	1½ "	8 98
2 "	8 05	2 "	11 46
2½ "	12 85	2½ "	18 30
3 "	16 86	3 "	24 03
3½ "	22 57	3½ "	33 65
4 "	25 65	4 " ...	35 90

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass..........	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass................	0 06	0 06½
Tea lead..................	0 02½	0 02½
Heavy lead................	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate................	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers..............	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 60	4 50
Imported pig, per 100 lb......	4 85	4 60
Bar pig, per 100 lb............	4 85	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft...........	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c per pound.
Traps and bends, 45 per cent.

SOLDER.	Per lb. Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping.....................	0 23	0 24

SHEET ZINC

5-cwt. casks	8 25	8 00
Part casks....................	8 50	8 50

SPELTER.

Foreign, per 100 lb 7 25 7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base............	....	$7 00
I X, 14x20 base............	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—		
I C, 14x20 base............	....	5 00
I X, 14x20 base............	....	6 00
I X X, 14x20 base..........	....	7 00
I X X X, 14x20 base.......	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.		
I C, 14x20 base............	7 00	7 00
I X, 14x20 base............	8 25	8 25
I X X, 14x20 base..........	9 50	9 50

"Allaway's Best"—Standard Quality.		
I C, 14x20 base............	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base..........	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base............	....	4 25
20x28, double box..........	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin............	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	7 75	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 Al. prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..............	....	2 45
Galvanized, plain twist.......	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized..........................	2 85
Plain................................	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins...........	0 80	0 85
In barrels, 5-gal. tins..........	0 80	0 85

BEESWAX

Per lb.................................. 0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground...............	0 05
" flaked.................	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead..................	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure............	0 18
Golden ochre, pure	0 11
French ochre, pure..............	0 09
Chrome green, pure..............	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons........	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co..........................	1 80
Cee Pee Co. enamel...............	4 50

GLUE		Per lb.
French medal..................		0 10
German common sheet........		0 10
German prima................		0 15
White pigsfoot..................	0 15	0 20
Brantford medal..............		0 10
" golden medal......		0 11
" brown sheet........		0 10
" golden sheet........		0 13
" gelatine............		0 22
" white gelatine......		0 20
" white glue..........		0 12
" 100 flake........	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c. ¼-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL..................................	0 11½
CL..................................	0 12
C....................................	0 11½

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., " ..	0 22½	0 22½
Tins, 1-lb., 100 in case..... .	0 21½	0 21½

PARIS WHITE.

In bbls 0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs... ...	0

PREPARED PAINTS.

	Per gallon in qt. tins	
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C......		1 65
Brandram-Henderson's "English."		1 95
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle..........		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand..........................	1 60	1 90

Quality Talks

That's why many progressive dealers have taken hold of the

"MINERVA"
Paint Proposition

Quality of goods, plus the most effective selling helps ever supplied dealers, are what have made the "MINERVA" Proposition a genuine profit-producer.

Convince yourself by writing for details and ask for the names of agents to whom you can refer, who have found the "MINERVA" Paint Proposition a real help to them.

All "Minerva" Specialties are sold in full Imperial Measure Cans.

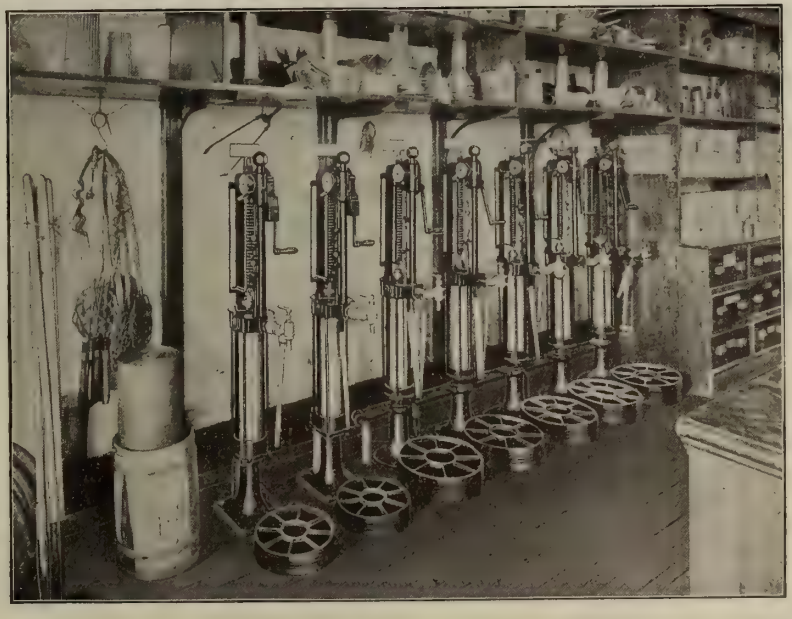
Pinchin, Johnson Co. (Canada) Limited

377-387 Carlaw Avenue

TORONTO

ESTABLISHED 1834

This Illustration was made from a photograph of a Bowser installation for Mr. Samuel Hobbs, 1434 Queen St. W., Toronto, Ont.



This system handles

Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 Fraser Avenue

PLASTER OF PARIS

Per barrel 2 30

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.	....	0 17½
Benzine, per gal single bbls	....	0 15½
Pure Turpentine, single barrels	0 70	0 65
Wood Turpentine	....	0 60
Turpentine, second run	....	0 60
Linseed Oil, " raw	0 90	0 92
" " boiled	0 93	0 95
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 [illegible]
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40	2 85
41 to 50	3 25
51 to 60	3 56
61 to 70	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	....	6 90
Elephant Genuine	....	6 90
Moore's Pure White Lead		6 90
Lily Pure	6 30	6 90
Tiger Pure	6 30	6 65
Monarch (Windsor)	....	6 50
Essex Genuine (Windsor)	....	6 90
Brandram's B. B. Genuine	7 75	7 90
"Anchor," pure	6 50	6 90
Ramsay's Pure Lead	6 30	6 90
Ramsay's Exterior	5 80	6 90
C.P. Co.'s Decorators' Pure	6 30	6 90
Crown and Anchor, pure	6 50	6 65
Island City Decorators' Pure.	6 50	6 65

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2. " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p c ; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4¼c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz.	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.	2 50
" adjustable, 4 in.	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz ....

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz.	0 60
Adze eye nail hammer, 10 oz, doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz.	5 60
Tinners setting, ½ lb., doz.	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch ... per gross	8 00
" " ½ " "	10 50
" " ⅝ " "	13 50
Leather, 1-inch ... per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16 in. $10.20; ½-in. $11.40 9-16-in. $13.2[illegible]; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net.	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in. ... per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 ... per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb.

Amatite ROOFING

AMATITE has a real mineral surface and therefore needs no painting.

There have been other ready roofings in the past which had a mineral surface, but they were not practical.

Amatite, however, is successful because the mineral matter is embedded in *pitch*. Pitch is very tough and has great adhesive power. Year after year these roofs will give faultless service without anybody giving a thought to them. This is the kind of roofing to have! The day of these smooth coated roofings that require a heavy coat of paint every year or two is past. They cost too much to maintain. More money can be spent on the paint alone during ten years than a new Amatite roof would cost.

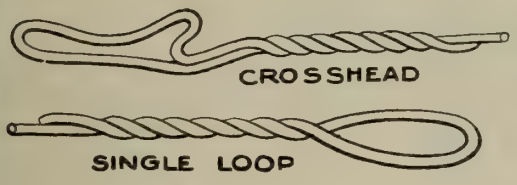
A free sample of Amatite Roofing and further information can be obtained by addressing the nearest office.

Everjet Elastic Paint. A very low-priced black paint—very tough and durable. Stands heat so well that it can be used on boilers. For wood or metal, ready roofings, fences, iron work, farm implements, tanks, etc.

THE PATERSON MANUFACTURING CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B HALIFAX, N.S.

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire. This is a line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind. Get our prices and send us a trial order---we guarantee to satisfy. We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

The High Quality of Our HEINISCH TINNER SNIPS

has made them the tinners' favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.

The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

The "VULCAN"

Recommend them to your customers—we guarantee the highest satisfaction. **Get them from your jobber.**

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS' SHEARS TRIMMERS' SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1⅛ inch	3 35
1¼ inch	3 00
1⅜—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

Pressed spikes, ⅝ diameter, per 100 lbs.	2 85

OAKUM.

Plumbers ....per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00

Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent
6, 10 and 14-qt. flaring pails 35 per cent
Copper bottom tea kettles and boilers. 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices

PLIERS AND NIPPERS

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap .... per gross	30 00
Indian snap "	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08¾
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb.	0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

	Per cent
Wood F.H., bright and steel	85 and 10
" R.H., bright	80 and 10
" F.H., brass	75 and 10
" R.H., brass	70 and 10
" F.H., bronze	70 and 10
" R.H., bronze	65 and 10
Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymonr's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 90
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

Paint for 1912

There will be more paint sold in 1912 than in all the years that have gone before. Let us help you to get a good big share of this trade. The old beaten paths are played out. People are tired of the played out paints, the cheap stuff that lasts for no time, the dear stuff that only hurts the pocket.

Ramsay's Paints

are your protection. They protect your guarantee, your reputation, your profit. There is profit in Ramsay's Paints, because the price is right, the quality is right. The man who won't pay the price for Ramsay's Paints doesn't want pure paints. If he wants pure paints he will take Ramsay's.

Ramsay's Paints for 1912---profit, protection, and success.

A. RAMSAY & SON CO.

MONTREAL

Paint Makers since 1842

WESTERN DISTRIBUTORS

A. McBride & Co., Ltd., - Calgary
Revillon Bros., Ltd., - Edmonton
Bogardus-Wickens-Begg, Ltd., Vancouver

Trade Mark Reg'd 1877

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

"DOMINION CROWN" work up quicker and easier than ordinary brands.

Have your jobber supply them

A. C. LESLIE & CO., LIMITED

MONTREAL

Stephens

"WA-KO-VER" Stains

Assure Highest Satisfaction

These standard quality stains have gained favor with many housewives as they have a remarkable toughness and elasticity and can be washed with soap and water without impairing the brilliancy of their finish.

Wa-Ko-Ver Stain does not cover up the natural beauty of the wood, but rather emphasizes the grain and imparts any desired effect.

WA-KO-VER is absolutely guaranteed to be just as we claim. The good profits will appeal to you.

Write for our color cards and prices.

G. F. Stephens & Co. Limited

Paint and Varnish Makers

WINNIPEG CANADA

BRANCH AT CALGARY

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Northern Aluminum Co., Toronto

Ammunition
Dominion Cartridge Co., Montreal
Remington Arms Union Metallic Cartridge Co , New York

Anchors, Star Screw
Star Expansion Bolt Co., New York

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass

Babbitt Metal
Canada Metal Co., Toronto
Frothingham & Workman, Ltd., Montreal
Magnolia Metal Co. Montreal.
Tallman Brass & Metal Co , Hamilton

Bale-ties
Laidlaw Bale Tie Co., Hamilton, Ont.

Bar Iron
Henry Rogers, Sons & Co., Montreal

Bar Urns
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y

Belting
Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co., Toronto

Binder Twine
Consumers Cordage Co., Montreal
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto
Taylor-Forbes Co., Guelph, Ont.

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts—Expansion
Star Expansion Bolt Co. New York

Brass, Sheets, Tubes and Rods
Tallman Brass & Metal Co., Hamilton

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Jas. Cartland & Son Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

Bridle Rings—Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

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Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners
Ontario Lantern and Lamp Co., Hamilton, Ont

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Canada Wire & Iron Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co. Montreal
Lufkin Rule Co. Saginaw. Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph. Ont.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton

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Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Heaters.
Chicago Flexible Shaft Co., Chicago

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

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National Cash Register Co., Toronto

Castings
Corbett Foundry & Machine Co., Owen Sound

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
B. & S. H. Thompson & Co., Monsreal

Chafing Dishes
Buffalo Mfg. Co., Buffalo

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S. Cheney & Son, Manlius, N.Y.

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Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd , Hamilton, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds
American Shearer Mfg Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

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The Western Clock Mfg. Co., La Salle, Ill.

Clothes Line Reels
Corbett Foundry & Machine Co., Owen Sound

Clothes Reels and Lines
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

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Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

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Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montrea
Heinisch's, R., Sons Co., Newark, N.J.
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F. W. Lamplough & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

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Wm. Keating, Toronto

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Richards Wilcox Mfg. Co., Aurora Ill

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Star Expansion Bolt Co., New York

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Alexander Gibb, Montreal

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Hero Mfg. Co., Philadelphia

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Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto

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Canadian Hart Wheels Limited, Hamilton, Ont.

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Canadian General Electric Co., Toronto
Standard Paint Co., Montreal

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

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Davidson Thos. Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.
Ernest Stevens, Ltd., Cradley Heath, England

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Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
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The Parmenter & Bulloch Co., Gananoque, Ont.

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The Steel Co. of Canada, Ltd., Hamilton

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Delta File Works, Philadelphia, Pa.
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Chicago Flexible Shaft Co., Chicago
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Steel Co. of Canada, Limited, Hamilton

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W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
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Glass, Ornamental
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Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

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Sharratt & Newth, London, Eng.
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Gendron Mfg. Co., Ltd., Toronto

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Richards-Wilcox Mfg. Co., Aurora, Ill.

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Harrington & Richardson Arms Co. Worchester, Mass.

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The Stanley Works, New Britain, Conn
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John Simmons Co., New York City

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Peterborough Lock Mfg. Co., Peterborough, Ont.

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Henderson & Richardson, Montreal
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Corbett Foundry & Machine Co., Owen Sound

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White Mop Wringer Co., Fultonville. N.Y

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The Bridpgeport Hdw Corp., Bridgeport, Conn

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Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bullock Co., Ganonoque
P. L. Robertson Mfg. Co, Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Oilers
Thos. Davidson Mfg Co. Montreal
Hero Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E. T., & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F. & Co. Toronto
Corbett Foundry & Machine Co. Owen Sound

Ornamental Iron and Wire
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Dennis Wire & Iron Co. London, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
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Brandram Henderson, Moutreal
Canada Paint Co., Montreal
Dougall Varnish Co. Montreal
Imperial Varnish and Color Co., Toronto.
International Varnish Co Toronto Ont
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Lowe Bros., Ltd., Toronto
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Pinchin Johnson Co., Toronto
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Winnipeg Paint & Glass Co., Winnipeg

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R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

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Canadian Fairbanks-Morse Co., Ltd., Montreal

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Canada Wire & Iron Goods Mfg. Co., Hamilton

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Gillette Safety Razor Co., Montreal
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Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

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Jas. Stewart Mfg. Co., Woodstock, Ont.

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Steel Co. of Canada, Hamilton
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P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur Alex., & Co. Montreal.
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Metallic Roofing Co. Toronto
Standard Paint Co., Montreal
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Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

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Jas. Chesterman & Co., Ltd., Sheffield, England

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Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co. Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal
Steel Co. of Canada, Limited, Hamilton

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
E. Heller & Bro., Newark, N.J.
Henry T. Seymour Shear Co., New York
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Shovels and Spades
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Lundy Shovel & Tool Co., Ltd., Peterborough

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Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Silverware
Meriden Clarke Co. Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Standard Silver Co., Toronto
Toronto Silver Plate Co., Ltd., Toronto

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Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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B. Greening Wire Co., Ltd., Hamilton

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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

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Burrow, Stewart & Milne Co, Hamilton
Canadian Heating & Ventilating Co., Owen Sound
Davidson Mfg Co., Montreal
C. H. Le Page Co., Montreal
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock

Stove and Furnace Cement
G. F. Sterne & Sons, Brantford

Tacks
The Steel Co. of Canada, Ltd, Hamilton

Tapes
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Tin Plate
A. C. Leslie & Co., Montreal

Toasters
Harkins & Willis, Ann Arbor, Mich.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont
John Watson Mfg. Co., Ayr, Ont.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, On
Dougall Varnish Co., Moutreal
R. C. Jamieson & Co., Ltd., Montreal

Ventilators
Harris, J. W., Co., Montreal.

Vises
Hollands Mfg. Co., Erie Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co, New York

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

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Manitoba Gypsum Co., Winnipeg

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J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

Wagons—Children's
Woodstock Wagon Co., Woodstock

Washers
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros & Co. Montreal
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Canada Wire & Iron Goods Mfg. Co. Hamilton
B. Greening Wire Co., Ltd., Hamilton

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Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co. Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Stee Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton
Wire Goods Co. of Canada, Montreal

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B. Greening Wire Co., Hamilton
Jas. Steele Limited, Guelph, Ont

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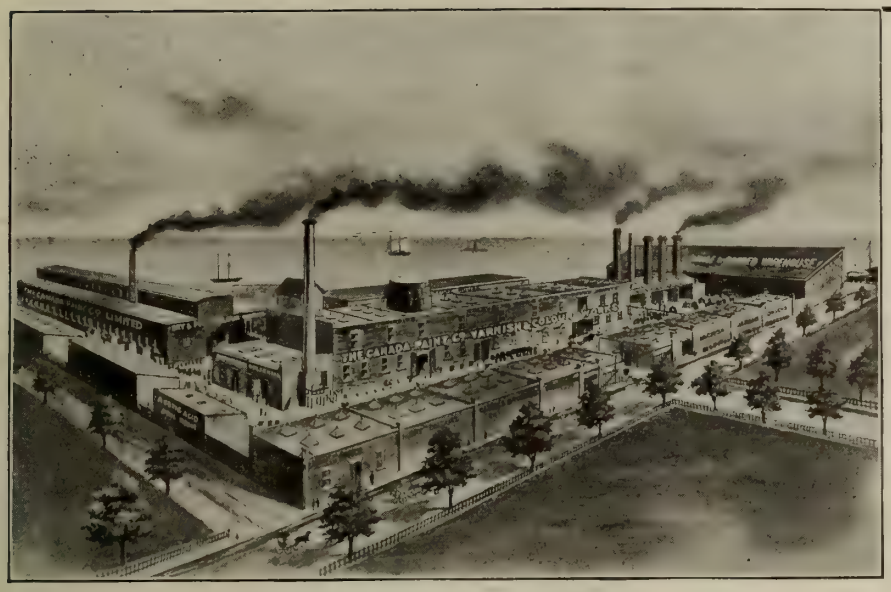

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ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25 % to 75 % of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited. Manufacturing Stationers, Toronto. (tf)

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

SITUATIONS VACANT

EXPERIENCED specialty salesman wanted; advertising experience desirable. This is a good position and offers splendid opportunity for advancement. State fully age, experience and salary expected. MACLEAN PUBLISHING CO., LTD., 143 University Avenue, Toronto. (tf)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

SITUATIONS WANTED

THOROUGH HARDWARE MAN, fifteen years' experience buying and selling. Inside or travelling. Also capable of taking charge of retail business. Box 620, HARDWARE AND METAL, Toronto. (2)

SALESMAN WANTED.

THERE IS AN OPENING ON THE STAFF OF the Canadian Grocer for an experienced salesman with knowledge of the grocery trade. Advertising experience is desirable. This is a good position and offers splendid opportunity for advancement. State fully age, experience and salary expected. MACLEAN PUBLISHING CO., LTD., 143 University Avenue, Toronto. [1]

MISCELLANEOUS

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE money you are now losing through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

Nature has solved the problem of distribution. It uses a multitude of agents to effect the distribution of its products.

Nature does not expect every seed to fall upon fallow ground and to take root. But, it achieves a profitable percentage upon its distribution. This is all that an advertiser has to do to reap a profitable harvest on his outlay.

It may sound incredulous to some dealers when we say the best season for selling paint is right now and will continue for the next six months.

Winter's chill, centers the family interest in the home and its decoration. No expense within the reach of the family pocket book will be spared to make home attractive and to allow the individual members to contribute their "labor of love."

There are some finishes about which the family needs a little education and is all that is necessary to turn your dull paint season into the busiest of the year.

Senour's Floor Paint and our high grade household paints are more in season now than at any other time.

To more familiarize the public with the use of our household paints we have prepared a series of advertisements for use in your daily papers.

These advertisements were produced at great expense and will bring a large volume of business to your store at the time you most need it.

We have many other ways of creating business for our dealers.

If you are a Martin-Senour dealer take advantage of this opportunity by stocking our seasonable goods, if not, ask us about our proposition today.

THE MARTIN-SENOUR CO., Limited

Pioneers Pure Paint

MONTREAL CHICAGO WINNIPEG

UNVARNISHED FACTS

DOUGALL VARNISH is the one varnish that will give perfect satisfaction.

Made under perfect conditions by the most experienced workmen, it has qualities which are not found elsewhere.

Dougall Varnish will cover more surface per gallon than any varnish made. When dry, it possesses a very high polish which it retains for a long time. Its lasting qualities are well known and it well deserves this description:

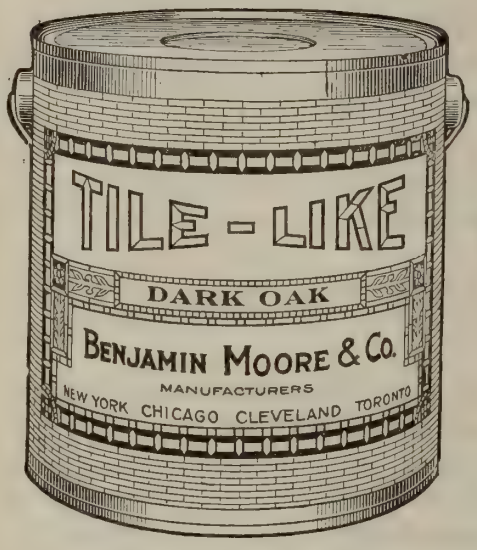
THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President

305 Manufacturers Street, - - - Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.



MOORE'S *Tile-Like*

is full of attractive selling points, and can be handled with profit by every hardwareman. "TILE-LIKE" is a colored **Varnish and Stain Combined,** and requires no stirring. No other varnish stain is so uniform in color as "TILE-LIKE," which has the added advantage of not hiding the grain of the wood.

Will not mar when used on floors, works easily, is slow in setting, and can be rubbed in 24 hours. Suitable for all kinds of interior woodwork. Buying "TILE-LIKE" means saving the cost of staining, and it will be found a high-grade varnish, the equal of any on the market.

GIVE "TILE-LIKE" THE PROMINENCE IT DESERVES.

Other MOORE Leaders are: Moorame1, Muresco, Floor Paint, Saniflat, House Colors, Impervo Varnish.

Write for Colour Cards and Prices.

Benjamin Moore & Co., Limited, Toronto

NEW YORK CHICAGO CLEVELAND

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. pate nt No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-kn own and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	NAME OF BRAND
The Sherwin-Williams Co., Montreal, Canada	"Taxite"
International Varnish Co., Ltd., Toronto Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

A TIP FOR 1912

Buy the Queen Square Fruit Jar

The biggest selling Lightning Style Jar in the United States and Canada. This jar is tried and true and should not be confused with the ordinary type of jar.

Made in clear white flint glass, with wide mouth, seamless rubber base and smooth polished top. Has the adjustable fastener.

Insist on the Genuine. Beware of Imitations. There is only one "Queen"

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U.S.A.

For sale by all first-class dealers in Canada and United States.

You know, Mr. Dealer—

consumers don't use

INTERNATIONAL VARNISHES

and

VARNISH SPECIALTIES

because they like the name or because they like you.

No! They use them because they have found them uniform, reliable and satisfactory.

You can't afford to be without this line of goods on your shelves.

Write for particulars and ask for our policy of co-operation with the Dealer.

All International products are sold in full Imperial measure cans.

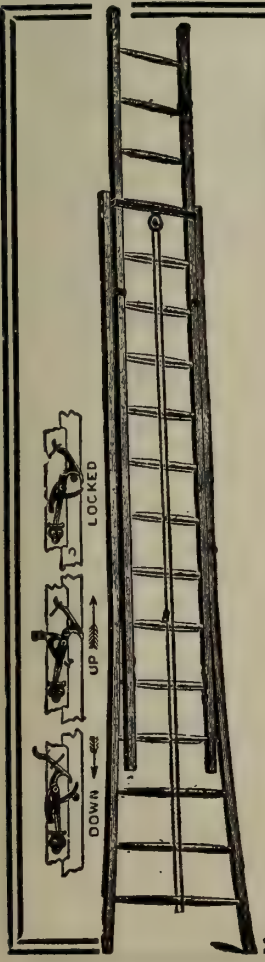
INTERNATIONAL VARNISH CO. LIMITED

Canadian Factory of Standard Varnish Works

TORONTO WINNIPEG

New York Chicago Cleveland London Brussels Melbourne

1-44



An Easily Operated, Strong and Serviceable ROPED EXTENSION

LADDER

It is the safest and most convenient ladder for painters and contractors as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The

Stratford Mfg. Co.

Limited

Stratford - - Ontario

JAP-A-LAC

Is a More Profitable Proposition For You NOW Than Ever Before

If you don't know our **new** and astonishingly generous discounts on Jap-a-lac---write us.

Use the attached coupon.

Don't lose another minute of your good time, or another cent of your good money.

Don't experiment with imitations.

The attached coupon will bring you, by return mail, full details of the biggest, best and broadest money-making proposition we ever made.

Let us explain our proposition.

Use the attached coupon.

THE GLIDDEN VARNISH CO.

Factories:—Toronto, Ontario Cleveland, U.S.A.

Branches:—London New York Chicago

THE GLIDDEN VARNISH COMPANY

Toronto, Canada

Gentlemen:
Send me full information of your new offer to the trade on Jap-a-lac, understanding it will place me under no obligations.

Name.....

Address.....

TRADE MARK
KEYSTONE
BRAND
REGISTERED

You cannot make a

Clean Sweep

with a poor broom.

Every woman desires her house to be swept clean and it is therefore important that every dealer should supply his customers with the best Broom to be had.

There is no surer way than by handling only the

Keystone Brand

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

Making The Best Varnishes Still Better Known

Thousands of dealers and users know the merit and standing of Berry Brothers' Varnishes, without the need of any further argument on our part.

Years of good quality-service and consumer advertising have made "Berry Brothers" a household name.

But every day it is becoming better known. Every day the *label* is made more and more familiar to all consumers—so familiar that it is recognized at sight on any dealer's shelves.

Are you taking advantage of this growing popularity? Is your varnish business increasing in proportion to the opportunity our reputation and advertising open up to you?

Berry Brothers' Business Builders

The Big-5 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK
For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH
For the finest rubbed or polished finish on interior woodwork.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather.

LUXEBERRY WHITE ENAMEL
The newest and best for finest enameled interior woodwork.

BERRY BROTHERS, Limited
The World's Largest Varnish Makers
WALKERVILLE, ONT.

JAMIESON'S VARNISHES

Have a reputation of over fifty years' standing which is envied by many.

To hold this reputation their quality has been maintained in the face of all competition. The wisdom of this policy being shewn by the fact that their sales have grown up with Canada.

To-day these varnishes are made in our three plants by the most modern methods, under the most expert supervision, filtered and thoroughly aged in our extensive system of tanks.

The dealer who handles these varnishes has a reputation of over half a century back of him.

Think what this means to you.

R. C. Jamieson & Co.
LIMITED
ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal

SUPERIORITY!

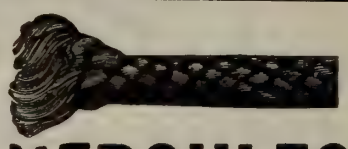
We have spared no expense in the manufacture of NEW ERA PAINT, which has resulted in a paint that will outlast, cover more surface, hold its color better, stand more extremes of the weather and give a more brilliant finish than any high-priced paint you can buy.

NEW ERA PAINT

NEW ERA is a paint made especially to meet the requirements of the most critical user, and is sold at a price that is within estimates of every painter.

Write to-day for this guaranteed paint—it will pay you

Standard Paint & Varnish Co., Limited
WINDSOR ONTARIO

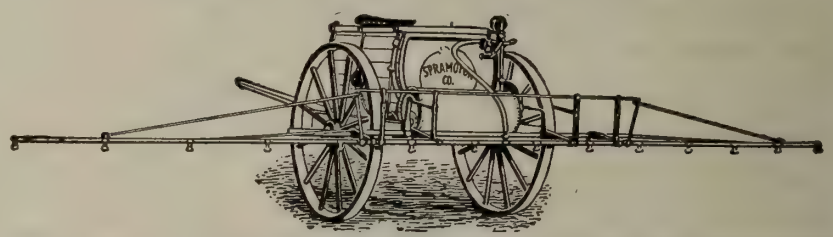


HERCULES
SASH CORD

BUY THE BEST
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

THE PEST PARALYZER



The Horse Power SPRAMOTOR shown above will thoroughly spray 2 acres of potatoes or row crop in 30 minutes. The horse does all the work.

12 nozzles that **will not clog**, spraying both tops and vines with 125 pound pressure, get after the parasites. Full control from driver's seat. Has automatic regulator and agitator nozzle protector, pressure relief, 12 gal. air-pressure tank, draining, air and controlling cocks. Equally efficient on row crops or orchards. Made for 1 or 2 horses or hand. Awarded gold medals at National Horticultural Congress. Write for free treatise on crop diseases. AGENTS WANTED.

R. D. HEARD, 1383 King Street, LONDON, Canada

FINANCIAL WRITER:—

We propose increasing our staff of editors and will consider confidentially applications from men who can furnish evidence of high character and good ability. They should have some knowledge of investments and preferably be University graduates with newspaper experience. State age, experience and salary wanted. Address

The Financial Post of Canada
143 University Ave.,
Toronto

H&R ARMS CO

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

ENGLISH HARDWARE

MAY & PADMORE, LIMITED

BIRMINGHAM, ENGLAND

A FULL AND COMPLETE LINE OF HARDWARE FOR CANADIAN TRADE

Brass Knobs
China Knobs
Glass Knobs
Casement Adjusters
Casement Fasteners
Sash Fasteners
Store Door Sets
Letter Plates
Cremore Bolts
Etc., Etc.

Canadian Agent, PHONE MAIN 6706

THOMAS W. KIRBY

48 Yonge St. Arcade .:. .:. TORONTO

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

LAMP BLACKS

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

Sell ceilings for large profits

We are hammering the PRESTON Steel Ceiling idea into the public mind these days by a strong series of newspaper ads.

The result will be reflected in inquiries that will come to you. Are you ready to handle these inquiries and nurse them into orders?

The profits on PRESTON Steel Ceilings are large, and—as a side issue—you will most likely land the paint order that has to be given when PRESTON Steel Ceilings are to be used.

Have you on file our Catalogue No. 24 and our trade price list 48?

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

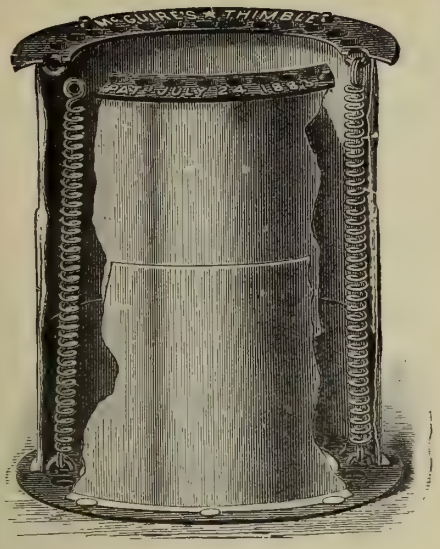
A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

The Owen Sound Wire Fence Co., Limited

OWEN SOUND, ONTARIO.

WESTERN AGENTS
Brandon Safe-lock Fence Co, Brandon Man.



STOVE PIPE THIMBLES
Wright's Star

Japanned Steel Ends. Coppered Wire Springs.

No. 30, Wall, 6 in., 4 to 8 in. extension
No. 40, Floor, 6 in., 7 to 14 in. extension
No. 50, Wall, 7 in., 4 to 8 in. extension
No. 60, Floor, 7 in., 7 to 14 in. extension

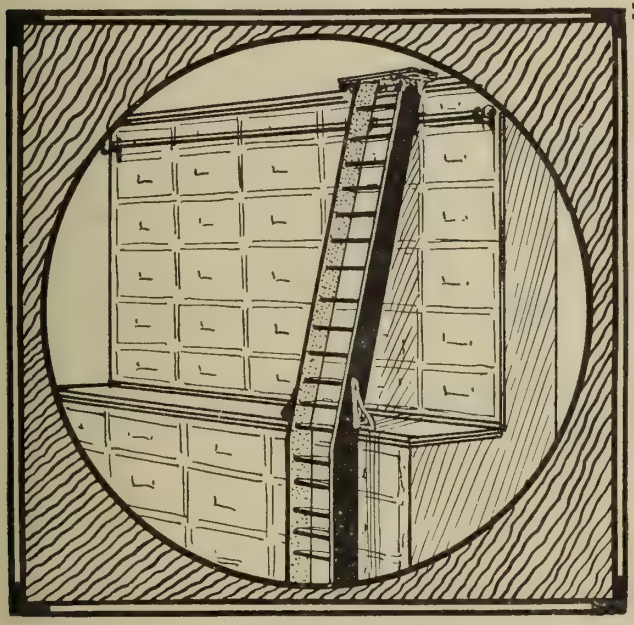
Crated 1/2 dozen in crate.

Write for Prices.

E. T. WRIGHT & COMPANY

HAMILTON, (H. G. WRIGHT) CANADA

Winnipeg Agents—Merrick-Anderson Co. Vancouver Agents—Macpherson & Teetzel,
Toronto Agent—F. B. Wilson, 33 Maitland St. Winnipeg Representative—W. Reynolds & Co.



The difficulty of getting at things and the labor of moving them about are greatly lessened if your store is provided with a

Bicycle Step Ladder

But get the right kind. Our Bicycle Ladders Combine solidity with lightness, being perfectly safe and yet easily moved, and are fitted with silent and easy rolling running gear.

Give us the measurements and particulars of shelving of your store and we will quote you our price for installing a bicycle step ladder to meet your requirements and to match the interior of your store.

Hamilton Brass Mfg. Co., Ltd., Hamilton, Ontario.

Montreal Office—327 Craig Street West

MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

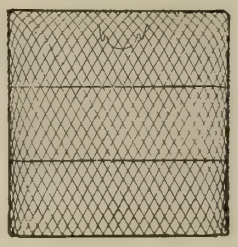
GALT, ONTARIO and VANCOUVER, B.C.

We are Headquarters for

SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.**

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering



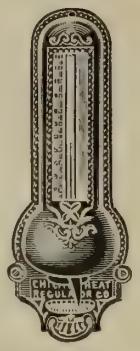
Send for illustrated price list

CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

The Chicago Heat Regulator

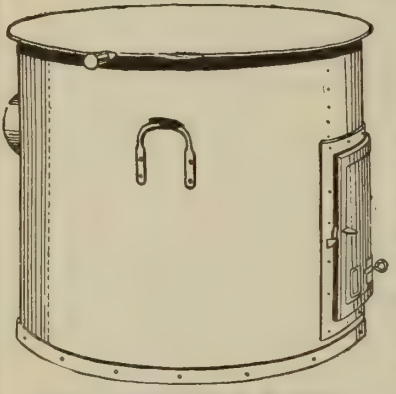


Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO



Erie Steel Feed Cooker

These cookers are indispensable to farmers, butchers or stockmen. Grains that are useless for other purposes, by the use of the cookers are made as valuable as the best marketable product. Made in 7 sizes for burning wood. Nos. 20, 30, 40, 60, 75, 90, 120. Grates for burning coal supplied when ordered.

Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

METALS

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

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W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

Turpentine Producers' Agency

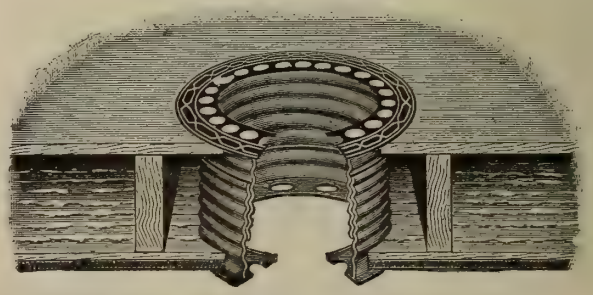
TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.
Warehouse: MacDonnell Ave.
C.P.R. and G.T.R. Sidings

Phones:
Office: Main 4391
Warehouse: Park 2781

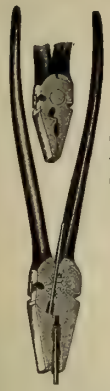
O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.

PRESTON & MONTREAL



UTICA PLIERS

UTICA Pliers are the highest class pliers made. Once used they become an absolute necessity to the user. Every plier stamped Utica means QUALITY and SATISFACTION.

WRITE FOR PRICES

UTICA DROP FORGE & TOOL CO.

UTICA

TRADE U TI CA REG. U. S. MARK PAT. OFFICE

SOLE AGENTS FOR CANADA

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

ACME CAN OPENER

The best can opener made. Opens round and square cans of any size. All metal parts nickel-plated. Both blades tempered steel.

Smith Hardware Co., Limited

240 Lemoine Street

MONTREAL

BLACK JACK

QUICK

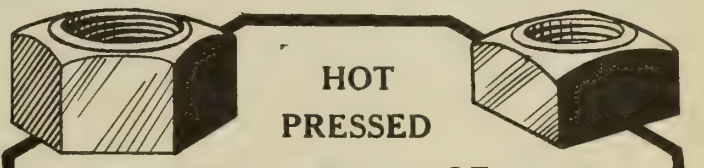
CLEAN

HANDY

TRY IT

SOLD BY ALL JOBBERS

¾-lb tins—
3 doz. in case.



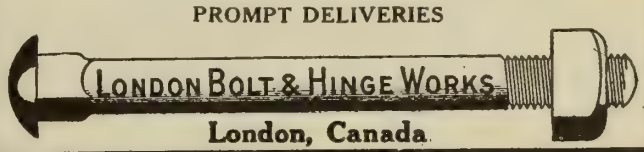
HOT PRESSED

NUTS OF QUALITY

SQUARE AND HEXAGON

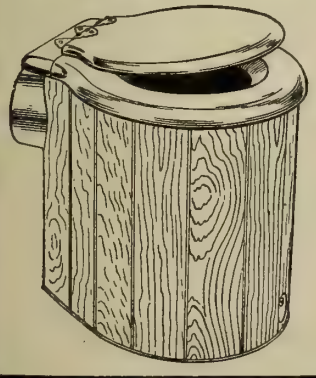
We make a specialty of sizes for ¾ in. to 1½ in. bolts

PROMPT DELIVERIES



London, Canada

THE SANITATION PROBLEM SOLVED



by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small ¾ gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

Kendrick & Co., Simcoe

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited

WINNIPG, MA NITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK

GRANTED 1682.

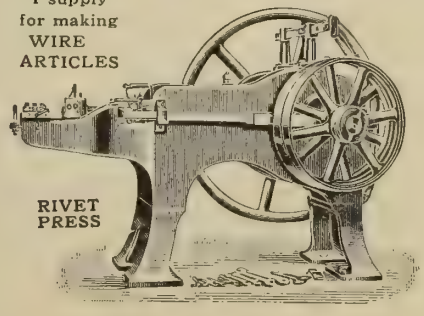
SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

THIS IS ONE of the many kinds of Machines I supply for making WIRE ARTICLES

MACHINERY DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.



FOR Making

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, and Any other Article made from WIRE.

SEND FOR LISTS

ED. BRAND

Wire Machinery Specialist

472 Moss Lane East

Manchester, Eng.

Cable Address: "Filieres, Manchester."

Code used: A.B.C., 5th ed.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

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Bell Phone 3033 P. O. Box 367

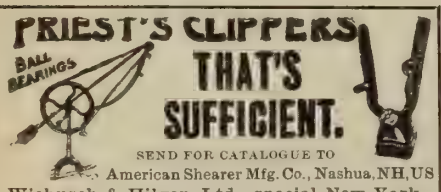
Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.

ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

EMERY WHEELS.

Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

ICE SCRAPERS.

No rink is complete without a J & R Rink Ice Scraper, just scrapes up the Ice, no brooms required, write

JAMES & REID
PERTH - ONTARIO
for circular and prices.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

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FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
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CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

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Cars distributed, warehoused and forwarded.
BUSINESS SOLICITED.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.
Write us for our list of Plow Castings.
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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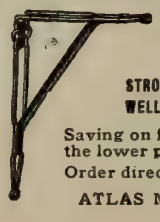
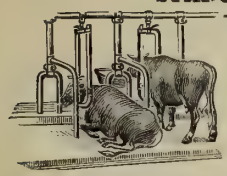


BRADLEY "METAL CLASP" SHELF BRACKETS
STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.
Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.
ATLAS MFG. CO., New Haven, Conn.

STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

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ARMSTRONG PLANER TOOLS Are ALWAYS Ready for use.

7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. Chicago, U.S.A.

ONE

with an assortment of Cutters

EQUAL A DOZEN FORGED TOOLS.

Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited

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WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

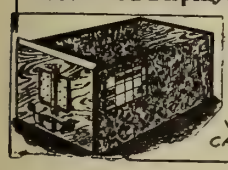
The Estate of O. D. COWAN
GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROW

Agents { Asselin & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

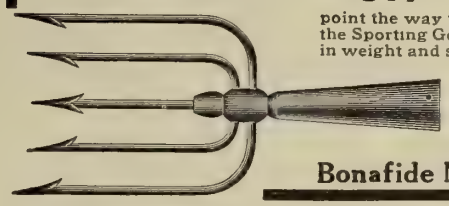
W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

ORIGINAL "ST. CLAIR" FISH SPEARS



point the way to increased sales. They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

No. 19

Write for illustrated circular and jobbing prices

Bonafide Mfg. Company, Plymouth, Mich., U.S.A.

"ACME"

are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

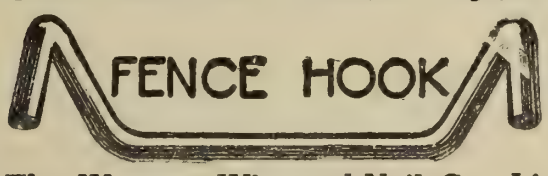
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SEYMOUR SHEARS

The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

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Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon
327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

GREENING
STEEL WIRE CHAIN

If you are interested in chains, examine carefully the perfect mechanical construction of "Greening's." It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-Out, Cattle, Trace Chains, Etc. You will make no mistake in handling our line exclusively.

CORRESPONDENCE SOLICITED

We send cuts with table of breaking strain. Samples, etc., upon request.

THE B. GREENING WIRE COMPANY, Limited
HAMILTON, Ont. MONTREAL, Que.

FOR 1912

Our line of Baby Carriages, Go-carts, Collapsible Go-carts is now ready

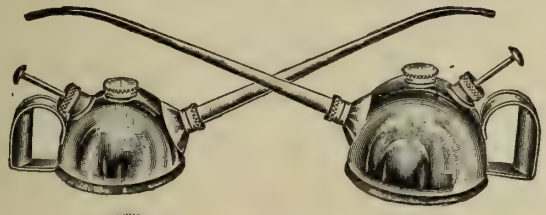
AN ADDED ATTRACTION

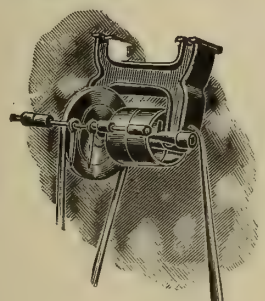
is the Children's Sulky Line. See these before completing purchases.

TRAVELLERS NOW ON THE ROAD

TORONTO Sendron CANADA

Howland's Pump Oilers

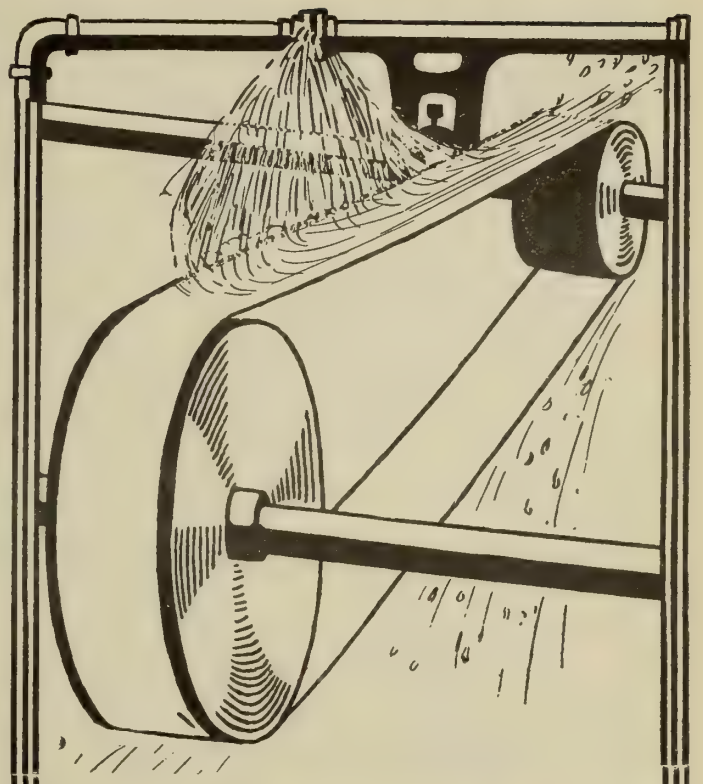




For sale by all Jobbers in Canada.

A slight pressure of the plunger pumps the oil to the bearings.

Maple City Manufacturing Co.
Monmouth, Illinois, U.S.A.



"AMPHIBIA"

WATERPROOF

Leather Belting

Will prove to be a very profitable addition to your 1912 stock.

It is made from the best centres of oak tanned hides and is put through a process of manufacture that makes it absolutely waterproof under the most exacting conditions.

"AMPHIBIA" is guaranteed to give an economical and highly efficient service when used in either wet or dry places.

The dealer who sells "AMPHIBIA" is taking a great step towards his success as this belting never fails to satisfy the user and brings a good profit on every sale.

Write for particulars and prices.

Sadler & Haworth

ESTABLISHED 1876

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TORONTO, 27 Melinda St.
ST. JOHN, N.B., 89 Prince Willlam St.
WIMNIPEG, 244 Princess St.
VANCOUVER, B.C., 217 Columbia Ave.

Connor Washers and Wringers

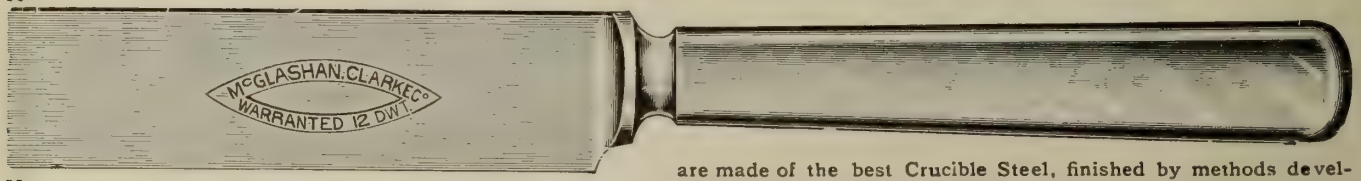
All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

The McGlashan, Clarke 12 Dwt. Knives

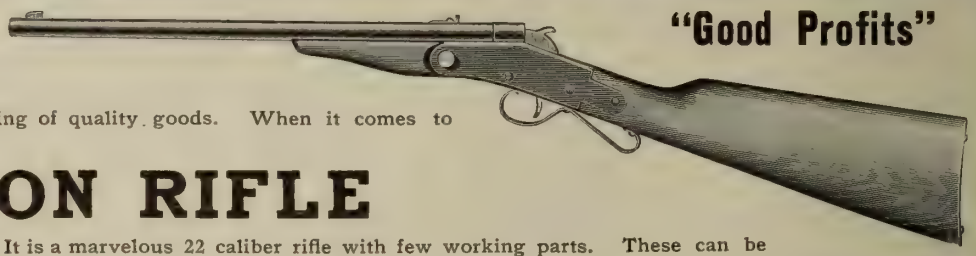


are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plate with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont David Philip, 291 Portage Ave., Winnipeg, Man.

The Straightest Aim **"Good Profits"**



at YOUR success is the handling of quality goods. When it comes to quality, the

HAMILTON RIFLE

cannot be beaten for the price. It is a marvelous 22 caliber rifle with few working parts. These can be easily kept clean. Its safety, strength and accuracy give it an unlimited popularity with every user. The finish and design make it very attractive. The good profits will appeal to you. Get our circulars.

For Sale By All Jobbers

C. J. Hamilton & Son - Plymouth, Mich.

Salem

Kingston

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Turenne

Irwin

Avon

Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA

BANNER COLD BLAST LANTERNS

Notice to Dealers

Every purchaser of a BANNER Cold Blast LANTERN can obtain a complimentary CALENDAR by filling in and mailing the coupon found in the LANTERN.

The Ontario Lantern and Lamp Co., Limited

Head Office and Factory, - - - HAMILTON, ONT.

Branches:—MONTREAL, WINNIPEG,

ELECTRIC WELDED

ELECTRIC WELDED

McKinnon Chain Company

BUFFALO, N.Y. ST. CATHARINES, ONT.

Manufacturers of

Electric-Welded Anti-Skidding Chains

COMPLETE CHAINS REPAIR PARTS ATTACHMENTS

RUSTPROOF FINISH CASE-HARDENED

Handled Everywhere By The Leading Jobbers

SWELL WELD

SWELL WELD

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

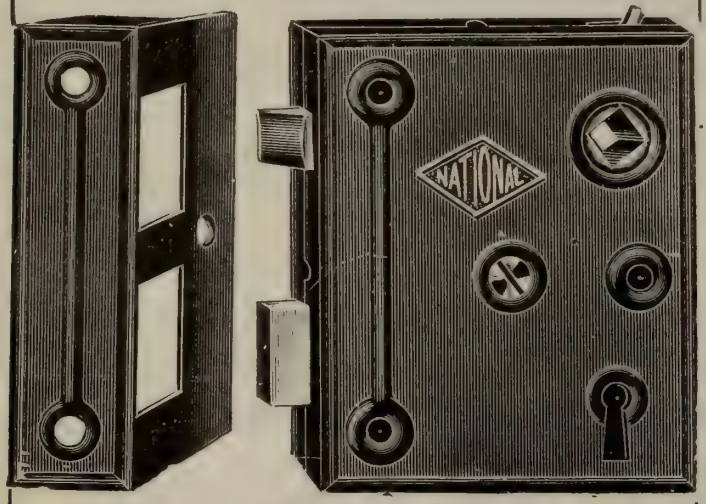
PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

NATIONAL STEEL RIM LOCKS



Safety, strength, durability and finish are combined in these splendid locks, the only steel rim lock made in Canada. The locking mechanism is very simple and cannot get out of order. Is pivoted on a central pin. They will just meet the requirements of your best class trade.

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

OUR UP-TO-DATE

Restaurant Urns

Assure good value with every sale.

Their **attractiveness** and **service** make them better and cheaper than any other.

It has been proved by many hardwaremen that **one sale** of this Urn **will increase to many.**

They are in demand everywhere and **sell on sight.**

Let us hear from you at once.

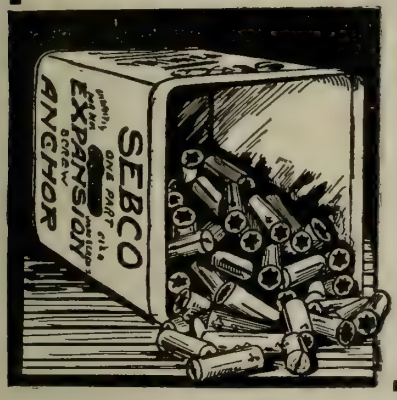
THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives
H. F. McIntosh & Co.,
28 Toronto St., Toronto

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros. 377 St. Paul St., Montreal, Can:; Turner & Walker, 14 Bannatyne Ave., Winnipeg, Can
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

FILES

Every File Tested Before Leaving Works

MERMAID

LEAP-FROG

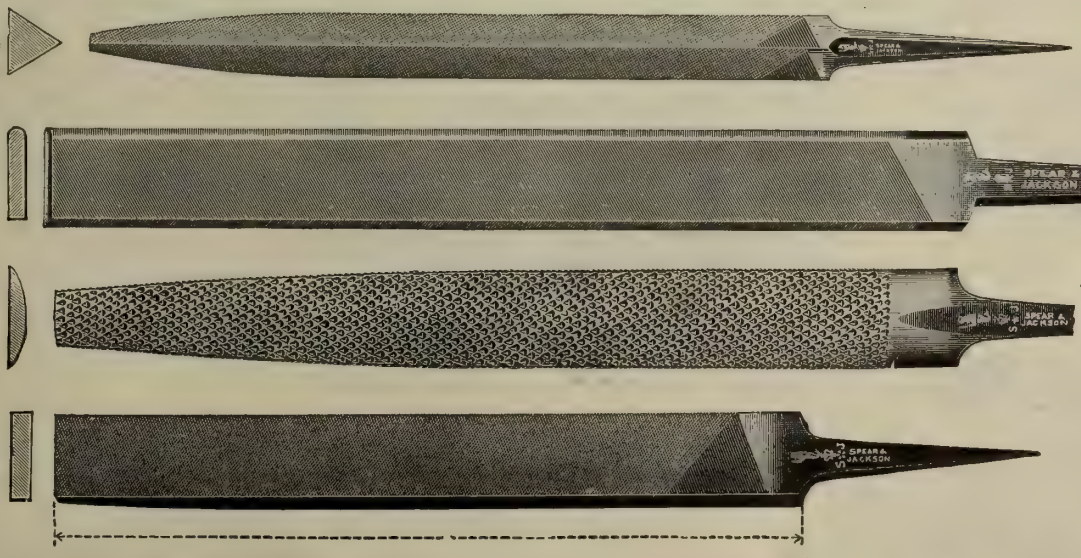
That do MORE WORK at LESS COST than ANY others on the market

F 127—3 Square File

F 122—Mill Saw File one round edge

F 21—Half Round Rasp

Hand File

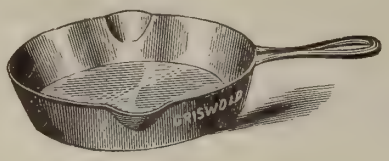


Also **AMERICAN** Pattern at **REDUCED PRICES**

Our Files are used by the **LEADING** Manufacturers in Canada, for the simple reason they are more **EFFICIENT** than any others.

HENDERSON & RICHARDSON
Board of Trade Building, **MONTREAL**

SPEAR & JACKSON
SHEFFIELD, ENGLAND



"GRISWOLD" Aluminum Ware

IS LIGHT, SERVICEABLE AND DURABLE

This kitchenware is the kind that appeals to every up-to-date housewife, as it is very easily handled and very attractive.

It is solid throughout, having no joints, seams, rivets or solder to leak or give trouble. Its finish is especially hard and will resist acids.

Aluminum will conduct heat more rapidly than other metals and retain it longer. Every article bearing the name "Griswold" is absolutely guaranteed.

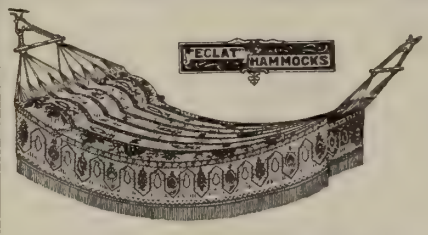
Griswold Waffle Irons

are beyond competition when it comes to making first-class waffles. It is the most practical utensil that can be produced and gives a long, reliable and efficient service—a service that makes every user enthusiastic.

GET OUR CATALOGUE AND PRICES AT ONCE.

The Griswold Mfg. Co.

ERIE, PA.



THE HOHLFELD LINE

OF

High Grade Hammocks

for 1912

is now ready and will be shown throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line Because it is Most Saleable

The Most Popular Line Because it is Most Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS

Known the world over as the standard by which all others are measured

Geo. Borgfeldt & Co., Agts.

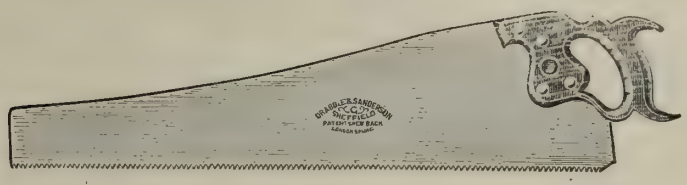
TORONTO

Catalog and Prices on request

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS for all purposes



SAWS The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Canadian Representative: D. G. ROSS, Saskatoon.

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

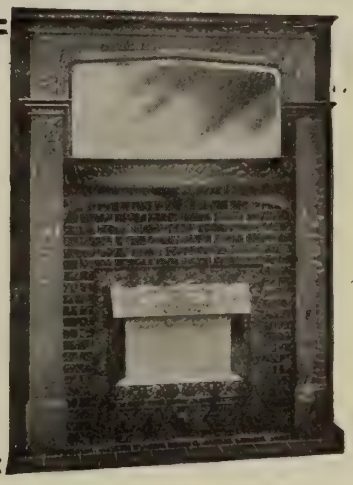
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



When "CANADA" Cement is Specified

the builder is assured of uniform strength, fineness, color and setting qualities. Rigid tests, under the supervision of our general superintendent and general chemist, maintain this high standard of quality.

Each barrel is guaranteed to weigh full 350 pounds (gross) the maximum cement barrel weight.

Mills in all parts of Canada enable us to make prompt delivery.

Being in competition with, and controlled by the market for such materials as steel, wood, clay products and natural stone, the price of cement is governed by conditions. At present these permit of a high grade material at a very reasonable price.

Specify "Canada" Cement for buildings, bridges and concrete blocks, and be sure of satisfaction.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Montreal, Dec. 4th, 1905

J. W. Harris Mfg. Co., Ltd.
Montreal, Que.

Gentlemen:

It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction.

The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.

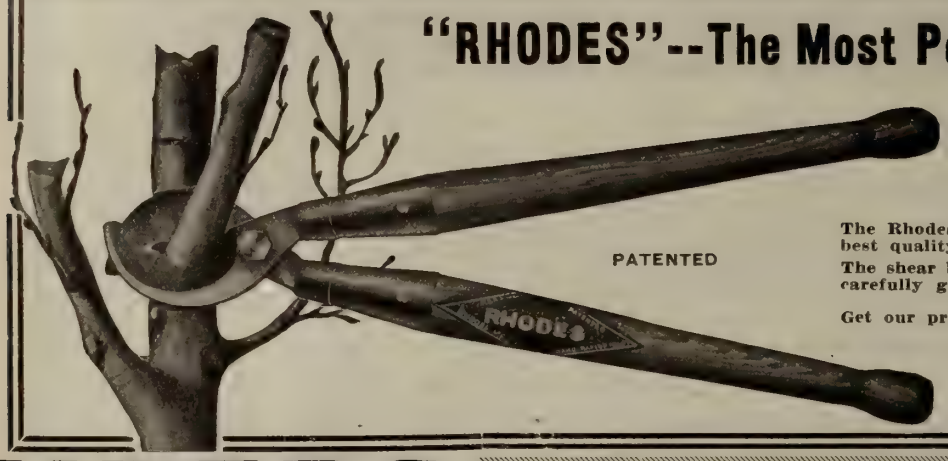
I remain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal



"RHODES"--The Most Powerful Pruner Made

CUTS CLEAN---WORKS EASY

PATENTED

This pruner, having a double cutting edge, cuts from both sides, and does not bruise the bark, but leaves a smooth cut that heals up rapidly.

The Rhodes is finely finished and is made from the best quality of material.

The shear blades are forged from tool steel, and are carefully ground and tempered.

Get our prices and proposition.

RHODES MFG. CO.
GRAND RAPIDS, - MICH.

MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

The sweeper of quality

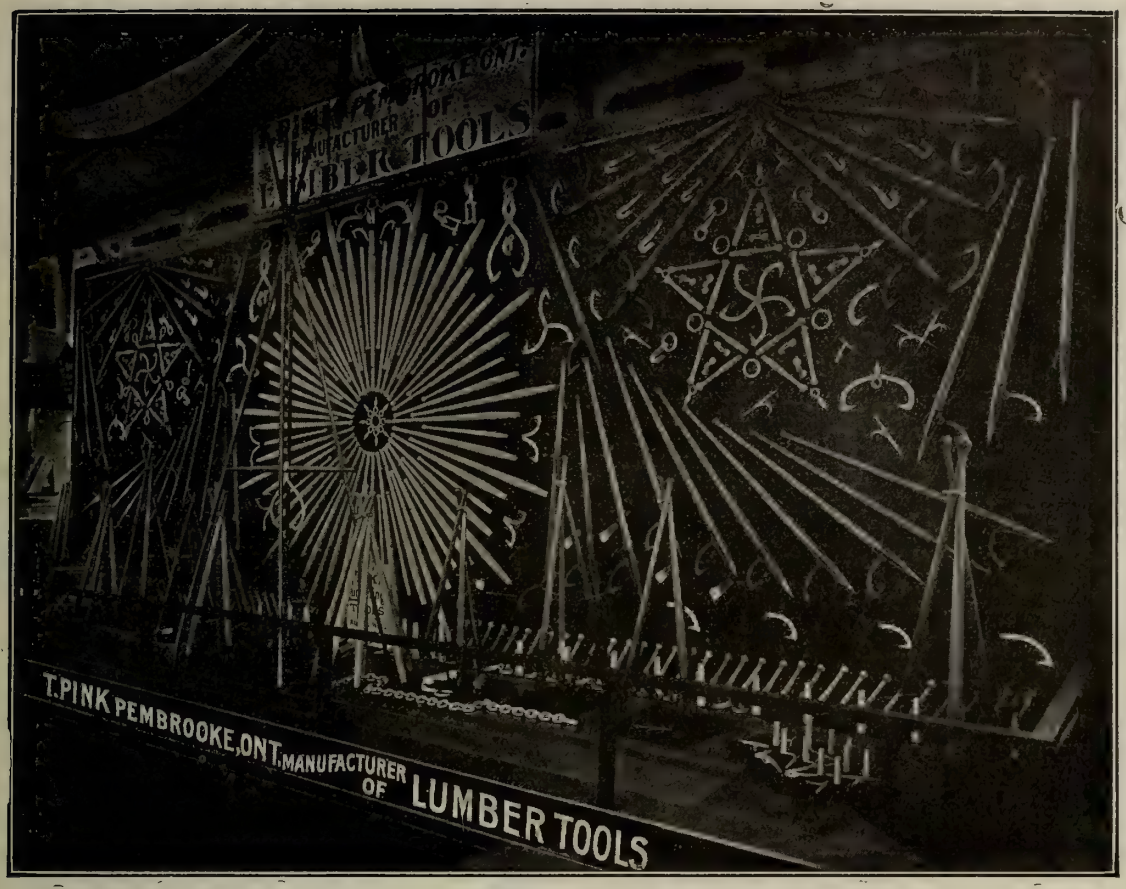
BISSELL'S
"Cyco" BALL BEARING

THE public is too well informed in regard to the merits of the Bissell sweeper to require any detailed description of the mechanical features that have placed our goods clearly beyond competition, and made the Bissell famous throughout the world. It is not how cheap, but how well we can construct a carpet sweeper, that has engaged our attention from the beginning, with the inevitable result that the Bissell sweeper is the recognized leader throughout the world wherever carpets and rugs are used. Our new Ball Bearing line marks the greatest advance in carpet sweeper construction up to this time and its universal favor with the trade and consumers alike is attested by the fact that four-fifths of our entire business of the past year is made up of Ball Bearing sweepers. Bissell's "Cyco" BALL BEARING is absolutely the only line of sweepers on the market sold at fixed retail prices that are rigidly enforced and that pay the dealer a good profit.

Bissell Carpet Sweeper Co.

Largest exclusive makers of carpet sweepers in the world.

Branches:
NEW YORK (Eastern Office, Salesroom and Export Dept.) 25 Warren St.
NIAGARA FALLS, CANADA, (Factory)
LONDON, ENGLAND PARIS, FRANCE



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Your Drills Are Just As Important As The Most Expensive Part Of Your Plant

You cannot afford to slight the importance of your drills. It will pay you to study their efficiency with the view of making them do their part in the reduction of factory costs.

That "W & B" Diamond Drills will reduce cost and increase output is a fact which has been settled by comparative tests, conducted by satisfied customers. These tests have shown "W & B" Diamond Drills to be superior to all others.

To verify this you need only hold a watch on "W & B" Diamond Drills. We urge you to make this test for yourself.

Tools of Quality bear these marks

Tools bearing the "W & B" Diamond Trade Marks offer an insurance against inferior quality. The "W & B" Diamonds are a guarantee of quality. Be sure your dealer gives you Drills with these marks. Jobbers in all large cities will supply, or write us. *Ask for Catalogue 74 B.*

The Whitman & Barnes Mfg. Co., Akron, Ohio, U.S.A.

ESTABLISHED 1854 — ST. CATHARINES, ONTARIO

Stocks carried at Winnipeg and Montreal

EVERY SPORTSMAN WANTS ONE

WRITE TO-DAY

This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, B-32 BOARD OF TRADE BLDG., - - NEW YORK CITY MONTREAL, CANADA

THE SPECIAL FEATURES IN MAXWELL'S

Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

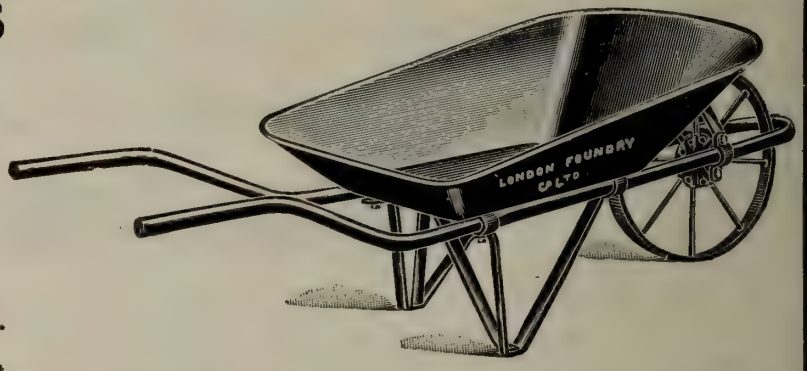
It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario

WHEEL BARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

BUSTER BROWN
CHILDREN'S EXPRESS WAGON

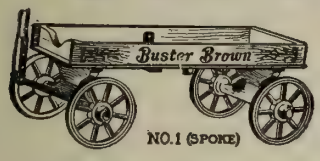
They're strongly made, easy running and well finished, and are a splendid selling line.

IN 4 SIZES

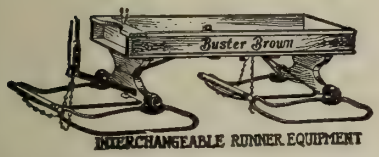
Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.

NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT

NO.2 (SPOKE)

NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

"CARPENTERS'" SPECIAL

FILES OF QUALITY

Are made in 5½-inch size only, and are especially designed for filing all fine tooth saws from 8 to 12 points. The CARPENTER'S SPECIAL will do all the work that an extra slim file will do from 3½ to 5½ inches, and obviate the necessity of carrying other sizes in stock. This file is made from the S. & C. Wardlow Crucible Steel, and is tempered by experts, assuring the buyer the best value that is possible to obtain for his money. Before you restock your file department, write us for circulars and prices. Every file that is made by us is absolutely guaranteed against imperfections.

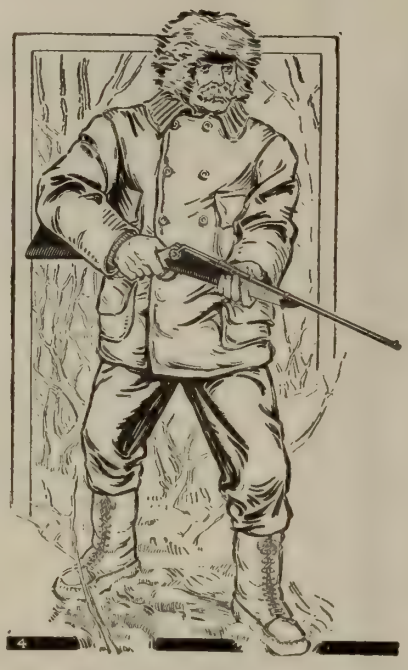
WRITE TO-DAY.

TRADE MARK
DELTA

DELTA FILE WORKS
PHILADELPHIA, PA.

Canadian Agents:

H. S. Howland, Sons & Co., Toronto
Stark-Seybold, - - Montreal
Wm. Stairs, Son & Morrow, Halifax



INCREASING WEALTH IN CANADA FAVORS THE SALE OF HIGH GRADE RIFLES

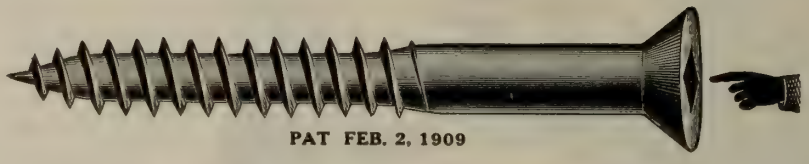
Don't be afraid to show the Ross "High Velocity" which retails at $75.00.

You may not appreciate the fact that there are a great many people in Canada who want the best and who are willing to pay for it.

The Ross "High Velocity" is the aristocrat of Sporting Rifles and is in the lead for power, mechanical perfection and style.

Discounts on application.

Ross Rifle Company **Quebec, Que.**



PAT FEB. 2, 1909

ROBERTSON SOCKET HEAD
WOOD SCREWS

Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping which often proves disastrous to the screw and wastes a considerable amount of the workman's time.

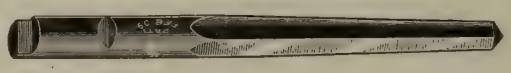
They will sell on sight—get our prices at once.

We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

Send for catalog.

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - - F. J. Schuch, Agent



BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

"Ready" Roofing and "Black Diamond" Tarred Felt

When handling roofing and building papers it is to your advantage to supply your trade with the best, even if your profits are not so large, as a satisfied customer is your best advertisement—an advertisement that will greatly increase your business.
Our products can be easily laid by any ordinary workman and are guaranteed to meet the requirements of every buyer. We also make a full line of Wrapping Papers.

Write us at once

"Cyclone" and "Joliette" Building Papers

For a quick seller---

STILL'S

EXTRA

AXE HANDLES

Beat them all.

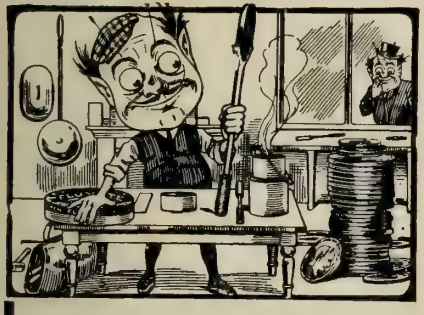
You certainly are losing Trade if you do not stock them.

DO NOT DELAY but get a stock at once. For the Price, you cannot surpass them in Quality or Finish.

Write for Prices.

J. H. Still Mfg. Co., Ltd.

ST. THOMAS - - ONTARIO



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. **Made by**

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

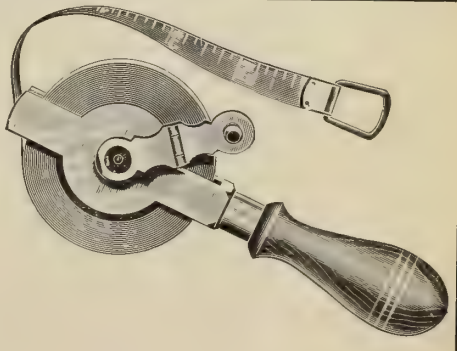
MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.



FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST

Est 1868 Inc. 1895

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT IN CANADA 1907

VALVE DISCS

"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

Imitated but not Equalled

STANLEY'S

Wrought Steel

BUTTS and HINGES

The Standards of the Hardware World

on our shelves will give your store a reputation for quality which will result in New Customers and Increased Profits.

THE GUARANTY TRADE S.W. MARK OF QUALITY

THE STANLEY WORKS

NEW BRITAIN CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada. No. 2.

January 13, 1912

POINTS THAT SELL

Lowe Brothers

HIGH STANDARD

PAINT

Efficiency

This word efficiency punctures the "purity" bubble. A paint may be strictly pure from a chemical standpoint, and decidedly poor from a practical painting point of view. "High Standard" Paint gives best results—its supreme quality of all ingredients—its correctly proportioned formula—its minuteness of grind and its well-balanced cohesive and adhesive properties insure a surface coating that is uniform—far spreading and lasting.

Economy

True paint economy is measured not by price per gallon but by price per surface covered and years of wear. "High Standard" Paint, by its greater covering, hiding and lasting qualities, is the most economical paint. Its wear is gradual, leaving the surface in good condition for repainting. It excels in service any other paint (prepared or hand mixed lead and oil). We are ready and willing to prove this by performance rather than assertion.

Certainty

The most thorough, scientific and systematic factory methods tend to eliminate in Lowe Bros.' Plant the many paint-making mistakes common in most Paint Factories. Back of the making and testing of every batch of "High Standard" Paint is the brains of fifty years' experience. The result is a paint of ab-so-lute uniformity—one color like another—every gallon like the last — the allways reliable — always dependable "High Standard" Paint.

"He Who Serves Best Profits Most"

This aphorism is a truism. It's an undisputable fact. There is no getting away from it—there is no getting around it, under it, or over it. The only way to make money on a continuous business building plan is to serve best—deserve best. Add this slogan to your New Year's resolutions. Greater success awaits the dealer with the ***better*** paint line.

Think it over. You owe it to yourself—to your business, and to your customers to investigate this "High Standard" Proposition.

Action is the "winning beginning." When shall it be?

H.S.

H.S.

LOWE BROTHERS, LIMITED

TORONTO

NEW YORK BOSTON DAYTON CHICAGO KANSAS CITY

Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any one of them will tell you Big Ben is the best selling alarm that's ever been put out.

In broken and dozen lots, $2.20 less 5%. In lots of 24, $2.10 less 5%.

The Western Clock Co., La Salle, Ill.

YOU can make sharpening stones one of your sellers if you handle Carborundum Sharpening-Stones. There is a customer in every user of edge tools—a Carborundum Sharpening Stone for every sharpening need—it's a stock that moves the year 'round—the demand is always growing. We do our share in meeting the call by producing a sharpening stone that gives a better edge in less time, that lasts longer, and doesn't fill or glaze—by creating the demand with national advertising—by aiding the dealer with advertising material, window displays, display cases, and other trade helps. The dealer can do his part by ordering a stock NOW and letting his customers know he is a Carborundum dealer.

Write for prices, discounts, catalogs, and complete details.

The Carborundum Company,

Niagara Falls, New York.

Branches in London, England.

THE LIGHTNING AND BLIZZARD

FREEZERS

stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.

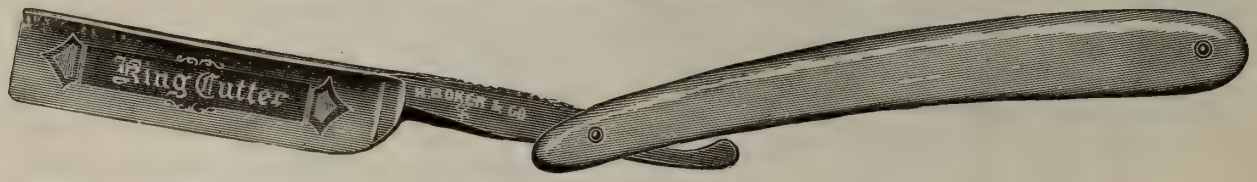
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

'King-Cutter' Razors

NEED NO RECOMMENDATION.



H. BOKER & CO.

RAZORS, SCISSORS and POCKET KNIVES

EDELWEISS

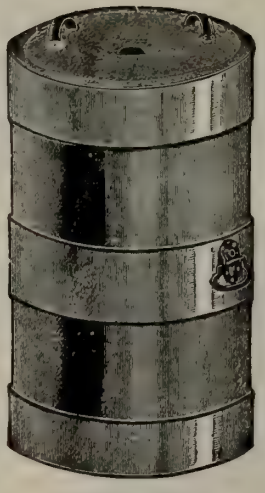
is the name of a small white flower, which grows on the Alps at great altitudes in situations difficult of access. Edelweiss is much sought after by Alpine travellers and mountain climbers. The quality and temper of the Edelweiss Razors are also very difficult to obtain. None but the most skillful workmen treat this Razor during the process of manufacture The Edelweiss Razor is in quality as much above the ordinary razor as the Edelweiss flower grows above other flowers. **FOR SALE BY ALL LEADING HARDWARE DEALERS**

S. M. P. FACTORY MILK CANS

Bodies of E.T. Pattern are made of 22 gauge Tinned Iron, and without Centre Bands.

Eastern Township Pattern

Prices on application



Broad Hoop Pattern

Bodies of B.H. Pattern are made of 24 gauge Tinned Iron, with Centre Bands and 22 gauge Tinned Iron, without Centre Bands.

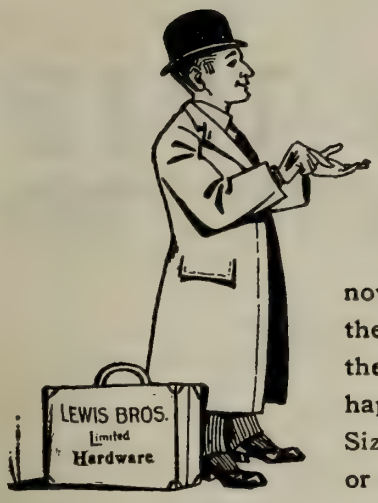
Gallons	10	15	20	25	30	40

The Sheet Metal Products Company

OF CANADA · · · SUCCESSORS TO · · · LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg



Let's Size Up the Situation

with a little common sense reasoning and a bit of money-making shrewdness.

Isn't it much better to have your Axe Order booked now for future shipment---prices guaranteed---and get all the goods ordered and just as ordered, than to wait until the season is on you before placing your order and perhaps pay more, suffer delay, and likely as not have the Sizes and Patterns most wanted "shorted" on the order, or substitutions made.

You Take Some Chances, But None to Lose

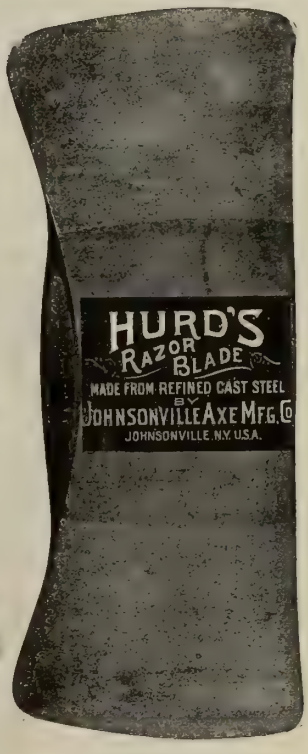
Therefore it is not a Gamble

If the prices advance, you make the advance, if they decline, you are protected and pay no more than if you had waited till the last minute.

Our Salesmen

are now out with an attractive sample line.

Have your fall requirements ready and talk the matter over with him, or submit them to us by mail.



We would especially draw your attention to our line of

HURD'S AXES

Their reputation is so well established that selling them is an easy task.

Remember This, that notwithstanding the **High Quality** and big demand for these axes, and their enviable reputation, the price is no higher, and in some cases lower than other axes which are not of the same high quality.

We have them in four finishes

Gold Bronze, Full Polished and Etched, Gun Metal and Fire Blue Finish. In all Popular Patterns, Styles and Weights.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Look Ahead for 1912

There is No Time Like The Present

to think about your requirements for the coming year

If you want to increase your sales this year, carry the best lines and keep a good assortment at all times.

Buy where You Get Good Values where You Receive Prompt Attention

We are known for our prompt deliveries and low prices and hope to be favored with your business.

Order Your Staple Goods from Us Now

WE SHIP PROMPTLY WE SHIP PROMPTLY

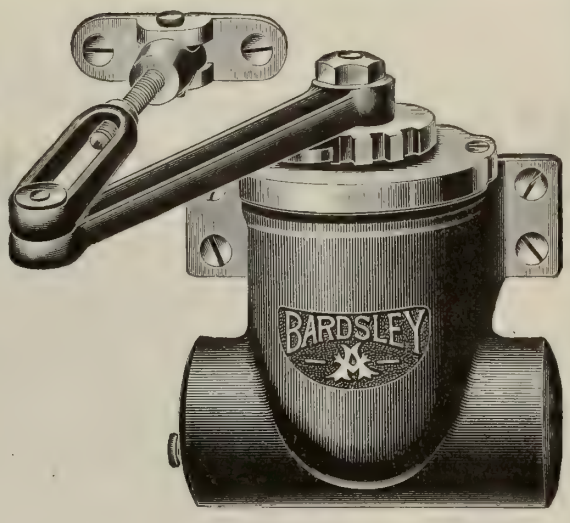
FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND METAL MERCHANTS

F.&W. MONTREAL - - CANADA F.&W.

BARDSLEY'S
DOOR SPRINGS & CHECKS

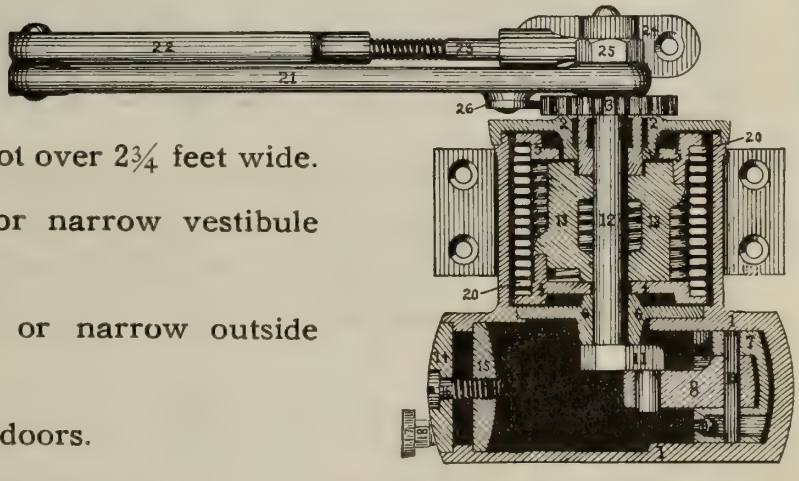
(MADE IN ENGLAND)



For use on right or left hand doors without change.

The Spring is made of best crucible cast steel spring wire.

One of the most durable Checks made. Finished in gold bronze. Possesses the soft cushioning, silent-closing feature. Provision is made for preventing leakage of the checking liquid from the lower cylinder into the spring chamber.



SIZES

A. For light inside doors not over 2¾ feet wide.

B. For wide inside doors or narrow vestibule doors.

C. For large inside doors or narrow outside doors.

D. For medium size outside doors.

E. For large and heavy outside doors.

CORNER BRACKETS FOR ALL SIZES KEPT IN STOCK.

WE SELL THESE DOOR SPRINGS AND CHECKS AT REASONABLE PRICES.

Caverhill Learmont & Co.

MONTREAL - and - WINNIPEG

The

Steel Company of Canada

Limited

LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

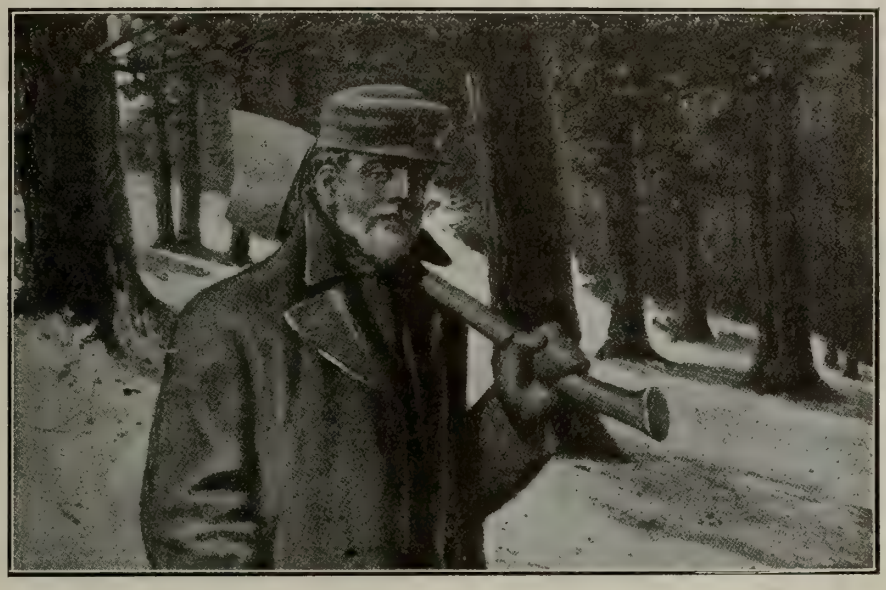
This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

SAMSON AXES



Thousands of them are now giving account of themselves in the woods, where the prime consideration is quality and reliability.

We carry Lumbermen's Tools of all kinds and seem to have no difficulty in getting repeat orders.

H. S. Howland, Sons & Co., Limited

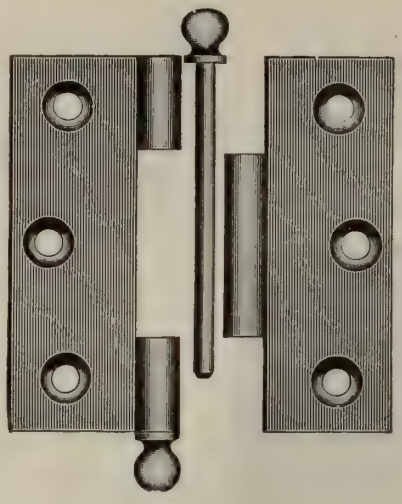
WHOLESALE HARDWARE

We Ship Promptly

TORONTO

Our Prices Are Right

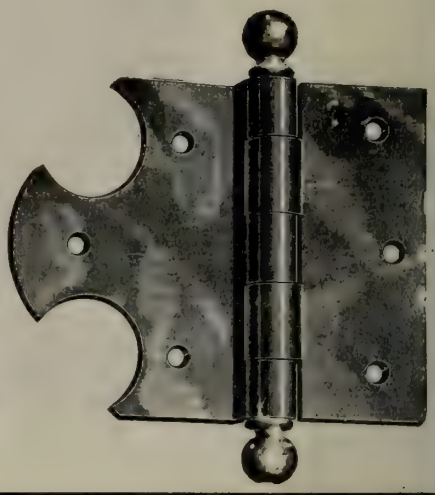
GRAHAM NAILS ARE THE BEST



PLEASE DON'T

BE CONTENT TO SIMPLY ASK YOUR JOBBER FOR "SOME HINGES"

There are GOOD HINGES and BAD HINGES, and when you don't mention what BRAND you want—you are liable to get either good or bad, or both.



We are the largest manufacturers of Builders' Hardware in the Dominion.

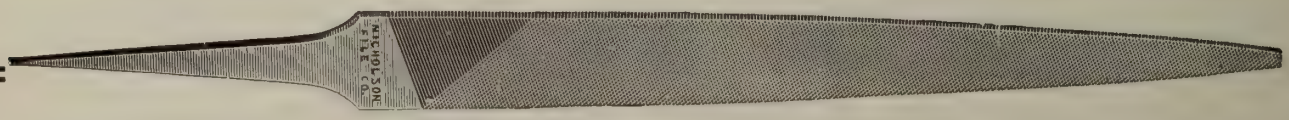
"Crescent Brand" Butts and Hinges

THE BEST ON EARTH

Manufactured by

CANADA STEEL GOODS CO., LIMITED

HAMILTON CANADA



Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

In Canada these are the well-known factory brands made by the Nicholson File Company :—

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

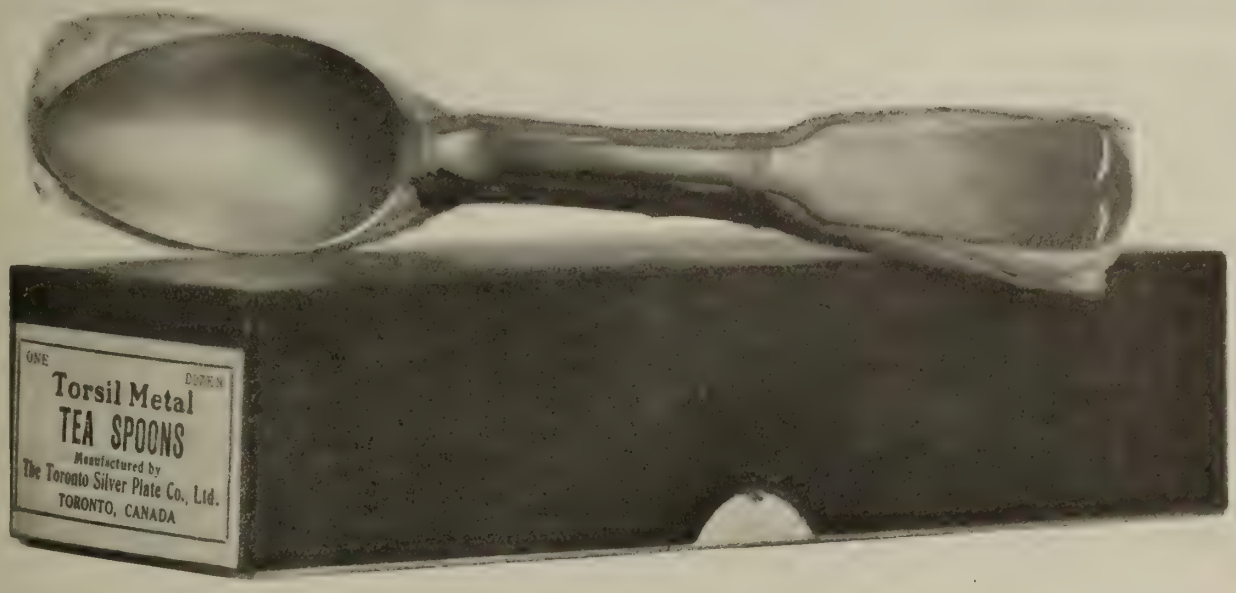
YOUR JOBBER KNOWS!

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.

TORSIL METAL

The Stamping of Torsil Metal on Spoons and Forks conforms with the Gold and Silver Marking Act

Tipped Pattern



Spoons and Forks made of Torsil Metal are guaranteed solid Metal throughout. Torsil Metal is a solid White Metal, exceptionally hard, combining durability and strength, no coating to wear off, will not rust, for hard usage will give perfect satisfaction, fully equal in quality and in some cases far superior to British, American or other Canadian made goods, and no higher in price.

For Hotels, Restaurants and family use, where customer does not wish to go to the expense of plated goods, Torsil Metal is without a parallel.

As there is no plate to wear off, any Silver Powder, Chalk or Electroine can be used to clean them; the more they are cleaned the whiter and more beautiful they become.

Torsil Metal Spoons and Forks are tied up in sets of six with olive green ribbon, packed one dozen in an olive green box and nicely labelled and plainly numbered.

If you cannot buy this line from your Jobber write us direct for our prices and a sample spoon; the sample spoon will not cost you anything, and we would like you to try it with a file and see how hard it is, and generally to compare it with any other similar line that you may be now handling.

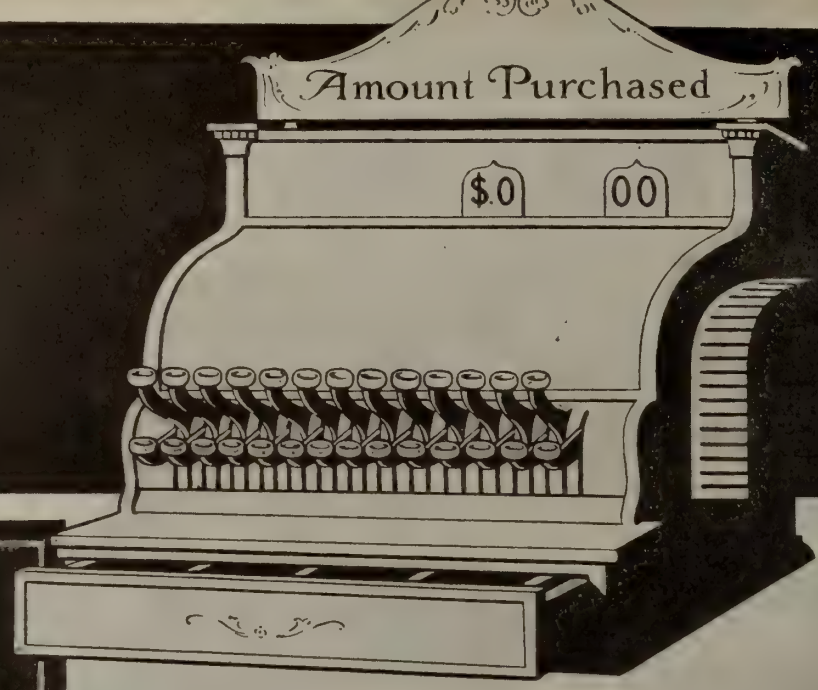
The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate

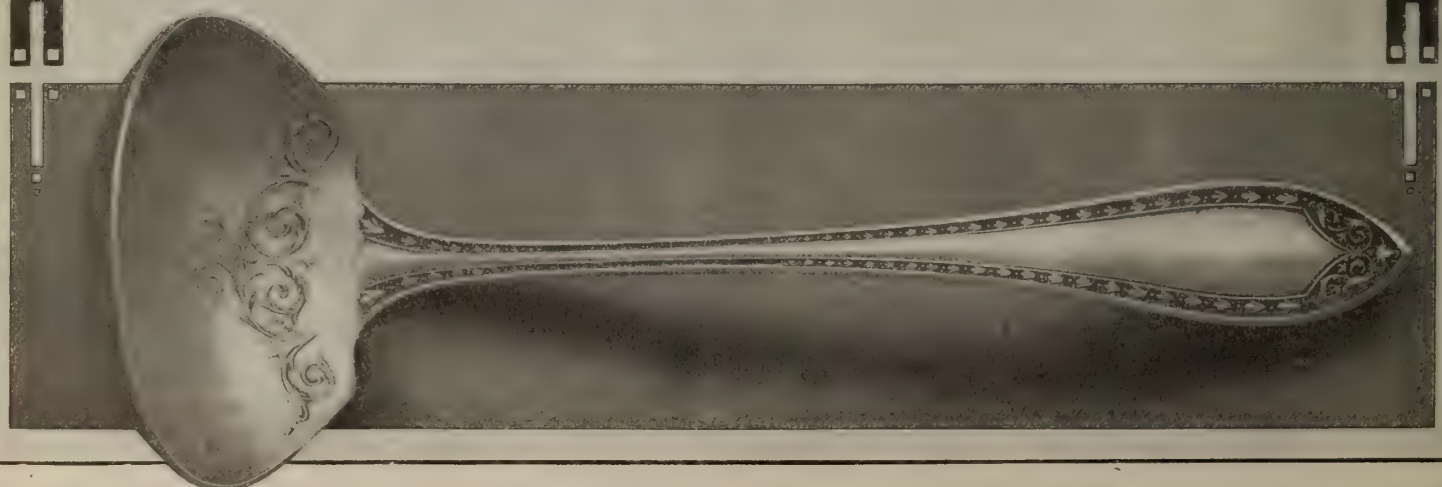
Factories and Salesrooms
WEST KING STREET, TORONTO

Winnipeg Show Room
ALBERT STREET

E. G. GOODERHAM
President



IF you want to save wear on your cash register — *Don't* let people know that you carry COMMUNITY SILVER *and* RELIANCE PLATE



Estd 1809 EVERED & Co. LTD

MANUFACTORY:
Surrey Works, Smethwick, near Birmingham, England
SHOWROOMS:
27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire Mattresses.

Brass and Copper and Brass Cased Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

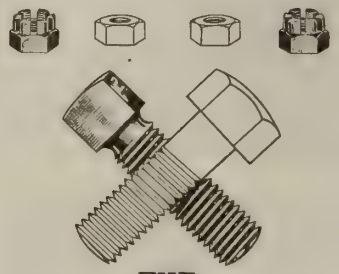
Geo. H. Saywell - Saskatoon

LOCAL REPRESENTATIVES:
H. A. WHITEHEAD, 86 WELLINGTON ST. WEST, TORONTO
THOS. CARLYLE, 177 WATER ST., WINNIPEG

ASK OUR SALESMEN TO WAIT UPON YOU.

QUALITY and SERVICE

MILLED PRODUCTS



THE NATIONAL-ACME MANUFACTURING CO.
MONTREAL CANADA

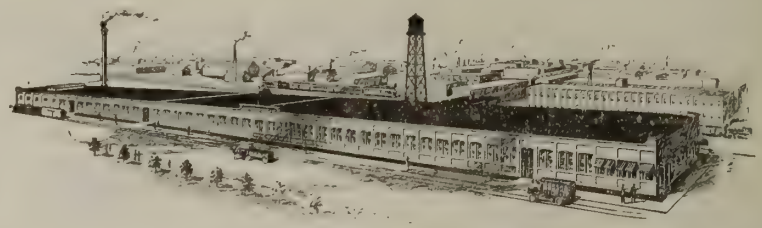
CLEVELAND NEW YORK
CHICAGO DETROIT BOSTON
ATLANTA

Factories : CLEVELAND, MONTREAL
Warehouses : NEW YORK, CHICAGO

SATISFACTION in quality and service, which we have been able to give our customers on all kinds of milled parts, has built this plant.

All parts are accurate to size, threads are clean and edges smooth. We invite the test of the gauge.

A complete stock of regular Cap and Set Screws, in "V" and U.S. threads, is carried at our Montreal plant. Catalogue and prices on request.



BURMAN'S are the BEST

For many years Burman's Clippers have been recognized as the best procurable.

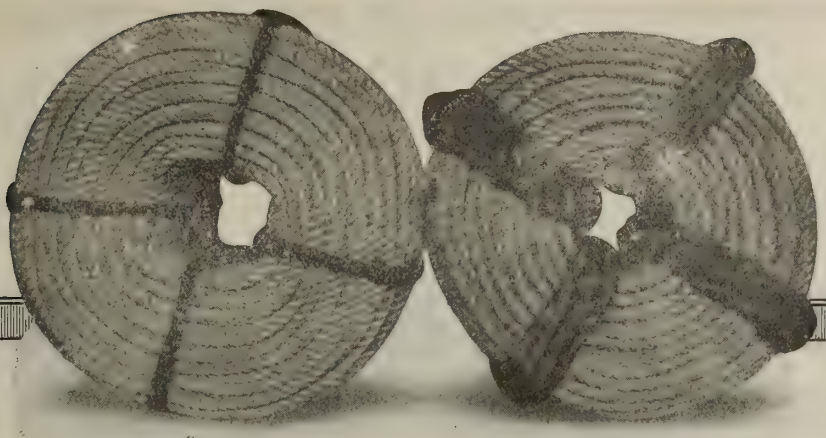
HAND CLIPPERS
POWER CLIPPERS
Sheep Shearing Machinery
Clippers of all kinds

Clippers and all parts supplied promptly from stock in Montreal.

Ask your Jobber—he has them, or write for Catalogue to

B. & S. H. THOMPSON & CO., Limited - MONTREAL

SOLE AGENTS FOR CANADA



"A"
PLYMOUTH MANILA

"B"
Rope sold as "MANILA"

Two Kinds of Manila Rope Always Available

One is very cheap rope — so poor in quality that it's expensive at any price; the other is very good rope — so strong and durable that it's always a good investment for your customers.

The difference is shown by this comparison of these two coils of one-half inch diam. rope; bought in an open market; stripped of coverings, photographed, and then tested. The coil marked "A" is —

PLYMOUTH ROPE
"The Rope You Can Trust"

"B" is some of the "so-called" Manila rope.

THE COMPARISON SHOWED:	"A"	"B"
Length of rope in coil of 97 lbs.	1250 ft.	1070 ft.
Weight of lashings	1 lb.	3 lbs
THE TEST PROVED:		
Weight per 10 ft. of rope	13⅜ oz.	14⅛ oz.
Strength at breaking point	2907 lbs.	1450 lbs.
(Use formula: Actual Strength ÷ Wt. per 10 ft. = Value)		
Comparative value ("A" worth 100%)	3477 or 100%	1642 or 47%

It is obvious that "A" is worth more than twice the value of a rope like "B". Yet PLYMOUTH costs but a very little more. Can you conscientiously offer your customers a rope like "B" when you can give them so much more for their money? PLYMOUTH makes good friends and customers for you. Ask your jobber about it.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO MONTREAL HALIFAX ST. JOHN WINNIPEG VANCOUVER

American Cans

IN SELECTING your **PAINT, COLOR and VARNISH** Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE. HAMILTON, ONT.

GARLOCK SPIRAL PACKINGS GIVE THE SERVICE

Garlock High Pressure Spiral

and service determines worth---not the price paid.

WRITE FOR 1912 CATALOGUE

The Garlock Packing Co.

Head Office and Works

Hamilton - - Ont.

BRANCHES

Montreal Toronto Winnipeg Vancouver

Garlock Regular Spiral

LUNDY SHOVELS

Our Brands of Shovels are:—

LUNDY

PETERBORO'

DEMON

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a WELDED SHOVEL because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

Look for our Trade Mark on every handle.

TRADE MARK

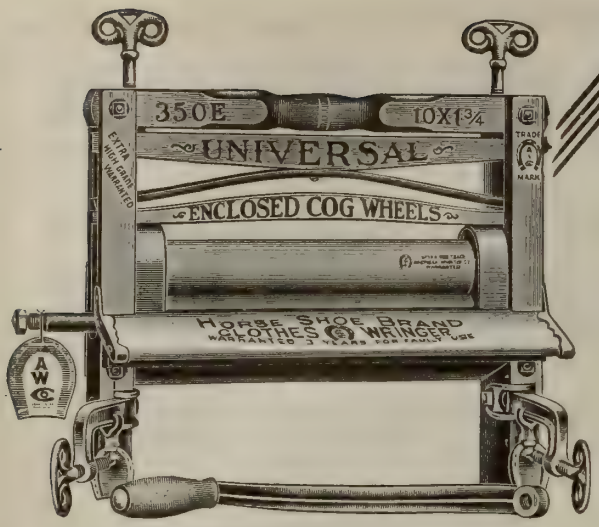
Registered

THE LUNDY SHOVEL AND TOOL COMPANY, LTD.,

PETERBOROUGH, ONTARIO

Write For Catalogue

Western Agents, TEES & PERSSE of Alberta, Limited, Calgary, Winnipeg.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

We are the Largest Wringer Manufacturers in the World

We have the very best facilities for turning out goods of the highest quality.

Our wringers are very attractive; and, if placed in a prominent position, they are certain to PULL TRADE YOUR WAY.

Write for catalogue No. 9 which contains cuts and descriptions that will be of great interest to you.

The American Wringer Co. New York

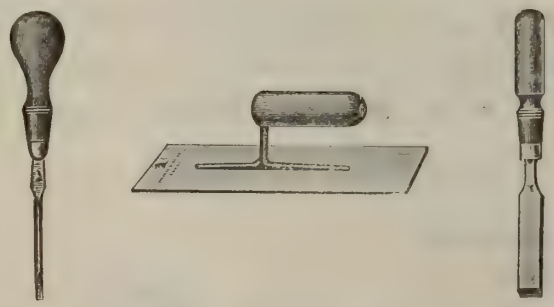
Robert Sorby's

Celebrated Kangaroo Brand.

TOOLS

OF ALL KINDS

TRADE MARK. TRADE MARK.



Lists and Prices from

Robert Sorby & Sons, Ltd., Sheffield

Canadian Representative

G. H. SAYWELL, SASKATOON

Who has a full line of our Samples

"START THE NEW YEAR RIGHT"

Put in a Stock of

"ATLAS"

(GUARANTEED)

Emery

Flora Knife Polish

Sand-Paper

Emery-Cloth

Garnet-Paper

English-made Goods

for the Canadian Trade.

Have you a stock of "ATLAS" EMERY? Put up in ten-pound packages.

This emery has the largest sale of any "EMERY" in Canada, why?

Our Products are stocked by all Jobbers from Coast to Coast.

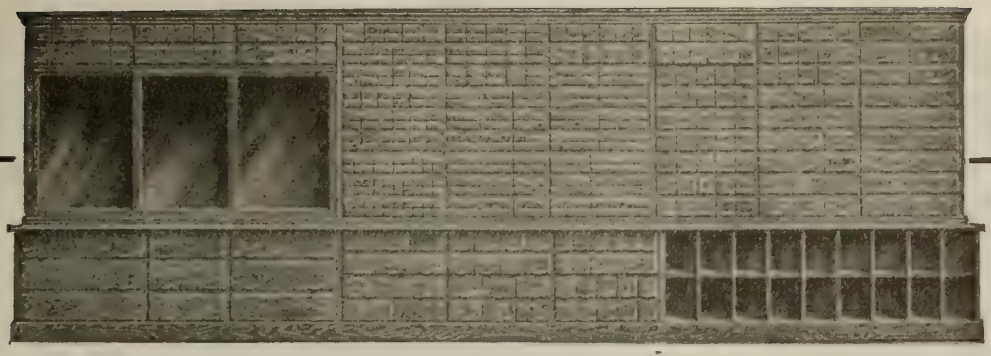
LONDON EMERY WORKS CO.

London, Eng.

Canadian Representative:

W. FRANK MURPHY,

55 St. Francois Xavier St. MONTREAL, CAN.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

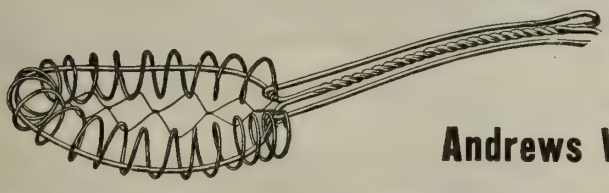
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

The Durability and High Quality of

OUR KITCHENWARE

make it very popular with every user. This popularity will result in increased business, and increased business means a long stride in the way of success.



These goods sell at sight and at a price that allows the dealer good profits. Do not hesitate about writing for fuller details.

Andrews Wire Works of Canada, Limited, WATFORD, ONT. ROCKFORD, ILL.

DAVIDSON'S

"Eureka" Cheese Factory Milk Cans

The neatest, cleanest and most Sanitary Milk Cans made.
22 gauge tinned iron bodies with Flush Side Handles.
Made in all sizes from 10 to 40 gallons.

The absence of the Centre Hoop improves the appearance of the Can, and greatly adds to its wearing qualities.

The absolutely plain body offers no opportunity for moisture or dirt to lodge and cause corrosion and rust, as it frequently does when cans are furnished with Centre Hoops.

Fitted with our Patent Heavy Rolled Rim Bottom, they slide easily, and will not tear and mutilate factory floors or waggons.

Order now to ensure prompt delivery.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL TORONTO WINNIPEG

Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

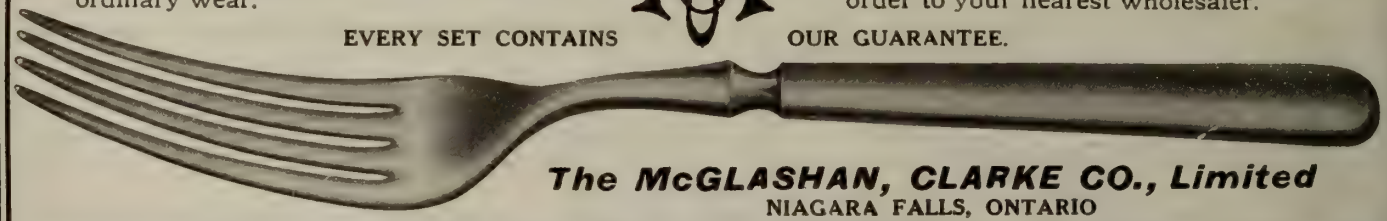
Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

JUMBO FORKS

"JUMBO" Forks have a standard silver plate that is guaranteed to give long and satisfactory service under ordinary wear.

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift. Send a trial order to your nearest wholesaler.

EVERY SET CONTAINS OUR GUARANTEE.



The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, ONTARIO

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man.

Quality, Accuracy and Dependability

are three of the features that have made the

HAMILTON **22 CALIBER** **RIFLES**

popular with every user. These rifles are excellently finished and well balanced and are sure to attract prospective buyers. The working parts of the HAMILTON are very simple and are easily kept clean.

It will be to the dealer's advantage to communicate with us at once and get our circulars and prices.

Write To-day

For Sale by all Jobbers

C. J. Hamilton & Son
Plymouth, Mich., U.S.A.

Salem Kingston Morrow Turenne Irwin Avon Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA

"Kitchen" Steel Range

Burns Coal, Coke or Wood

Semi-Steel Linings

Duplex Grates

Flue Perfection

Convenient Clean Out

The "Kitchen" Steel Range meets the requirements of those who demand a small compact steel range having an oven of ample size and presenting an appearance that will be a credit to the best homes.

It is of the proper size for use in an average family and has a fire-box of generous size which will take a stick of wood 23 inches long.

The "Kitchen" Steel Range embodies quality of workmanship, together with experience in construction.

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton
Winnipeg Calgary Saskatoon

Fairbanks Counter Scales

WE PROTECT THE DEALER

Oster Stocks and Dies

Now is your opportunity to stock our lines for 1912. We have everything that should appeal to the wideawake, progressive dealer—Valves, Steam Specialties, Scales of all descriptions, Motor Boat Accessories and Supplies of all kinds.

We carry the largest stock of these lines in Canada. Our Catalogue No. 10 shows our complete line, and it should be every dealer's reference.

A card to our nearest house will bring it to you.

Heinz Coils

THE

Canadian Fairbanks-Morse Co.

LIMITED

Montreal Toronto Saskatoon
St. John Winnipeg Vancouver
Ottawa Calgary Victoria

Here's Where We Excel

No. 20 Richards Trolley Barn Door Hangers

For thirty years we have been making door hangers, and aim to make just what your trade wants.

We offer the largest line in the world.

When you buy **Richards Trolley Door Hangers** you give your customers full value—our experience included.

MEMORIZE THIS:

"A Hanger for any Door that Slides."

Our Catalogs prove it. Shall we send them?

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Door hangers and hardware specialties

"MONARCH" WIRE FENCE

If you have a call for a cheap bush or portable fence we can supply a "Monarch" perfectly adapted to this need.

The "Monarch" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

The "Monarch" has the best Ring Lock in Canada, and cannot slip nor come loose.

It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices.

The Owen Sound Wire Fence Co.
Limited

OWEN SOUND - - - ONTARIO

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

FORD AUGER BITS

are years ahead of competitors.

It has always been our aim to manufacture a bit that would be better than others BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo, and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. Today these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalog, descriptive circulars, our terms to you and name of your nearest jobber.

Ford Auger Bit Co.,
112 Cabot St., Holyoke, Mass.

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Are You Getting Your Share

of the furnace trade in your vicinity?

Do you satisfy your customers as thoroughly as possible?

Is your furnace department paying you as it should?

THE

PEASE FURNACE

Agents and dealers find their business *growing* and their customers pleased enough to tell their friends about the PEASE.

We know this, because for the last 36 years we have been conducting a successful business and have received highest compliments on the satisfaction that our furnaces give, and from dealers who handle them.

PEASE FURNACES are most durable, most efficient, absolutely reliable and bring the dealer profitable business.

Write for catalogue and full particulars.

Let our Heating Engineering Department help you *free of cost* on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg

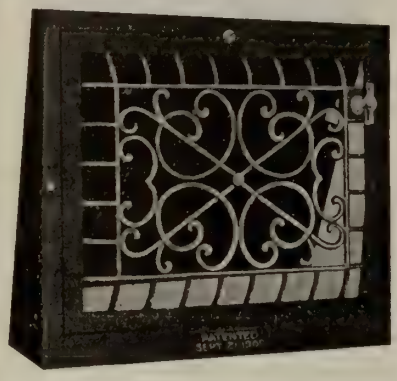
Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
252

"A BUSINESS GETTER"

Princess Carts Fit for the Child of a King Carts on which we use our New Automobile Top, which will clinch a sale for you nine times out of ten, and will do away with the competition which you are no doubt having. Let us ship you a sample order.

IMMEDIATE SHIPMENTS

GODERICH WHEEL RIGS LTD., GODERICH, CAN.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

In This Hero Quality OILER

The following advantages are evident:

1. The Hero Standard Opening of 1½ inches is generous and ample.
2. The plate, being turned in at the mouth, presents a smooth doubled surface against the Washer, instead of the usual rough-cut edge, thus obviating any possibility of cutting it.
3. Double-Seamed Top and Bottom—no leaks.
4. Capacity—9½ ounces.

Can be furnished Copper-Plated or Enameled if desired.

Your Jobber has them.

No. 1100 (Straight Spout)
No. 1101 (Bent Spout)

The Hero Manufacturing Company

KENSINGTON

PHILADELPHIA, PA., U.S.A.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold dai y to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scisso s and watch the gratifying results.
Jobbers shou'd write for our W-2 Catalogue, illust ating the most complete line of shears and scissors manufactured.

The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

IT MAY BE

That you have never tried ERMALINE Paper Bag Cookery.

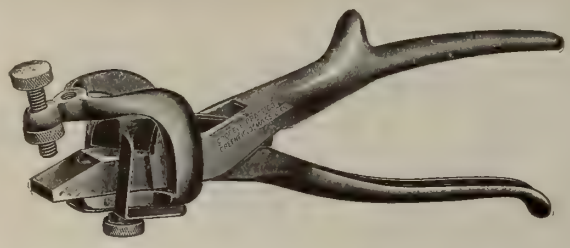
Its chief advantages are:

NO SMELL OF COOKING.
NO DIRTY PANS TO WASH.

NO WASTE, THE FOOD DOES NOT SHRINK.

Let us send you samples – then you can judge this new science on its merits, and be in a position to tell your customers about it.

EDWARD LLOYD Limited
EASTERN TOWNSHIPS BANK BLDG.
MONTREAL
Main 4829.

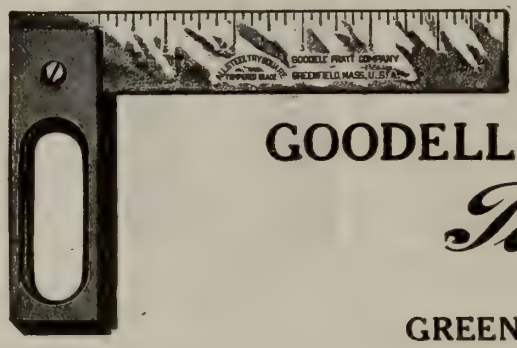


TOOLS

Goodell-Pratt's Line

This large and varied line of high grade tools and labor-saving devices should be stocked by every dealer in such goods.

The very best of brains, materials and skillful workmanship goes into them and with our extensive and up-to-date facilities we are able to offer a proportion of value to cost which makes them very attractive.

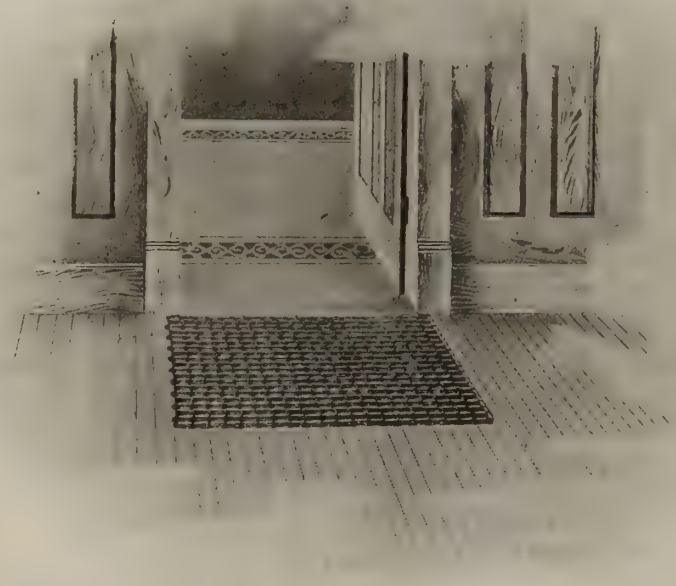


A postal will bring most complete information.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.



Premier Flexible Steel Mat

is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

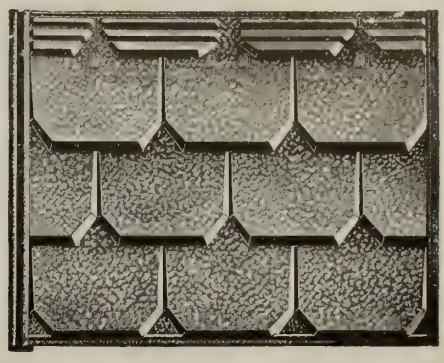
The Schultz Manufacturing Company, Limited

HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

HANDLE THE ROOFING THAT'S ASKED FOR

Don't lose Time, Energy and Reputation by talking substitutes, but sell :: ::



Eastlake Steel Shingles

"There With The Wear"

The **Original**, the **Standard** steel shingle of Canada, the shingle with **26 years of service and advertising behind it** as a force to pull enquiries and orders for the retailer.

Write us to-day and get selling "Eastlakes," it will be the making of your roofing trade.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(C 64)

THE TYPEWRITER

Every man who writes a business letter needs a MONARCH Typewriter.

Penwritten letters are contrary to modern business methods

Typewritten letters demand attention and inspire confidence.

The MONARCH is the ideal typewriter for you. It is durable, easily operated and it will print all the office detail.

MONARCH VISIBLE

THE PAYMENTS

The price to the cash buyer and the time buyer is exactly the same except the cash discount.

The time buyer may spread his payments out one year without interest, or he may spread them over two years by paying a small extra bonus.

Write for details of the different plans.

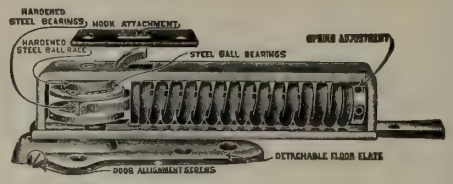
We always have a large stock of rebuilt second-hand typewriters at bargain prices.

The MONARCH TYPEWRITER COMPANY, Limited

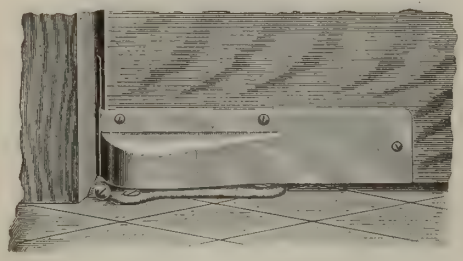
46 Adelaide Street West, Toronto

Branches: Montreal, Ottawa, London, Hamilton.

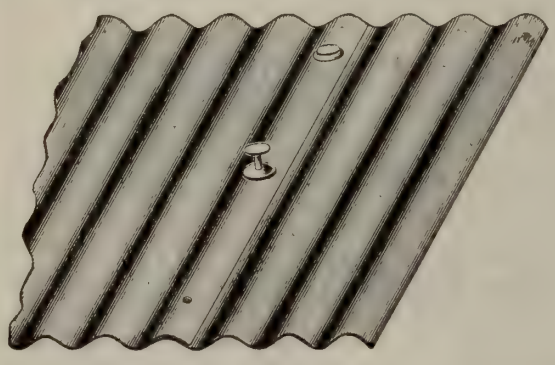
ASK US WHY



If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



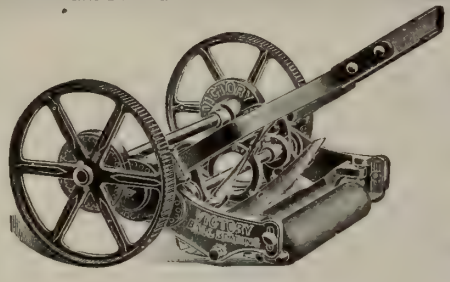
Our Corrugated Sheets, Painted or Galvanized

will save you money in the construction of your Barns, Warehouses, etc. The illustration shows how corrugated Iron Roofing and Siding is applied.

The advantage in using the Lead Washer is that it makes an absolutely water tight joint, **prevents leaking and rusting** at the nail-hole, thereby prolonging the life of a roof.

GET OUR PRICES.

McFARLANE-DOUGLAS CO., Limited, - OTTAWA, ONT.

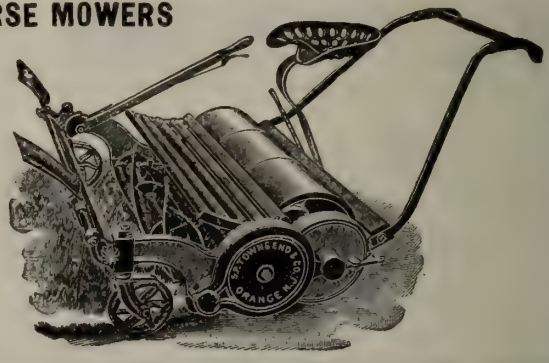


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

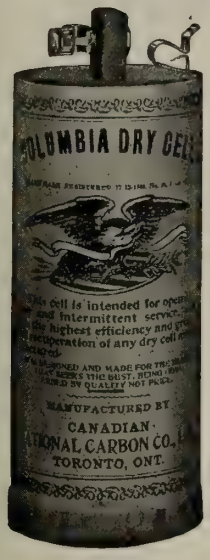
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

COLUMBIA
DRY CELLS



For Telephones and Bells

have a high quality durability and efficiency that makes them the favorites with those who use many batteries. The long life of the "Columbia" is far beyond that of the ordinary battery.

If a customer calls for an intermittent dry cell for open circuit work like that of telephones, bells, signals, etc., sell him a "Columbia."

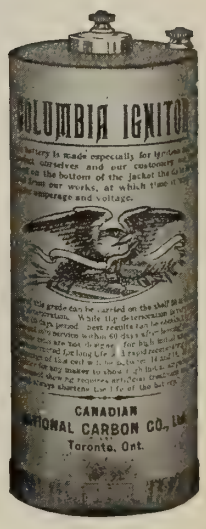
If a customer calls for an ignitor for strenuous work such as ignition in connection with gasoline engines, motors, automobiles, etc., sell him a "Columbia Ignitor" —we guarantee highest satisfaction in each case.

We can make quick shipments of fresh cells in any quantity—our prices are right.

Get circulars and full information at once.

ADDRESS H.M.—12

Canadian National Carbon Co., Ltd.
99 Paton Road, TORONTO, ONT.



For Motor Ignition

Mr. Dealer: Get Out After The Ventilator Trade

Look around and see just where Ventilators could be used advantageously in your town. Get the agency for Acorn Exhaust Ventilators, and you'll be surprised at the results.

With fresh pure air in the factory, employees will be able to do better work and more of it. The Acorn Exhaust Ventilator will take care of that. Then, too, pure air is more easily heated than foul air.

Acorn Exhaust Ventilators are designed on the most approved methods of ventilation. Highly recommended by builders and contractors, Acorn Exhaust Ventilators are newest and best. For factories, churches, etc., they are unequalled.

Give this suggestion a trial. When you decide to do so, just write us and we will furnish you with full details.

The Metal Shingle & Siding Co., Limited

Factories:
Preston, Ont.
Montreal, Que.

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

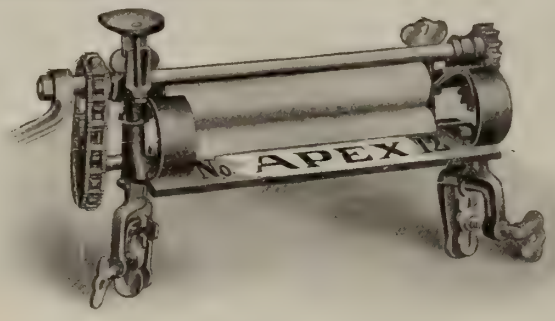
Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

Good Starters for 1912

The PLAYTIME WASHER is specially adapted for Country use. Can be easily hitched to the small Gasoline Engine or Electric Motor which every up-to-date farmer now uses, and will cut out the drudgery of washing for the country housekeeper as the VELOX WATER MOTOR MACHINE does for the city resident.

As a hand machine it has no SUPERIOR.



The NEW APEX WRINGER is chain driven, has double Power Gears, cannot get out of mesh, and turns very easily under load.

MADE ONLY BY

Cummer-Dowswell, Limited

HAMILTON, ONT.

EASTERN AGENTS

W. L. Haldimand & Son

MONTREAL, Que.

WESTERN AGENTS

H. F. Moulden & Son

WINNIPEG, Man.

The Playtime

Combination Hand and Power Washer.

You can't go wrong in stocking them. The Selling Features are there.

HUMIDITY and PROFIT

Under the above caption, "Hardware & Metal" of 23rd December published an article which is of vital interest to every Furnace dealer in these days of keen competition with Hot Water and Steam Heating propositions.

WHY NOT LEARN MORE ABOUT IT?

Dr. William F. Colbert, in an article in January "House & Garden" says: "In recent years the relative humidity of air in heated buildings has been the subject of lively discussion, but it is now accepted as a fact that the air in artificially heated buildings should be maintained at approximately the same percentage of relative humidity as the average percentage in the outdoor air. To do this it is necessary to use special air moistening apparatus. As usual, the school and corporation officials have been among the first to avail themselves of this knowledge. The experience of school and corporation officials points the way for the man building a house for himself and family, for he stands to profit by the saving in doctor's and druggist's bills in addition to the increased working efficiency of himself and his family."

Stewart W. Jameson, in his recent address before the Midland Club in Chicago, said: "Doctors tell us that a relative humidity of 60 or 65 per cent. is necessary to good healthful atmosphere. All our systems for residence work fail in this by a large per cent. The subject of humidity has been well discussed before this club. Many of you have thought as I would have done before I bought a couple of hygrometers, 'Oh, well, that doesn't apply to our heaters, we have a vapor pan.' But the hygrometer will tell you how far below normal your actual moisture falls. It is necessary for warm air furnaces, or any system, to supply more moisture to the heated air, and it is easier done with warm air than any other system of residence heating."

HERE IS YOUR OPPORTUNITY

Of course, we will tell you something about the "GOOD CHEER" WARM AIR FURNACE WITH CIRCLE WATERPAN, but our main object is to place in your hands the whole article on "Humidity in Living Rooms," written by Lillian S. Loveland, from which "Hardware & Metal" has quoted. Through the liberal use of the long distance phone and lettergrams we succeeded in securing several hundred copies of the magazine containing the article in question, and

We Have a Copy of the Magazine for You

The more sceptical you are on the subject of Humidity, the more pleased we shall be to hear from you.

Your request for a copy implies neither obligation nor expense, so fill in the coupon attached and mail it now.

It's mighty interesting reading.

The James Stewart Mfg. Co., Limited

WOODSTOCK, - ONTARIO

MANUFACTURERS OF

"Good Cheer" Circle Waterpan Furnaces

Please mail me a copy of the magazine containing Lillian S. Loveland's article on "Humidity in Living Rooms."

Name_____

Business_____

Address_____

To The Jas. Stewart Mfg. Co., Limited, Woodstock, Ont.

Do You Want to Buy Something That You do Not Know Where to Get ?

EVERY week Hardware and Metal receives letters from subscribers stating that they are in the market for certain goods, but that they do not know where they can be procured.

They ask us if we can tell them from what source they can procure the wanted articles. This is a service we render cheerfully.

When you become a subscriber to Hardware and Metal this service is part of what you buy.

We have facilities for procuring information about new goods, novelty lines, articles not usually sold in hardware stores but occasionally asked for, etc., and these facilities are at the service of our readers.

We are glad to get these requests for information and no service could be more cheerfully rendered

HARDWARE and METAL

Montreal Toronto Winnipeg

Man Wanted

We want a man in the Maritime Provinces to look after the advertising for all the

MacLean Newspapers

This offers an exceptional opportunity to a young man of energy and initiative.

APPLY STATING FULL PARTICULARS

The MacLean Publishing Co., Limited
MONTREAL

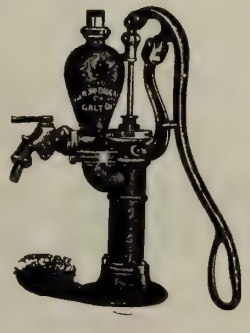
Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold---gives the dealer no trouble.

They are metal---hand fitted valves --- air-tight---strong---lasting.

The big catalogue tells you exactly what the line is---get it for the asking.



Write

THE R. McDOUGALL CO., Limited
GALT, CANADA

RED CROSS CHEMICAL CLOSETS

(PATENTED)

Indorsed by all PUBLIC HEALTH OFFICIALS, ARCHITECTS, INSPECTORS and SCHOOL BOARDS throughout the Dominion.

The ONLY ODORLESS AND SANITARY CLOSETS MANUFACTURED. All OTHERS advertised ARE IMITATIONS of our goods.

ALWAYS ask for "RED CROSS" Chemical Closets, and get VALUE and PERFECT SATISFACTION for your money. "RED CROSS" STANDS FOR QUALITY, AND WE ARE BEHIND OUR GUARANTEE.

We were again awarded the DIPLOMA and MEDAL for Exhibit of "RED CROSS" Closets, by the WINNIPEG INDUSTRIAL EXHIBITION ASSOCIATION for the year 1911.

You need our closets, we need your money—let's trade.

Write for trade prices and catalogue to

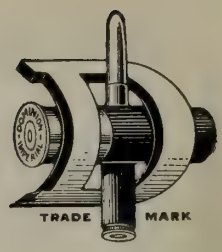
RED CROSS SANITARY APPLIANCE CO.

GRIMSBY, ∴ ONTARIO

R. HARRIS & CO., Ltd.
1107 Langley St.,
Victoria, B.C.

F. E. CHAPMAN,
240 Chambers of Commerce,
Winnipeg, Man.

FOR BIG GAME



DOMINION
RIFLE AND REVOLVER
CARTRIDGES

Cartridges for every variety of game and any make of firearm. Recommended by expert marksmen for target shooting, and by experienced guides and sportsmen for all kinds of hunting.

GAME GETTING, BULL'S-EYE KIND

You will make no mistake in buying Canadian-made ammunition, as it is absolutely guaranteed to you as equal in every respect to any manufactured.

High, uniform velocity, flat trajectory and close grouping of shots, combined with its absolute dependability and the economical less-duty price, make a combination you can't beat.

Shoot a box and prove our guarantee. **HITS HARD AND KILLS.**

Catalogue sent free upon request.

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(ESTABLISHED OVER A CENTURY)

WOLVERHAMPTON and SHEFFIELD

CANADIAN BRANCH : 6 St. Sacrament St., MONTREAL

Securing Late Sale of Winter Sporting Goods

Mild Weather of the Christmas and New Year's Holidays Has Left Many Dealers With Heavy Stock of Skates and Other Winter Goods Upon Their Hands—Some are Using Advertisments to Stimulate Trade With Good Results—Many Others are Making Attractive Window Trims—All Might Well do This, for Winter Sporting Goods Lend Themselves to Window Dressing Particularly Well.

Something must be done to overcome the evil effects of the mild weather which was experienced practically all over Canada before and during the Christmas and New Year's holidays. Because of the lack of snow and the lack of frost, there was a great lack of trade in winter goods; and because of this hardwaremen now find themselves with large stocks of skates and other paraphernalia of winter sports upon their hands. What are they to do in order to get rid of their stock profitably ? It is a question which is interesting hundreds of dealers at this time.

With the coming of the new year came also a fair amount of snow, and frost in quite sufficient quantities. This condition of affairs may be expected to bring a good demand for the winter goods. Those who really need skates, snowshows, sweaters, skis, hockey sticks or similar goods, will get them now. At Christmas they did not buy, for they needed all their money then, and there was no great reason to make their purchases seeing the weather was unsuitable for outdoor sports. But now the conditions have changed, and purchases will be made.

Have to Persuade Some People.

If all the trade were done with people of this class the dealer would have little cause to worry. He would know that business had been delayed somewhat, but would also be aware that this would be made up in the course of a few weeks. This happy condition, however, is not the case. Those who want skates or some other article and are quite sure they want them are only a part of those with whom the hardwareman must deal. Another, and perhaps a larger class, is composed of those who had thought of getting new skates, sweaters, skis or snowshoes, but who, having gone this far without having any use far these articles, think that they will now be able to make last year's equipment do. "The season will be short, now," they argue to themselves. "It won't be worth my while getting those things. I'll use what I have this year and get a new outfit at the commencement of the next season."

An ad. used by a Montreal firm to emphasize the coming of a real winter.

Good Newspaper Advertising.

It is such people that the manager of the hardware store's sporting goods department must reach if he is to dispose of his stock at a good profit. He has to make these people see that he has something to offer which is still worth their while to consider. He has to make them see that the money outlay will not be too great.

Newspaper advertising is among the best methods of accomplishing this object, and this means is now being taken by R. & W. Kerr, Limited, of Montreal, a firm which deals largely in sporting goods. One of the ads used by this company is here reproduced. It will repay some study. At the top there is that picture of some enthusiasts enjoying an exhilarating slide—a picture which will at once attract the attention of the enthusiast. Then beneath comes the line : "Real Winter at Last." That, too, catches the eye. It makes the outdoor sport lover wish to get outdoors. He will read on. He will read about the various skis, of the ski boots, and of the pure wool sweaters. He is likely to think as he sees the price so frankly quoted : "Oh well it isn't such a lot, and I'll get a great deal of amusement for the outlay."

Suggests Other Goods.

This ad., by the way, though largely about skis, does not forget to suggest at the end that all other sporting goods are carried too. That is a wise clause, for it does not allow readers to forget that they may get their skates, hockey sticks, pucks, etc., in the same place as the skis and sweaters. This is a good ad. all around, one which will bring results, yet perhaps it might be made still better by the omission of the dividing line above : "Real Winter at Last." As it appeared in the paper, this line seemed to conclude the advertisement. At first sight, indeed, it seemed that the matter below told of the goods at another store.

The W. H. Scroggie Company has been advertising a cheap line of sweaters. Where these were bought is a question. It seems inconceivable that a boy's sweater coat can be sold at a profit for 75 cents, but evidently this

Ad. employed by W. H. Scroggie & Co., of Montreal, to secure sales of coat sweaters.

is possible. Something about the sweater and the price for which it may be secured is clearly set forth in the section of Scroggie's ad. devoted to the sporting department. It is a talk to the store's patrons which brought splendid results.

Using the Show Windows.

Many dealers are not advertising through the paper at all. Some are not advertising in any way, but a large number are not so forgetful of their opportunities. They are using their show windows to good effect. Of all goods, perhaps those used in winter sports lend themselves to a tasteful and attractive display the best. At this time, therefore, when many dealers find themselves a little better supplied with skates and similar lines than they could wish, they should take great care with their trims. Bring these lines forward. Make the people stop to examine. Show the price at which they may be secured. The sales will come, and the evil effects of a mild holiday season will be small indeed.

Growth in Canadian Export Trade Predicted

Home Manufacturers are Turning Their Attention More to Foreign Markets—Stove Manufacturer Suggests Co-operation in Reaching Other Parts of World—Later Information Confirms Reports of Prosperity Throughout Canada.

Further information has been secured during the past week on the points touched upon in an article in last issue, viz., the condition of trade in Canada during 1911 and the prospects for the year that is ahead. The replies received tend to strengthen the conclusions reached previously; for they express nothing but satisfaction with the past, and breathe unbounded optimism with regard to the future. New side lights on certain aspects of trade are cast by information thus secured. Particularly is this true with respect to export trade.

In this regard a suggestion from a stove manufacturer stands out prominently. In dealing with the problem of exporting Canadian made stoves, he says:

> "There are few Canadian stoves exported, but we believe a successful export trade could be done in South Africa, South America and China, if five or six stove firms would amalgamate and devote the products of the foundry, which has the most convenient location for shipping, to export business.
>
> "The writer has gone into this matter thoroughly, and has a good knowledge of the class of stoves required, but Canadian stove firms as a rule are so busy with their home market, that very little interest is taken in the matter, so that until conditions change we do not anticipate very much along this line."

Will Increase Soon.

Another firm in the paint and oil line, say: "Our export trade is at present in its infancy, though from the hearty recommendations which we have received from abroad, we believe that it is only a matter of a very short time before this trade will materially increase."

A hardware specialty manufacturer writes: "With reference to export trade, beg to say that it has increased considerably during 1911 and the general outlook, both in Canada and abroad, is very encouraging."

A manufacturer, who is close in touch with general industrial conditions sums up the situation as follows: "Canada is expanding too rapidly to enable home manufacturers to do much more than supply the home demands. Nevertheless, there is a distinct tendency to turn attention to the possibilities of foreign markets. I believe that the near future will see Canadian firms competing in the largest markets of the world. The effect will be good, as the product of our home industries will improve by coming into competition with the output of other countries."

A Banner Year.

Further tribute to the good results of the past year is paid by a Canadian hardware manufacturer, who says: "We have found the year 1911 very satisfactory, our turnover having been in excess of the preceding year. This is rather more than we expected, 1910 having been our banner year."

A manufacturer of brushes and paint specialties, says: "During the year 1911, the prices of various materials used in the paint trade were advanced, which, we believe, resulted in less painting being done. Notwithstanding this, the trade in paint brushes was good and, in fact, our sales increased very materially over the previous year and were far in excess of any year in our history. This increase was not experienced in any special part of Canada, but was general all over the Dominion, as our salesmen cover the country from the Atlantic to the Pacific Coast. Our increased trade has been almost entirely due to the growth of the country."

Twenty-five Per Cent.

A stove manufacturer gives a definite opinion on the extent of the growth of the stove industry during the past year. He says:

"Judging from the expansion of the West, the large increase in the number of firms who are handling stoves and also the new firms who have started manufacturing stoves, we think the total output for the year will probably show a 25 per cent. increase over 1910. Over one-half of this total increase should be credited to the Western provinces."

To sum it all up, one is deeply impressed with the unanimity expressed on all scores. It is quite manifest that the prosperity of the year has been shared in by all; it has not been confined to any one section of the country or any one industry.

"Hard times" never arrive unheralded. Depression does not fall like a bolt from the blue; on the contrary, there are forerunners which indicate that industrial conditions are not entirely healthy. Rumors of retrenchment, indefinite postponement of plans for expansion, cancellation of orders and slowness in meeting collections, bring into evidence the fact that lack of confidence prevails.

At the present time there is not a whisper to indicate that the present prosperous conditions are at all liable to terminate. None of the forerunners of depression are in evidence. It is, therefore, perfectly safe to predict that 1912 will be a banner year in the industrial history of the Dominion of Canada.

GOOD YEAR IN EAST.

Everyone admits, says the merchant, that the volume of trade in hardware was very large during 1911—some say very much the largest they have ever experienced. One firm told us that a few years ago they had some big contracts for cement which ran the sales of that year into quite a bit of money, but this year they were even better, and taking into consideration the difference in the character of the stock which made up the aggregate, the comparison was very much to the credit of 1911. It is quite easy to understand why the hardware business should have been good during 1911.

Selling Cement During the Winter Months

Cement Can be Used Even During the Most Severe Weather—This Fact Should be Used by Hardwaremen in Effecting Sales—Stocks Should be Laid in Early.

Cement is not a one-season commodity. It can be used fifty-two weeks in the year; consequently, it can be sold from one year's end to the other. This statement may prove somewhat of a surprise to some hardwaremen who, although they have handled cement in large quantity from the time that they first started in business, have taken it for granted that sales automatically ceased with the advent of winter weather.

There is a certain demand for cement right through the winter months. Interior building work continues, and this entails a call for supplies of cement. Mild spells arrive at intervals, and energetic contractors are bound to take advantage by rushing along construction work. Any cement manufacturer will tell you that sales during the winter go up with the mercury. Mild weather means a retail demand for cement and no dealer should be caught unprepared.

A Fallacy Exposed.

The impression has existed, and is probably still held by a good many hardware dealers, that cement cannot be used during cold weather. Practice has proven this to be entirely erroneous. It can be used when the temperature has gone very low.

To mix in cold weather, it should be used with hot water and hot sand and gravel, or hot stones. Some use salt in the water, but this is not regarded now as good practice, especially where steel reinforcement is used. Salt has a peculiar chemical action on some cement, and good results are not guaranteed. Particular care should be taken in selecting the material used for mixing. All sand, or gravel and stone burnt in heating should be removed.

protect cement during its initial set, by using straw or manure, or a heavy tarpaulin.

Using This Information.

These facts can be used to splendid advantage by hardwaremen. For instance, a farmer is anxious to do some construction work about his barn. He has plenty of time to do it during the winter, but is held back because he is under the impression that cement will not set when the weather is cold. If, on the next occasion that he visits a hardware store, the proprietor dissipates that impression, and proves to the farmer's satisfaction that he can use cement, no matter what the atmospheric conditions may be, he will purchase a supply at once.

The retail salesman cannot acquire too much practical knowledge of the goods he is selling; and, once acquired, the knowledge cannot be used too often. In the case of cement, hardwaremen should spare no effort to disseminate among customers, who might be classed as probable users of cement, the fact that it can be used to good advantage at all seasons of the year. Good sales are bound to result.

A Concrete Instance.

Specific instances might be quoted to prove that cement can be made a fairly active line in winter. Here is a case in point.

W. A. Rankin, Ottawa, does a splendid trade in building materials. Naturally, he sells a lot of cement. It has been his experience that cement sells more or less steadily the whole year around, and he keeps that line to the front. A representative of Hardware and Metal happened to be in his store about two weeks ago and saw ten bags of cement sold to one customer. It was extremely cold out at the time. Mr. Rankin stated that such sales were by no means unusual.

Stock Up Early.

It should be borne in mind that, even if sales were few and far between, it would still be necessary for the hardwareman to carry sufficient stock to meet cases of emergency. When the necessity arises in structural operations, the work cannot be held up for the want of cement. If the hardwareman who has been supplying the material for the work has neglected to keep cement in stock, the contractor will go elsewhere. There is a danger that he may never come back.

It is highly important, therefore, that hardware dealers should stock up early in the year. This recommendation cannot be made too strong. Supplies should be kept on hand at all stages of the year, but the spring stock should be secured without delay. Early delivery should be arranged for; the dealer who takes care of the requirements of the consumer, in season and out of season, can depend upon building up a large and consistent trade.

Stove Manufacturers Buy Motor Trucks

McClary Manufacturing Co., London, Add Four Machines to their Equipment—One Truck put to a Rigorous Test—New Transportation Facilities will Prove an Economy.

London, Jan. 8.—The McClary Manufacturing Company have just made an unusually large purchase of the kind—probably the most extensive in Canada, so far—of four motor trucks. These trucks will be used for the work of the Toronto, Montreal, Winnipeg and Vancouver branches of the firm. The ones for Montreal and Winnipeg are three-ton trucks, the others two-ton.

"It is a matter of better service with us, rather than economy, though that may result, too," said Mr. Gunn, McClary's buyer, when seen by Hardware and Metal at the head office here. "At the branches we have had a lot of carting done by transportation companies, and these trucks will to some extent replace the horse-drawn outfits. We have some long hauls to make; for instance, in Toronto we run out to the Junction, and there are long regular routes. Now a truck will do 30, 40 or 50 miles a day at this sort of work. We are hoping it will work out as a measure of economy, but we are desirous of providing the best possible service in any event."

In Montreal, where trips have to be made to the suburbs, it was pointed out more goods can be loaded on these trucks and the distance covered in less time, perhaps half the time, than with the horse-drawn lorry. The ordinary lorry can never be loaded to capacity, with horses as the motive power.

McClary employes will be the chauffeurs in each case if it can be so arranged.

Horse-drawn outfits are much more expensive to buy and maintain than in former years, and in a city the items of stabling, feed, harness, attendance, etc., come high.

It is interesting to note that one of the trucks brought to London as a sample gave a demonstration not on the programme. It was to be driven from London to Toronto, and Mr. Smith, of the McClary staff, suggested: "Why not take along a load of stoves that are going down there?"

"All right," said the motor truck people, and thus a practical test of a somewhat severe nature was undertaken.

The four cars are costing in the neighborhood of $18,000, and will undoubtedly be added to at some future date should the plan work out successfully in detail.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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PUBLISHED EVERY SATURDAY.

KEEP UP THE GOOD WORK.

Many hardware dealers who do not attempt to get away from the regular routine or to rise above commonplace methods at any other time of year, develop into publicity agents of the highest order around the Christmas season. They plan aggressive campaigns, enlarge their stocks, advertise convincingly and arrange attractive window displays. But when the holiday excitement has subsided, they go back to the old order, neglect to keep their premises and windows attractive and soon discover that sales have relapsed to a mediocre standard.

It is conceded that the special efforts made at Christmas time pay well; but, strange to say, many dealers have failed to grasp the very obvious conclusion that what is good at one time, can be made equally profitable all the time. If attractive windows and striking advertisements can bring business along at one season, the same results can be obtained at all seasons. It does not pay to lag the year around and provide just one hard spurt near the finish. In fact, the more a dealer perseveres, the better the results will be. The continuity of interest that is aroused by consistent efforts is the strongest factor that a dealer can have in improving business. One good window deserves another; keep it up and the public begin to look for them, to take an interest in your work and to buy their hardware from you.

A share at least of the activity and energy, that the average merchant displays around Christmas, should be infused into his every-day methods. Do not let the good work lag. A lasting and profitable business was never yet constructed on the basis of occasional campaigns.

THE IMPORTANCE OF BUYING.

Books on salesmanship are now to be had by the dozen. There are correspondence courses on salesmanship; and some department stores have even founded schools, within their own walls, in which they teach selling. All this is good, yet it must not be forgotten that selling is only one end of any business. An important end it is, but an end which would be of no value were it not for the buying which comes first.

Buying, by many firms, is given the serious consideration which it deserves. But there are other business men who do not pay such attention to it. They study selling methods, but let the one who is selling to them arrange their stock selections.

If selling has to be studied, buying needs equally careful attention. Every day there is something to learn along this line. A man has to train himself to observe, and to draw conclusions from what he sees. An example may easily be given. For some months tin has been moving upward in price. Now tin plates have advanced to the large handler. The price put upon the plates when sold in moderate quantities has allowed a wide enough profit to render an immediate advance there unnecessary, but if tin plates go up again the small buyer will have to pay more for them. The situation is of a nature which must make the careful, studious, buyer consider if it would not be well to lay in a good stock now.

Copper is another metal which has been moving upward. From time to time it has been stated by market students that the rise must stop. But the rise has not, and now an advanced price has been fixed for nickel and copper ware, in the manufacture of which copper is used. Could the buyer have connected the rise of the metal with a rise in the utensils made from the metal, it would have been possible for him to lay in such a stock that he would later be able to sell to greater advantage.

No matter how small a man's business, it is undoubtedly well worth his while to study buying carefully.

CHANGE AD. COPY OFTEN.

Reference will be found in another column to the practice, unfortunately pretty general, of allowing advertisements to run beyond the time when they are reasonable and useful. For instance, pick up a newspaper to-day from any part of the country and you will will find a few Christmas advertisements still running. If you pursue your search sufficiently far afield, you will find merchants advertising hammocks, warm weather goods of all descriptions, articles which they could not sell at this time of year. Some of these delinquent advertisers are hardwaremen

The editor has a collection before him at the present moment of hardware advertisements clipped from newspapers in all parts of the Dominion. They are given up entirely to reviews of Christmas bargains and, quite apparently, have never been changed since they were first inserted a month or six weeks ago. A few choice specimens of almost ludicrous neglect have also come to hand. A hardwareman located in an Ontario town is advertising gas ranges for use "these warm days." Another dealer whose seat of business is located in Quebec is paying his hard earned money to talk to the subscribers of a weekly paper on the merits of screen doors.

A dealer who takes so little interest in his advertisements that he can forget them for six months or so, should not attempt to advertise. The use of newspaper space in the manner cited above serves one purpose only; to hold the firm up to ridicule. This is bad advertising of the very worst kind. Who would care to deal at a store where the laxity shown in so essential matter might possibly be indicative of the general policy?

Change your copy often. Do not allow it to continue until it becomes a joke at your expense.

THE TRAVELERS' PROTEST.

The protest of the traveling man on the score of hotel accommodation was referred to in our last issue. Later developments indicate that the movement is gaining weight. The petition is being largely signed and will

shortly be sent to the Ontario Government with many thousand names attached.

It should be distinctly understood that the protest is lodged on the score of accommodation in all sections of the province of Ontario. It should not be implied that the traveling man finds his lot a hard one only in the dry or the wet belt. He finds that conditions are open to improvement in practically all sections, whether liquid refreshment is tabooed or not.

The travelers feel that they want the support of everyone interested and are making an earnest effort to secure general endorsation.

LEARNING FROM THE PEOPLE.

Within the last few weeks the Psychological department of McGill University, Montreal, has been endeavoring to discover the opinion of the people generally upon newspapers and newspaper advertisements. To representative men slips have been sent, asking them to state what paper they like best. What feature of it especially appeals to them. What attention they give to advertisements. What advertisement attracts them most. Whether they like best display type or illustrations. These and several others questions.

The answers received must have been satisfactory, for this week the Psychological department has sent their list of questions to women, asking them to send in replies.

The exact object of this inquiry is not explained. Doubtless, though, it is to find what class of article and advertisement appeals to the various classes of readers. The information gained can hardly fail to be valuable if the answers are truthful. But therein lies the trouble. A man will calmly state that the high-class editorials of a certain paper greatly appeal to him, and yet he will turn eagerly to the sporting page when his young son is not looking.

But whatever the result of this inquiry, the fact that the inquiry is being made is significant. It indicates that the Canadian Universities are keeping up with the times. Institutions of learning themselves, they have learned that they must learn from the people. They have realized that their students must know the thoughts and feelings of those with whom they will later work, as well as the thoughts and feelings of those who lived many centuries before the daily paper had a place on the well-ordered door step.

THE WEAKNESS OF PRICE CUTTING.

It probably never occurs to the price cutter that in a great many cases he is reducing his price without helping sales along in the least degree. The average buyer is more or less ignorant on the matter of prices, except where common articles are concerned. When a specialty article is in question, the buyer has only a vague idea of what the price should be. Therefore, when the dealer is offering that line at a reduced figure, the customer does not know that he is paying less than he would elsewhere. In all probability, he would have quite cheerfully paid the regular price if it had been asked in the first place. Even if the goods were offered at cost, the customer would not properly appraise the inducement thus offered and would not, therefore, be any more inclined to buy.

Stock-taking should be done on a conservative basis. The inflation of values to make a good showing is a dangerous form of self deception, often creating a false sense of security.

POINTED EDITORIALS.

When stores adopt the early closing plan, customers soon get the early shopping habit.

* * *

Higher prices are predicted in glass. There is every reason to believe that the upward trend is permanent.

* * *

A Montreal dealer asserts that the present is a splendid time to push the sale of interior paints. Of this dealer, as of Abou Ben Adhem, we express the wish, "may his tribe increase."

* * *

Energy and ingenuity can accomplish splendid results even with the poorest of facilities. Why should any hardwareman despair of getting results from window displays because his window space is limited? Experience has proven that the best trims have sometimes been arranged in the smallest space.

* * *

Some hardware dealers strive to make their store premises and windows attractive during the Christmas season, but utterly neglect such matters at all other times of the year. Surely if it pays at the one time, it would pay the whole year around!

* * *

Exaggeration in advertisements has done more to undermine public confidence in the sincerity of business men than any other single cause. Study to avoid exaggeration in even its mildest forms. A plain unvarnished statement, with sincerity behind it, is better than a flamboyant assertion of fictitious claims.

* * *

It will certainly take a long time for the motor truck to effect the complete emancipation of the dray horse. Nevertheless, the change is coming; gasoline is triumphing over equine brawn. One cannot help but indulge in speculation as to what will become of Dobbin when the vogue of the horseless carriage reaches its height.

* * *

Canadians do not realize to the fullest the growth of the country until a glimpse is obtained of conditions as they existed two decades or more ago. The views of Andrew Carnegie, quoted in another column, cannot be accepted as indicative of the world's opinion twenty years ago, but it goes to show the strides Canada has taken since that time.

* * *

New Year resolutions, like laws, seem made to be broken. It is, of course, inevitable that the faults of years' standing should take some time in correcting. A man cannot break a bad habit at once; he will back-slide frequently before he gets that bad trait finally broken. The trouble is that he takes the first relapse as indicative of his inability to reform and falls back with relieved readiness into the old rut.

* * *

"Christmas is Coming," is the fact advertised by an Ontario hardwareman on January 4. A list of likely gifts follows. This is starting the 1912 Christmas season early with a vengeance. Or is it just another evidence of the forgetfulness which costs retail merchants good hard cash?

* * *

To prove that cement sells right through the winter months, it is not necessary to quote "concrete" cases. A number of striking instances, which serve as proofs, have come to hand recently, however.

The Management of a Retail Business

No. 3—STOCKTAKING—Continued

By H. C. Carson, F.S.S.

Our article of last week mostly concerned the question of stock-taking, with special reference to the valuation of goods, their depreciation, and other features, methods, and principles that should govern every serious attempt to ascertain the money worth of a business at a given time. The stock sheets, however, form only a part of the inventory. In reality, although not in name, the whole balance sheet is an inventory and consequently the other items, assets as well as liabilities, should be listed and valued.

Inasmuch as merchandise and fixtures, with which we have already dealt, belong to the asset side of the balance sheet, we had better adhere to this side for the present and first of all look into the question of accounts receivable. We will not discuss now the merits or demerits of cash or credit systems. There is much to be said on this point, and it will be reserved for an article later on in the series.

Charge Accounts Correctly.

The first thing that should be made sure is that all accounts have been properly charged, or credited as the case may be, up to the time of stock-taking. Sales made after the stock has been taken should not be posted to accounts receivable until after the balances have been struck, but if they are, care must be taken to deduct the cost value of such sales from the stock sheets, otherwise a false inflation would arise.

There are few merchants doing a credit business that do not sometimes make an error in extending credit, and when making the list of accounts, taken one by one from the ledger, the merchant should weigh the collectible value of each, taking all circumstances into consideration.

It is better to clasify them under three of four heads, using paper ruled with sufficient money columns for the purpose. By entering the ledger folio against each name considerable time may be saved from time to time in making reference to the ledger from the sheets. If three classifications are used they might be termed "good," "doubtful" and "bad," and if four classes are adopted, the "good" may usefully be divided into "prompt pay" and "slow pay."

Do Not Overestimate.

Very often the dealer will be in a quandry as to what class a certain account should be assigned. A safe rule to follow in this event is to place it in the lower class, that is, if he is debating in his mind whether it should be good or doubtful, make it the latter. If doubtful or bad, make it bad. The mere fact that the merchant himself admits of doubt is proof enough that this rule should be followed. The object, of course, is to get at the true worth as nearly as possible, and it is better to err on the side of conservatism rather than the reverse.

Having completed the list, and ascertained the total of each classification, the question arises as to what value should be placed upon them. The list of good accounts should, of course, go in at par. Doubtful accounts should be subject to a depreciated valuation determined by the merchant who knows, or should know, all the circumstances in connection with each account so listed. As for bad accounts, they should have no cash value in the balance sheet. Bills receivable, of course, should be subjected to the same mode of treatment as accounts receivable.

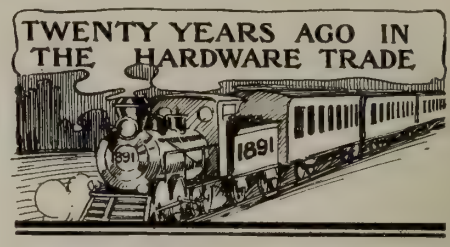
Serve as Good Reminder.

Besides serving the purposes of the merchant in preparing his balance sheet, these lists of accounts, made in duplicate, if necessary, can be made to serve as a tickler or reminder in the important work of collecting accounts. The doubtful list should call for immediate attention and efforts made forthwith by judicious means to turn the accounts into cash. The bad accounts should not be entirely discarded until every resource has been exhausted.

WANT BOUNTIES RESTORED.

Ottawa, Jan. 6.—A deputation representing the big steel interests, waited on the Government and again made the request that the bounties on pig iron be restored. The result of the interview has not been announced, but it is believed that the Government will postpone action until the Tariff Commission have completed their enquiries.

When in Ottawa a short time ago to press their claims, the steel men suggested a partial renewal of the bounties, pending an enquiry. They expressed the confident belief that when proposed extensions of the business and all things were taken into consideration, the Tariff Commission would be convinced that it would be in the interests of Canada to give increased protection, either in the way of a higher tariff or a renewal of all the old bounties. It is understood that arguments along similar lines were advanced to-day.



The following items were taken from the issue of January 9, 1892 :

"Mr. Miller, of Miller, Morse & Co., Winnipeg., spent the holidays among his old friends in Toronto, and he has a host of them. He is making extensive purchases for the coming season's trade."

Editor's Note.—It is not necessary to inform our readers that the house of Miller, Morse & Co. has become one of the largest in the Western wholesale hardware business.

* * *

"T. S. Simms & Co., broom and brush makers, St. John, N.B., have made a new departure. They employ about 80 hands, to whom they gave a dinner the other evening. After the banquet, Mr. Simms made an address, speaking in high terms of the efficiency and faithfulness of the staff."

Editor's Note.—T. S. Simms & Co. rank to-day among the foremost manufacturers in this line in Canada.

* * *

"Mr. Andrew Carnegie is nothing if not epigrammatic. To an enterprising citizen of Hamilton, Ontario, who wrote him in reference to the establishment of iron industries in Canada by American capital, Mr. Carnegie replied : — 'When the foreign colony of Canada recognizes its destiny and becomes part of the American Union, it will be time enough to consider the investment of capital there by Americans. This natural union of the English-speaking people of the continent would double the value of everything in Canada, including the men in Canada, in the opinion of yours truly,

" 'ANDREW CARNEGIE.' "

Editor's Note.—We trust that by this time Mr. Carnegie has changed his opinion. Canada has grown and prospered, and all ill-advised persons who considered it the destiny of this country to become a part of the American Union have long since discarded that chimera. What is more, American capital is now seeking the Canadian market and every day, more or less brings word of the establishment of the branch industry here of some American industrial concern.

Measures to Prevent Frosting of Windows

Most Well Known Expedients are Only Partially Successful—Montreal Man Suggests That Obsorption Method be Used—How Dealer Effects Desired Results by Outside Frame.

One of the questions uppermost in the mind of the retail dealer at the present time is the problem of keeping his store windows from freezing up. Unless some preventative measures are taken, frost will form on the plate glass and completely obscure the articles in the window from the view of passers-by. This means a loss to the merchant; a more serious loss than he may at first be inclined to think. A window whitened with frost has absolutely no selling power, and people enter the store only when they have some definite need. The loss can be measured by the use that the dealer makes of his store windows under normal conditions; but there will always be some loss, even for the most negligent in the matter of display.

It is a well-known fact that the frost is caused by the difference in temperature on the two sides of the glass. Moisture forms on the surface and this gradually freezes.

Some Common Devices.

There are a number of devices adopted by certain dealers with more or less success. Small openings above and below the plate glass serve to keep the atmosphere on both sides partially equalized, and thus prevent frosting to some extent. There are disadvantages, however, which make this expedient inadvisable in many cases.

Burning Gas Jet.

Another plan is to insert close to the window bottom a gas jet perforated with small holes an inch or so apart. When lighted the jets prevent the moisture from solidifying on the inside of the window. This method is an expensive one and never absolutely successful. In severe weather the upper part of the window will frost over and the glass will, of course, be found frozen up every morning.

An "Absorption Method."

S. M. C. Beck, of Montreal, contributes the following suggestion to Hardware and Metal.

"There are only two successful methods. One is very expensive and the other just the opposite—very cheap. The former is by agitating the air in the window with the electric fan, which, as can be seen, is an expensive method. The best way is by the 'absorption method' This is just removing the moisture from the air. This can be done with two inexpensive chemicals. The following is the formula, which can be made up by any person carefully following the simple directions.

Calcium chloride, 10 lbs. (Not chloride of lime).

Zinc chloride, 1 lb.

Place in a granite kettle on a hot stove and stir frequently for about an hour, or until it begins to stiffen, but is still thin enough to pour. In another room which must be a thoroughly dry place, eight or ten sheet-iron baking pans. Pour the mixture into the pans to a depth of about ¼ inch, and allow to cool. When it has set sufficiently, take a sharp knife and cut into small cubes of about ¼ inch in size. Loosen the compound from the pan and pass through a coarse sieve, breaking the large pieces with a hammer. This should be done before the compound is quite hard. Fill 16 ounce tins half full. Place covers on and seal apertures with paraffine wax until needed. When needed, remove cover and place box in window, or where the steam or cold moist air is. In from twelve to sixty hours, depending on the size of the window, the can will have absorbed all the moisture from the air. Then place the can on a hot stove, loosely covered, and evaporate the water until the compound is completely dry, when it will be ready for use again. It can be used over and over again, many times. It will require from three to four cans for each good sized window."

Made Outer Casing.

A Smith's Falls dealer has solved the problem by making a frame four feet high, which he places outside his window. This serves the purpose almost of a double window.

On first making this frame, he placed it on the inside of the plate glass. He then made a joint with putty at the top to prevent the leakage from running down between the plate glass and the frame. This leakage came from the top part of the plate glass, which was not top edge of the frame was beveled so covered by the short window added The that the water would the more rapidly run down, and be carried away in the usual manner at the bottom.

The putty warped away from the plate glass, however, and the plan did not work too well at first. The dealer then removed the frame to the outside and found that it kept the window quite clear of frost.

OUTSIDE COMPETITION.

Vancouver, B.C., Jan. 8.—Vancouver dealers in hardware supplies are now up against the proposition of tendering in competition with firms not having places of business here, and the fact that these firms are favored by the city council when the bid is the lowest. During the past year or so, many large railway and paving contracts have been let to Seattle and Portland firms, and these bring in their own men and supplies from across the line. This week, another instance was the letting of the contract of the extension of the Union Steamship Company's dock to O'Brien, McCaughet & Lemcke, of Seattle, who in all probability will buy their hardware from their own firms in Seattle. This week, too, the British firm of Balfour, Guthrie & Company was awarded the contract of supplying the steel pipe for the Seymour creek water main, their bid being $75,840. The tender of the Macdonald-Godson Company, a local concern, was only $1,200 higher, and it was pointed out that much of the work would be done in the factory at Barnet, on Burrard Inlet

Plan of double window used on lower section of the plate glass to prevent frost forming.

Veteran Figures in the Canadian Hardware Field

No. 3—L. J. A. Surveyer, Montreal.

Dr. J. A. Campbell, the London divine, famous for a new theology and a new way of expounding it, is said to have said that a business man cannot be honest. Dr. Campbell says he never said it—blames it on the reporters, in fact, as is the fashion nowadays. But had he said this, Louis Joseph Arthur Surveyer, of Montreal, would have been a living contradiction of the statement. For forty-six years, Mr. Surveyer has been in business for himself in Montreal, and during that time those who have bought from him and worked with him declare that his conduct, that his methods have ever been characterized by the most rigid honesty and the highest ideals. Must be a satisfactory record, that, after a lifetime's activity.

Has Prospered Greatly.

And just to prove that honesty is a mighty good policy, it may be remarked that Mr. Surveyer is pretty well furnished with this world's goods. Mr. Surveyer is not one who loves to talk of his possessions; but it is known that for the store in which he is doing business, and for the adjoining property, he has received and rejected an offer of $210,000. It is also known that Mr. Surveyer recently sold for $130,000, a block of land on St. Catherine St. W., which he bought six or seven years ago for $6,000. The wolf cannot be very near the door of this veteran hardwareman, yet he started business with a sum which did not greatly exceed $500.

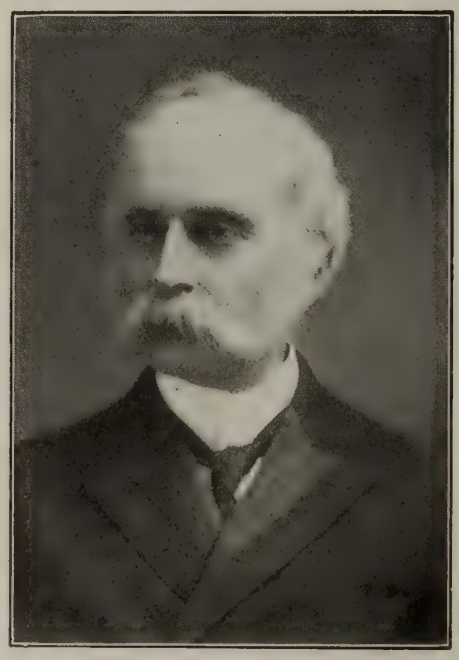
Not the Usual Start.

Probably this little biography should start with the statement that Mr. Surveyer was the son of poor, but honest parents. But then, this is a true sketch, and while the veteran hardwareman undoubtedly inherits his honesty, he also undoubtedly inherited some money. His father was a medical practitioner of Beauharnois, P.Q., and was able to give his son a fine education. He was also able to leave him some property, but this came later, after the son had made good for himself.

It was about seventy-one years ago that Mr. Surveyer started his activities, but not until he had nearly reached to manhood's years did he come to Montreal to stay. Then he entered the hardware field, working last with the late Thomas Davidson, head of the Thomas Davidson Manufacturing Co.

Started Up for Himself.

It was in 1866, that Mr. Surveyer conceived the idea of starting in business



L. J. A. Surveyer, of Montreal, would be a living contradiction of the statement that a business man cannot be honest, had Dr. Campbell really made the assertion.

for himself, and in that year he opened a store on Craig St., within a stone's throw of his present stand. Later, he moved to Notre Dame St., just across from the Court House. That is pretty far east now, but then it was the centre of a city which ended at St. Denis St. and didn't extend much further west than Guy St. Mr. Surveyer can tell some great tales of the early days in Montreal, but it is only upon rare occasions that he will do this.

One of this veteran merchant's memories of the early days is worth recounting here, for it gives the other side of that ever present, high cost of living argument. In that Notre Dame St. store kitchen utensils were sold that were made by hand. A kettle cost three times as much as now. Truly a cheering thought this, dimmed only by the remembrance that some of these kettles are in existance to-day, whereas, the cheaper kettles of last season—well, "where are the snows of yesterday ? "

Forty-six Years on the One Stand.

Forty-six years ago Mr. Surveyer moved to his present stand on St. Lawrence Main. His store is not of great size, but it contains some lines to be found in few other establishments. The years have brought no spirit of retrenchment to this man. He has been eager always for new ideas, for new articles to present to the people. In a changing city his store has remained constant, but the goods it contained have changed more rapidly than the surroundings.

Though just passed the three score years and ten, named as the allotted time of man, Mr. Surveyer still continues his active interest in the business. Ten o'clock sees him at his desk, 5.30 and he is still there. He leaves the active work to those he has gathered about him, but still he is present to supervise.

No Political Aspirations.

A man well nigh without a fad is this veteran. He is a Conservative in politics, and was once a regular attendant at Lafontaine Club. But the club has disbanded, and Mr. Surveyer has not gone elsewhere. He was several times asked to stand for political posts, but always he refused. The city government did not attract him. He stuck to his business, and his business prospered. One outside concern has benefited by Mr. Surveyer's interest, the Chambre de Commerce, of which he was vice-president.

As has been said, the heavy work of his business Mr. Surveyer is giving into other hands. He can now afford the time for trips to Europe, and he has the satisfaction of knowing that even when he finally retires, the hardware store of L. J. A. Surveyer, which has opened its doors on St. Lawrence Main for forty-six years, will not change its name. A young son is ready to take over the reins.

BY-LAW UPHELD.

Toronto, Jan. 6.—The early closing by-law of the village of Caledonia, which was attacked in a motion by Fristian Simpson, a merchant in that munipality, was upheld as perfectly valid by Mr. Justice Riddell in his judgment yesterday, dismissing the motion to quash the by-law. The grounds on which the motion was based were the alleged insufficiency of the petitions presented to the council for its passage. His Lordship finds, however, that the by-law was one which the council could pass without any petitions, and he expresses the opinion that the power given by the statute is not in any way diminished by the fact that wholly unnecessary petitions were filed.

Thomas Harling, sales manager of B. & S. H. Thompson, Montreal, was in Toronto on business this week.

Annual Conventions and Staff Reunions

RICHARDS-WILCOX BANQUET.

The Richards-Wilcox Manufacturing Co., Aurora, Ill., gave their annual banquet to their travelers December 29th, at Rayment's Banquet Hall. The tables, covered for fifty-three, were prettily decorated with flowers and handsome menu cards. A large framed photo of the enlarged factory hung conspicuously on the wall.

The guest of honor, Saunders Norvell of St. Louis, gave an instructive and very interesting address. A unique menu card, as well as poetic parodies on the travelers, was gotten up by C. W. Schuchardt, the company's advertising man. These verses, set to the music of "Every Little Movement," excited considerable applause.

The travelers of the above company cover the entire United States and Canada, and were much enthused to observe the big increase in the plant added this last year.

EEH-NIS-KIM COUNCIL.

Anyone happening to be in the vicinity of the Carborundum Company's plant at Niagara Falls, N.Y., one night last week would surely have thought that the place had been invaded by the returned spirits of the Indian warriors who once inhabited the banks of the Niagara river. Wierd, blanketed figures with painted faced, gaudy feather head-dresses, beaded buckskins and moccasined feet, flitted about among the shadows of the offices and warehouses. To the wail of the flageolet and the monotonous beat of the tom-toms, the shadowy figures gathered in the big council house and there were intitiated into the mysteries of the medicine lodge of Eeh-nis-kim. Eeh-nis-kim is an organization founded upon the customs and traditions of the American Indians. Its membership is composed of hardware dealers and clerks who handle Carborundum Sharpening Stones, and the numerous members of the Carborundun Company's sales force. The object of the orginazition is the promotion of fraternal relations between the hardware men and the Carborundum family, and to develop a clear understanding between the retailer, his clerks and the Carborundum Company along educational lines

Last week occurred the annual convention of the Carborundum hardware salesmen, and this particular occasion was made especially notable by the gathering of the first great council of Eeh-nis-kim. The salesmen were first admitted to the simpler mysteries of the order and decorated with the arrow, that conferred upon them the rank of brave. Afterwards, as they penetrated deeper into the mysterious secrets of the Medicine Lodge, they were raised in successive steps, first to the rank of warrior, and then to the rank of chief, each chief being declared the head of the tribe of retail hardware men in his particular territory. The ceremonies occupied three separate evenings.

Eeh-nis-kim is a comparatively new organization, and yet in an incredibly short space of time the membership has grown to very considerable proportions and applications are coming in on every mail from hardware men all over the country.

During the summer months it is intended to hold a Grand Council, at which all visiting members will be raised to the degree of medicine men. This council will be held in a big camp on the banks of the Niagara river, and will be thoroughly saturated with the atmosphere of Indian traditions and customs.

By "Mack."

It may be the season for making good resolutions for the new year that gave the inspiration contained in the store management articles which greeted our eyes in Hardware's last issue of the year. The illustration given of the merchant whose method of calculation was slowly bringing a good active business to the verge of extinction, revived in my mind many instances of corresponding self-deception by store keepers who have never learned to estimate costs and selling forms accurately. For men of this type the resolve to carry out the precepts laid down in the advisory essay to which I refer, should bring beneficial results at the end of the opening year. The mistakes, to which all are liable when developing a system of marking the goods at profitable prices, effects a vital centre in any business if it should be conceived upon an erroneous basis, for added to the self-injury there is the friction generated with others in the trade that arrive at different conclusions regarding the proper retail prices and discover the figures asked by their clerks are higher than the rival whose methods of accounting are devised on false ideas of percentage. Another topic which I note is to be dealt with in a special manner is the important annual event in every well ordered and managed hardware business of taking an inventory of stock. Perhaps the phantom shape of too much trouble causes a slackness in this duty, both to the business and to others and an annual statement is composed with the amount of stock inserted at any figure which the proprietor's judgment estimates. This evasion of the drudgery of stocktaking establishes a precedent which in its evil effects will be very apt to ramify through all departments of the business. It implies a want of thoroughness that is incompatible with success and the merchant unaccustomed to exerting himself in acquiring an exact knowledge of conditions at least once a year might adopt as one of his rules of business conduct for 1912, "To know all about my business," even if he has to endure an extra amount of labor. The class that are in easy financial circumstances are often, well perhaps not so often, but there are examples of which I know, who own building stock, etc., are delinquents that sometimes shun the responsibility of counting the stock and pricing and entering properly in the stock books. Even these old establishments decay under continued retrograde methods and the executors are surprised upon an accurate inventory being taken after the decease of the proprietors that the assets shrink very materially when the results are made known. One of the very hardest things to do in making an annual inventory is to set down the depreciation upon unsalable and shop stained goods. Fortunately in the hardware and metal business this exigency does not arise as frequently as in more perishable wares, and the largest proportion may be taken at cost price. But with all that is said and written regarding the application of scientific modern methods of store-keeping with the object in view of extracting returns in dividends upon capital regularly and reasonably large, there may be a few survivors of the historic days when the mathematics of the hardware guild embraced only one rule easily worked, which gave one hundred per cent. on everything, who will feebly drift, toward oblivion and refuse to conform to the demand for exact knowledge in all things pertaining to their own affairs.

Progressive Methods of Hardware Retailing

Moving Time Methods of a Pacific Coast Hardware Firm—Western Hardwareman Adopts East Method of Doing Business—Belated Christmas Ads. and the Harm They do.

ON CASH BASIS.

Halbrite, Sask., Jan. 8.—R. J. Fenwick, hardware and implement dealer of this place, started his business on a cash basis on November 1. Since that the new system has been in force in all departments.

At the present time, Mr. Fenwick is conducting a disposal sale of wagons and farm implements. Everything in stock in those lines is being cleared out at cost price. He is also advertising special inducements in the stove department.

SELLING SKATING BOOTS.

Vancouver, B.C.—The Fraser Hardware Co., Granville St., are endeavoring to improve their skate sales by carrying a stock of boots and shoes. In a recent advertisement, they say :

> "Our stock of skating boots is large. Any foot can be fitted. A great many young women are buying their skating boots here. For hockey players we have the——boots, the ——Lightning Hitch Hockey Boots and others."

The firm have been selling off their left over Christmas goods, offering the same at special prices. Brass goods, fireside fixtures, cutlery and sporting goods are being sold in large bulk.

EARLY CLOSING ADOPTED.

Wallaceburg, Ont.—The hardware merchants here have announced that, commencing on January 1, they will close their places of business at 6 p.m. every night except Saturday nights. This plan will be continued for four months, after which the hardwaremen will revert to the previous agreement under which they closed early three nights in a week. The announcement adds :

> "We do this that ourselves and clerks may have shorter hours of labor and increasing available time for recreation and domestic and social betterment. As our patrons will in no way be losers by this arrangement, we have confidence in their hearty co-operation."

The agreement is signed by J. W. Husband & Son, the J. C. Shaw Hardware Co., J. M. Smith, and Munroe & Zavitz.

MOVING TIME METHODS.

Victoria, B.C., Jan. 6.—The B. C. Hardware Co. expect to move into their new building on Fort St. by January 15. The store is now rapidly nearing completion. The site measures 30 x 110 feet, and the structure is three storeys high. The entire building will be utilized by the firm. It has cost close to $20,000 to erect. One feature of the place is that the floors will be absolutely clear from any posts or pillars. A large elevator has also been installed.

In the meantime, a series of special "slaughter sales" are being held, with the purpose of reducing stocks previous to moving. Each week a single article is picked out for sale and prices are reduced. Last week a special effort was made to clear out graniteware, and large discounts were offered. This week the same thing is being done with brushes.

As a special inducement, a range valued at $120 was offered as a premium. Every cash sale of $2 commanded a coupon and, on a certain date fixed, a draw was held and the holder of the winning coupon received the range. The result of the draw was announced in the accompanying advertisement.

REAL CLEARANCE SALE.

Ottawa, Jan. 8.—The sale of hardware conducted by W. G. Charleson, who took over the store and stock of C. P. Wright, and which is being advertised as "a real clearance sale," is going along well. Mr. Charleson announces that "having purchased the hardware business of C. P. Wright, 332 Rideau Street, we are going to dispose of the entire stock at 25 per cent. discount. Must be sold by January 31."

Large crowds have attended the sale and the stock is being cleared out satisfactorily.

SOME BELATED ADVERTISING.

This page is devoted to "progressive" methods, but a word of warning may not be amiss on the score of the very "unprogressive" methods of advertising adopted by a great many hardwaremen. The writer has before him a score or so of ads. dated from December 29 to Jan. 9. Some of them are very well written and present an attractive appearance. The only thing wrong with them, is that they are all advertising Christmas bargains ! They have been gleaned from papers in all parts of the country, and some of the firms guilty of this negligence have the reputation of being both progressive and successful. Further reference to this matter will be found on the editorial page.

A. C. LESLIE'S RINK AND CHILDREN'S HOSPITAL PROVE WINNERS.

Montreal, Jan. 10.—The last end of a curling match, played to-day at the Caledonia rink, decided who should pay for a barrel of meal, which, it had been arranged, was to be given the children's hospital by the losers. The rink from A. C. Leslie & Co. won out, but by the narrowest possible margin, the curlers from Dale & Co.'s Marine Insurance Co. being in the fight to the end.

The rinks were :—

A. C. Leslie & Co., W. S. Leslie, T. H. Jordan, E. H. Copland, F. B. Leslie (skip), 9. Dale & Co., A. G. Shaw, R. J. Dale, J. L. McCullough, C. G. Ross (skip), 8.

H. A. Malcolm has joined the sales departemnt of Lewis Bros., Montreal, and will be in charge of the sample room.

Overend & Lowrey, who are opening up a hardware business in the City of Orillia, to be known as "The City Hardware Store," spent a week in Montreal purchasing supplies.

Current News of Canadian Hardware Trade

Elected Reeve.

Leamington, Ont.—H. Lendon, formerly of Wallaceburg, and now a hardware merchant here, was elected reeve.

Joins Winnipeg Concern.

Montreal, Quebec.—Theodore Korb, formerly with Lewis Bros., and well known to the hardware trade both in Canada and the United States, has joined the staff of Merrick, Anderson & Co., Winnipeg.

Orillia By-law Lost.

Orillia, Ont.—Although 741 votes were polled for the by-law granting a fixed assessment to the National Hardware Co. and only 71 against, the by-law did not carry, as the vote was not large enough. To carry the by-law 1,003 votes were required.

Get English Contract.

Guelph, Ont.—The Louden Machinery Co. have been awarded the contract for supplying fixtures to be used in the stalls and pens of the barn, which is being erected on the Woking Park Emigration Training Farm, at Woking village, Surrey, England.

Marshall Hardware Sold.

Medicine Hat, Alta.—W. B. Marshall and the Mitchell Bros. have purchased the business of the Marshall Hardware Co., and are now in charge. The business is an old established one. The members of the new firm are all pioneer residents of Medicine Hat.

Doubled Store Capacity.

Saskatoon, Sask.—S. T. Kempthorne has doubled the capacity of his store and very materially increased his facilities for doing business. He states that the prospects for business in that section are indeed bright—much brighter than at this time last year.

McClary Branch in New Quarters.

Montreal.—The Montreal branch of the McClary Manufacturing Co. has now moved into the new building situated on the corner of Wellington and King Sts. The office is not thoroughly equipped as yet, but it is evident that it affords the extra room which has been so badly needed.

Hardwareman Married.

Sturgis, Sask.—The marriage of Frank Weikle, hardware dealer of this place, to Miss L. Gibney, took place at Yorkton, Rev. Father Bagoney, performing the ceremony. J. McCormick supported the groom. Mr. and Mrs. Weikle gave a reception and dance on New Year's night to friends here.

Renovating Store.

Salmon Arm, B.C.—Alterations are being made in the lower portion of the McGuire & Leonard building, which will be occupied by Ford Tyler & Co. as a hardware store. The floor is being lowered on a level with the street and a new front is being put in. Ford Tyler & Co. expect to open to the public this week.

Napinka Store Burned.

Napinka, Man.—The hardware store of Dewitt & Co. was almost totally destroyed by fire altogether with most of the contents. The store building was valued at $5,000 and insured for $3,000. A stock to the value of $9,000 was destroyed, with insurance to the extent of $8,700. The origin of the fire has not been ascertained.

Leamington Business Sold.

Leamington, Ont.—C. A. Willitts & Co. have sold their business to Alfred Dobbyn, of London, and Mr. Willitts has purchased a hardware business in that city. Mr. Dobbyn has been a traveling salesman for some years with the D. H. Howden Co. He will take possession about the middle of the month. Earl Weeks will occupy the position of business manager.

Tinshop Burned Out.

Saskatoon, Sask.—A fire broke out in the tinshop of Wismer & Holmes, Second Ave., caused it is thought by the stove. The shop, which was a frame structure covered with galvanized iron, was almost completely gutted, and considerable damage was done to the machinery and tools. Insurance to the amount of $2,500 was carried, and it is believed that the loss will exceed this.

E. B. Marvin Dies.

Victoria, B.C.—Word has been received here of the death in Southern California of E. B. Marvin, a pioneer business man of this city, at the ripe age of 81 years. For four decades he had been at the head of the ship chandlery firm of E. B. Marvin & Co. When 37 years ago he started in the ship chandlery business, his step-son, Frank Adams, who has lately had charge of the firm's business, joined with him, and about twenty years ago, the late Captain J. G. Cox joined the firm. In addition to establishing the successful business on Wharf St., he was one of the pioneers of the sealing industry, the schooner E. B. Marvin being named in his honor.

Space Being Snapped Up.

Montreal, Quebec.—Satisfactory progress is being made with the arrangements for the exhibition of hardware goods to be held in connection with the convention of the hardware section of the Retail Merchants' Association. Though this exhibit is not to be held until the three last days of February and the first of March, more than half the booths have already been taken up. Letters received indicate that there will be a lack of booths experienced rather than a superabundance. The manufacturers are only too anxious to get space in which to display their products to the retailers, and to the architects, contractors, and mechanics, who are to be invited to inspect the booths.

Business Changes.

Drayton, Ont.—The hardware and stove business of O. B. Henry & Co. is being advertised for sale.

Toronto, Ont.—A. Litwin, hardware dealer, has moved his store to 509 Queen St. W.

St. Aldwyn, Sask.—The firm of Henderson & Battersby, hardware dealers, has been dissolved. Mr. Battersby will carry the business on.

Wakaw, Sask.—A store has been opened here by the Wakaw Hardware & Implement Co.

Rush Lake, Sask.—R. T. Storrey has started in the hardware business here

Strome, Alta.—Max. Knoll has started in business here.

Gregg, Man.—J. W. Wake has started a hardware and general store here.

Brampton, Ont.—R. J. McClelland has purchased the implement, carriage and roofing business of Thomas A. McC[illegible]

Morden, Man.—Atkins & Beatty have disposed of their hardware business, which will be carried on in future by Atkins Bros.

Personal Notes.

Scott C. Ball, of Sergeant & Co., New York, was in Montreal on business this week.

E. A. Esbach, of the Fawcett hardware store, Tweed, Ont., spent the past week at his home in Walkerville.

E. C. Hall, of Linton & Hall, Calgary, is spending the holiday with his people at Campbellford, Ont.

The many friends of A. T. Linton, of Linton & Hall, Calgary, will be glgd to hear that he has completely recovered from his recent attack of typhoid fever.

Henry Smith, of Porcupine, a former hardwareman of Tweed, Ont., has been paying a visit to friends in that place.

W. S. Painter, formerly chief architect of the Canadian Pacific Railway, is in Montreal, on a visit to his branch office, which is being managed by Mr. Swailes. The firm's name is "Painter & Swailes." Mr. Painter speaks in glowing terms of the West, and already has the "Fever," or Western Craze.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 56.

MARKETS IN BRIEF.

Montreal.

Lead—Down 10 to 25 cents a cwt.
Spelter—Up 25 cents a cwt.

Toronto.

Tin—Down 1 cent.

MONTREAL.

Montreal, Jan. 12.—Though tin is still demanding a great deal of attention, the somewhat short stocks of pig iron features the market this week, as far as local handlers and users are concerned. There is no great amount of iron to be had, and some of the handlers are being hard put to it to fill their orders.

Tin is still somewhat of a mystery. The decline which came so swiftly last week has not ceased. True there have been no £10 drops in the last few days, but the downward tendency has not ceased. As yet the pendulum has not swung back, though this is confidently expected.

The decline in copper, slight though it is, is considered rather significant. It seems to show that the metal has gone up too fast. The latter rises have not been great enough to please the speculators, and yet the present position of the metal is good.

Somewhat the same thing may be said of spelter, though the exact position of this is a little hard to understand since the very dealers who are quoting a low figure are anxious to buy stock from Canada.

Rise is Still Expected.

Tin.—Straits' tin on the three months' contract, has dropped in England to £187, yet that is not proving the feature of greatest interest at the present time. A scarcity of spot tin is such more important. This is being keenly felt in New York, and affects in some measure the Canadian handler.

What is causing the low prices is hard to say. But perhaps the very prediction that there would be a tight market in January has led syndicate to take this step. There seems no doubt at all that the present low figures will be but short lived. It could hardly be otherwise when spot tin is becoming so scarce.

Lead.—This metal is plentiful. Trail is now to be secured. The manufacturers are up with their orders and a lower level of prices has resulted. In other parts trade conditions are said to guarantee higher prices, but the demand is so light that these are not being struck. Locally there will hardly be any change now for some time to come.

Copper Stocks Depleted.

Copper.—This metal has sunk in valu somewhat. The production has increased in the last week, while the consumption has been somewhat less than was expected in view of the talked of large orders. Stocks are depleted now, that is, they are smaller by far than they were, but indications are that the production of the next few months will tend to make these stocks larger. On the other hand, the producers declare that the extra demand which has arisen will guard against all over stocking. The situation is somewhat complex, but it would seem that a much higher level, or indeed any higher level at all, is not likely to be seen for some time.

Spelter Both Lower and Higher.

Spelter has been advanced by the smaller handlers, yet the general trend of the market lately has been downward. Some little time ago East St. Louis was quoted as high as $6.85. Now it is at $6.35, and that figure is considered a far more proper one. It must be remembered, of course, that while the moderate sized handlers have adv[illegible] the price, they did not do this when spleter was high. Then they were selling much metal which they had secured on a more advantageous market: but now, while spelter is quoted lower, they have to sell what their depleted stocks required them to buy at the recent high figure.

Iron. — The scarcity of pig iron noted last week is demanding more attention. The handlers are short. Some of them failed to bring in heavy supplies, the good demand of the past few weeks, therefore, has found them unprepared. Some Scottish iron is coming in. For this a higher price has to be charged to cover the extra railway freight.

Some of the handlers have fair supplies of iron on hand. They will be able to meet the immediate needs, but there will be no great surplus stock on hand when river navigation opens.

TORONTO.

Toronto, January 12. — There is a brisk tone to the metal trade here. Buying has started again with a steadiness which speaks well for future possibilities. The largest buyers of metal have for the most part been running on light stocks for some weeks back, and they are now in the market for large requirements.

Tin is Down.

The feature of the week has been the continued slump in tin. The downward movement which began a fortnight ago is still in evidence. The London quotations have shrunk appreciably since last writing, and local jobbers accordingly have chopped a cent off their price, making the price prevailing here 46 cents.

The price developments in tin are surprising, as somewhat of a shortage has developed in spot tin. Local stocks are light. The demand here has been consistently heavy.

Lead Supplies in Sight.

Lead.—Trail lead is now on the market in good bulk and local jobbers report that there is plenty of lead in sight to meet the current demand. It is anticipated that no further difficulty will be met with on the score of supply. There is a firm tendency noted in price.

Tinplate Higher?

Plates and Sheets.—It is understood that some are quoting a higher price on tinplates. A tendency towards greater strength is noted in all plates and sheets. Demand is good.

Copper Coming Down.

Copper.—The price of copper has weakened on the primary markets, but no change has yet been made locally. The lower level of the metal is due to the increased production coupled with a rather unaccountable falling off in the demand. Although the demand has been quite active, it has fallen short of the mark set, and this is exerting a deterrent effect. A quick revival in copper is looked for, however.

Spelter is Stronger.

Reports of advances in the price of spelter are heard from other points, but so far no change has been made here, although the price is firm. Spelter is in active demand and there is every reason to suppose that this activity will be continued.

Pig Iron.—There is an active buying movement in pig iron, coupled with stocks rather lighter than usual at this time of year. Prices remain firm, as follows:—Canadian Foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3, Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $2[illegible] respectively.

NEW WELLAND INDUSTRY.

C. J. Laughlin, jr., who some time ago announced that The Pittsburg Nut & Bolt Co. would build in Welland, was in Buffalo on Tuesday looking after the final clinching of the new firm.

On Wednesday Mr. Laughlin authorized the statement that the company would build there in the opening of the spring without fail. The site has been obtained in Industrial park, Crowland township, adjoining Welland.

HARDWARE MARKETS

BUSINESS PICKS UP.

The sharp weather of the past ten days has brought about a temporary revival in heaters. Oil stoves have been much in demand. The gas range industry is now coming to the fore and it is anticipated that spring demand will be exceptionally heavy.

MONTREAL.

Montreal, Jan. 11.—Stock-taking is to the fore in the hardware trade at present. Retailers are busy making their inventories. As a result, they are not ordering at all largely, and the wholesalers, who are making out their stock sheets too, are quite satisfied that it should be so.

Trade is quiet, there is no denying that. The usually January lull has set in, a lull which has been only partially disturbed by the activity coming as a result of the cold weather. The papers, in their humorous columns, are making fun of the people who a little time ago objected to the moderate weather, and who are now protesting against the cold. These merry quips have no reference to the hardwareman. He is delighted with the turn things have taken. The weather is a little severe, perhaps, but it is winter, and it has brought the demand for winter goods, which up to the present has been somewhat below par.

A Revival in Sales.

Seasonable Goods.—This week has seen a revival in sales of such articles as snow shovels, weather strip, and tar paper. True, the city's undertaking to clean all the sidewalks has somewhat curtailed the demand for shovels, but there are many paths to be cleaned, and even in Montreal some houses are set back a little from the sidewalk, requiring some shoveling to clear the way. So many shovels have been ordered. Brooms, too, are selling briskly.

Tar paper is being bought for lining sheds and back kitchens. Weather strip, of course, is needed to keep the wind from whistling through door cracks and window casements. This weather brings out every defect a house has, and it makes the resident desirous of effecting an immediate improvement.

Sleigh bells, too, have been in demand these last few days. There is no doubt that these will be needed now.

Sporting Goods in Demand.

Sporting Goods.—This is where the severe weather has most helped the hardwareman. Sleighing is here. Skating is here. Sliding is going on a-top of the mountain. Saturday afternoon is again being eagerly awaited by the skiing enthusiast. Even snow-shoeing is now possible. All that is needed is the paraphernalia, and the stores can supply that. As a result the stores are experiencing a good demand. Skates, skis, all the accessories are being bought, while the weather is making sweaters, caps, and gloves, so much needed, that they are moving rapidly too.

Household Goods.—For all this class of goods a fair demand is being experienced. Orders for spring delivery are coming in from western dealers, while from all parts of the Dominion sorting orders are being received.

Coal oil stoves, handled by many jobbers and retailers, are selling rapidly these days. The cause is not hard to seek.

Lumber Supplies.—Here business is improving. Axes have been in good demand of late, and other supplies needed in the bush, cant hooks, grind stones, cross-cut saws, and such like, are still being bought quiet largely. Chains, which will be needed when the logging work starts, are not being bought from the retailers, as yet; but some retailers, anticipating the demand, are laying in a supply.

TORONTO.

Toronto, Jan. 12.—Business is not very flourishing at the present time. Stock-taking is the order of the day in all branches of the trade and this, of course, interferes very materially with trade. The cold weather has also exercised a deterrent effect. The travelers are all out on the road now, however, and it is confidently expected that business will pick up immediately.

No price changes have been made this week. There is a general firmness noted. Collections are reported to be satisfactory in most sections.

Seasonable Goods.—Some orders have been placed for winter goods. The weather conditions have been so steadily cold that there has been a good sale of sleigh bells, blankets, mitts, weather strip, snowshovels, etc., although ordinarily the dealers are pretty well stocked up in all these lines by this time.

Demand Felt for Spring Goods.

Spring Goods.—Although the demand is not yet in any sense pronounced, there is a tendency noticed to order spring supplies. Orders from some sections have been booked for such lines as rakes, lawn mowers, shears. Dealers are showing a tendency in fact to order well in advance of the season. Although stock-taking retards matters now some, the present volume of trade points to an early resumption of activity.

Builders Still Selling.

Although the heavy demand for builders' hardware is over with, there is enough business to satisfy the jobbers. It is inderstood that retail stocks are, for the most part, light. This is probably due to the fact that there has been an unusually large demand. It is anticipated therefore, that the spring will see a heavy run on builders' hardware.

Heavy Hardware.—The demand is now nominal but some booking is being done. Price quotations are :—Discounts on carriage bolts, $\frac{3}{8}$ and less, 60 and 10 and 10 ; coach screws, 75 ; stove bolts, 80 and $7\frac{1}{2}$.

Skates Still Selling.

Sporting Goods.—The revival in the skate trade is still manifesting itself in a big demand from the retailers. Sorting orders are now beginning to arrive, showing that the retail stocks are finally being cleared out. It is expected that demand will be maintained for some time yet.

Hardware Letter Box

Lawn Seats.

W. J. Scobie, Bristol, Quebec :—"Please give me the addresses of Canadian manufacturers of lawn seats and lawn fixtures."

Stratford Manufacturing Co., Stratford, Ontario ; P. E. Shantz, Preston, Ontario ; W. F. Vilas, Cowansville, Quebec ; John Watson Manufacturing Co., Ayr, Ontario.

Brass Letters.

H. Marshall, Kingston :—"Kindly advise if you can give us the name of a firm making glass casters, saucer shape, to place under the ordinary wheel caster on a piano ? Also can you tell us the Canadian makers of brass letters and numbers ?"

The Canadian manufacturies of brass letters are : James Morrison Brass Manufacturing Co., Toronto ; Patterson & Heward, Toronto ; Martel-Stewart Co., Montreal ; Montreal Stencil Works, Montreal.

Can any reader supply information with reference to the glass casters ?

Aluminum Utensils.

W. J. Hermiston, Walkerton :—"Kindly let us know the names of manufacturers of aluminum kitchen utensils ?"

Northern Aluminum Co., Traders Bank Bldg., Toronto.; Parke & Leith, 60 Front Street, Toronto ; Griswold Manufacturing Co., Erie, Pa.

Peters' Pumps.

Phillips Bros., Kindersley, Sask.:—"Who are Winnipeg selling agents for Peters' Pumps ?"

Tudhope, Anderson & Co.

The Western Hardware Market Situation

Business is Slack on Account of the Severe Weather—Commercial and Agricultural Interests at War with the Railroads —Blue Stone Price Announced.

Winnipeg, January 8.—The severe cold weather which has been prevailing for the last two weeks throughout the length and breadth of the west has had a material effect upon decreasing the volume of trade transacted during this period. This combined with the season of the year which is always a quiet one has rendered conditions very quiet and wholesalers have taken the opportunity of the slack season to take stock. Many firms have almost completed while others will not be through for a few days yet. When looking over the season 1911 from all sides can be heard nothing but satisfaction as to the volume of trade transacted. One large wholesaler stated this morning that the year 1910 was recognized by all as the best year in the history of the West. 1911 it was pointed out was better than 1910 and therefore could be taken as establishing a record for western Canada. 1912 he pointed out was as yet too young to offer any predictions about, but at the same time he stated that anticipation was strong and all were looking forth for a better year than ever.

In the stove line orders have been slightly less than previous and mostly for general lines or sorting-up orders. A large quantity of ranges and other lines of stoves which were not procurable in the earlier part of the season are now on hand and back orders for these are being filled up. The extreme cold weather has maintained the demand for this line a little stronger than any other line except sweaters and horse blankets.

Blue Stone Price Fixed.

The price on Blue Stone has at last been announced and is fixed at 6¼ per cent. Wholesalers in the city regard this price as being rarely lower than what the present market price warrants. The market as stated before has been very strong during the last few months and it is a speculation as to whether these prices will not have to be advanced.

At War With Railways.

A fight is being waged at the present time between commercial and agriculture interests in the West and the railroad interests. This is the direct outcome of the congestion of cars and general shortage which has seriously handicapped trade this fall in this country. While more cars are available now as a large part of the grain has already passed through Winnipeg; the estimate of the leading paper in the West, the Free Press, being over 74,000,000 bushels of wheat, yet the western populace are determined to have their rights respected and much interest is being followed in the situation at the present time.

A fair demand still continues for sporting goods such as hockey sticks, pucks, skates, sweaters, etc., in the cities but it is not expected that this will last much longer. The sharp weather has brought in a demand for heaters and foot warmers to be used in sleighs and other vehicles and a fair quantity have gone out during the last week.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in.,$5.45 ;1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 3c,

Sheet Zinc—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½ ; brass, 77½ ; round head, iron, 82½ ; brass, 72½ ; coach, 67½ per cent.

Terne Plate—I.C., $9.75 ; I.X., $11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25 ; ½ box, $5.50; I.X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $13.50 ; ½ box, $8 ; I.X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Wire.—Prices on wire barbed and annealed and plain are all open and prices cannot be quoted. All wholesalers are open to receive enquiries on wire and it is doubtful if there is much of a contrast in prices.

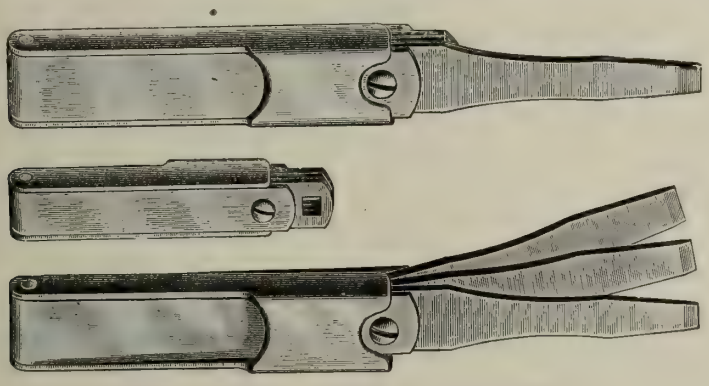
New Hardware Goods

POCKET SCREW DRIVER.

The inventor who thought of making a screw driver that can be carried in the vest pocket had a bright idea. It is a thing that, in the hackneyed term, "meets a long felt want."

Nearly every day some occasion arises when a man would give "a kingdom for a screw driver," especially as there is never a screw driver at hand. A screw driver is not usually a convenient thing to carry in one's vest pocket.

But this new device is as convenient to carry as a pocket knife. It is flat and compact, with three good steel blades that fold up into the handle and lock in.



Screw Driver Carried in Vest Pocket.

Each of the three blades has a different sized point to fit almost any size of screw. There are no loose parts and it makes a rigid substantial tool for any use to which an ordinary screw driver might be put.

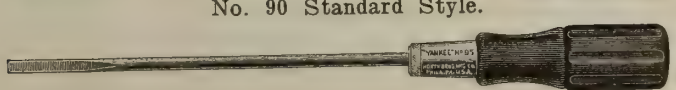
It is a good thing for hunters, anglers, motorists, machinists, carpenters, locksmiths, farmers, salesmen and repairers of typewriters, adding machines, sewing machines, or any mechanical device.

It was invented by Mr. Marble, of the Marble Arms & Mfg. Co., 528 Delta Ave., Gladstone, Mich.

YANKEE SCREW DRIVERS.

North Bros. Mfg. Co., Philadelphia Pa., have put two new styles of "Yankee" screw drivers on the market. The fastening of blade and handle is such that they cannot be loosened in use, or in even the usual abuse. The blades and ferrules are finely polished, the handle of hard wood finished in dull dead black, making a handsome appearance.

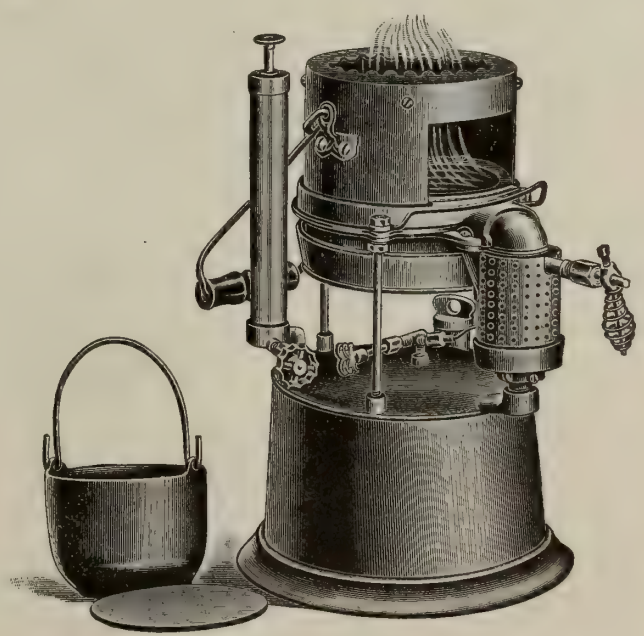
No. 90 Standard Style.



No. 95 Cabinet Style.

DOUBLE BLAST FIRE POT.

The Double Blast Manufacturing Co., North Chicago, have issued a booklet, illustrating their tinners and plumbers' fire pot. One of the chief advantages claimed for it is that it has an independent generating valve for generating, so that in case the operator does not get enough gasoline into the drip cup the first time to properly heat the generator he may open the valve again and allow more gasoline to flow into the drip cup until it is hot enough to generate. The generator is made of brass and will not rust or corrode, and has an opening of five-eighths of an inch where the generating is done. Having no small channels it cannot clog, but will always burn a blue flame. The straight brass needle passes through the orifice hole in the generator, and will not increase the size of the hole, the gas is cut off with the end of the valve stem.



Double Blast Fire Pot.

NEW MOP HOLDER.

The Theo. J. Ely Manufacturing Co., Girard, Pa., have put a new mop holder on the market, as shown in the accompanying cut.

New Ely Mop Holder.

GLASS BLOWING PLANT NOW BEING ERECTED IN MONTREAL.

Montreal, Jan. 11.—The Enterprise Glass Co., of Montreal, is now erecting a glass blowing plant at Tetreauville, one of the Royal City's suburbs. The plant, which is 100 feet square, will be ready for the start of operations in a month's time, according to the word of the president, P. Massicotte, of the Massicotte Import Co. "We are going to manufacture a variety of goods," said Mr. Massicotte. "We will turn out tumblers, milk jars, gem jars, bottles, lamp chimneys and fancy globes for lamps and electric lights."

Stoves, Furnaces and Cooking Accessories

Figures Which Help to Sell Stoves

Statistics Show That Food Waste is Very Heavy—Use of New Range Would Save Many Dollars Every Year—Fuel Economy a Potent Argument for the Store Dealer to Wield.

If you could prove, Mr. Dealer, that every householder in your district, who uses an old range, is losing enough money in spoilation of food every year to pay the price of a new stove, it would not be difficult to sell every one of them.

Unless statistics are astray—and, of course, figures never lie—this is actually what is happening. Some interesting figures were given in an address by Charles S. Prizer at the last convention of the National Association of Stove Manufacturers. He estimated that the value of food cooked during the lifetime of an ordinary range was $12,000. The fuel used during the same length of time would total somewhere around $1,000 The value of the labor expended in cooking the food and operating the range h estimated at $5,000.

Mr. Prizer goes further than that. He estimated that the spoilage of food on one range during its whole period of activity would total $1,200. Pursuing this point closer still, Mr. Prizer made the rather astounding assertion that $800,000,000 was lost every year in the United States through spoiling of food. constituting "the greatest waste of wealth occuring in the world according to economists."

These figures will bear close analysis. If the waste is as large as stated, the average household must be charged with at least $50 a year loss. How much of this could be saved if the home were equipped with a new and up-to-date cooking range? Stove dealers know that the percentage of loss due to worn-out, cheap and defective ranges is very large indeed. As soon as that fact can be impressed on the public, there will be wholesale discarding of kitchen relics in the shape of cranky old stoves.

"A new range will cost you $50 and will prove a good investment." This epitomizes the argument used by stove dealers in going after business.

"Your old range is costing you $50 a year. Can you afford to keep it," is the basis on which arguments should be given. Don't dwell on the fact that a new range will cost money; point out instead that it will save money.

The statement that a new range will pay its purchase price over several times in a very short while, is no mere empty platitude. It is based on facts. The range made to-day has countless advantages over the product of the foundries of ten or fifteen years ago. New ideas have been evolved and perfected. Cooking has been made a comparatively simple matter. There will be less food spoiled than on an old range, and this saving will soon pay for the new stove. As Mr. Prizer very strikingly puts it: "If the use of the very best and most convenient range it is possible to make will result in a diminution of only 15 per cent. in the food waste which ordinarily occurs in cooking, the housekeeper could afford to pay $180 for this best range in preference to receiving the ordinary cheap range as an absolute gift."

Saving in Fuel.

It is easier to convince the average man of the economy of a new stove by referring to the question of fuel. Food waste does not manifest itself as a drain on his pocket, but coal bills "speak for themselves." Anything that will reduce the cost of fuel will meet due consideration from pater familias.

Take Mr. Prizer's figures again. The average range eats up $1,200 for fuel during its period of usefulness. Some take more and some less. It is self evident that an old and worn out stove will require more fuel than the new and up-to-date article. A better stove would reduce the fuel bill by say, 15 per cent. Figure it out and, again, the amount saved each year will serve as a convincing argument in favor of replacing the old one.

Talk Quality Stoves.

These arguments apply with equal force when it comes to a matter of discriminating between good and cheap stoves. Some dealers neglect to talk quality to customers because they feel that the latter want something cheap. Looking at it from the proper standpoint, a cheap stove is the dearest article a person could buy. Show them that they save money by getting a good stove, that the initial price is the smallest item in the cost of a stove. The facts are not hard to get.

You can talk quality to everyone; for the quality price when sifted right down is cheapness in the real sense of the word. "You must sell cheap stoves to cheap people," was a statement made recently by a retail stove dealer. Show them how they can save on their fuel bill and cheap people will buy the cheapest stove—the quality one.

Working for Mid-Winter Stove Sales

There is a "Latent Demand" for Stoves Right Through the Winter Months—How to Stir it up—Advertising the Strongest Factor—Following up Prospects.

An article sells when conditions are such that the need for it is felt. Stoves are a good selling proposition, therefore, right through the winter months. There is certain to be some demand Perhaps it may be a latent demand, requiring the services of a vigorous salesman to stir it up and bring it to the surface. But it is there.

People usually buy their new stoves in the fall and, as they seldom buy until the old stove has given signs of failing health, one is safe in assuming that during the preceding winter these people have suffered some discomforts and inconvenience.

This brings us to the point we are driving at. Every winter a certain percentage of people are beginning to realize that the stove they have is not giving satisfaction. They may buy a new one next fall. They may leave it off still longer. But, just the same, they need a stove and an aggressive stove dealer might induce them to buy without delay. This is what might be termed the "latent demand." Every dealer can rest assured that there are dozens of families residing in his district who need a new stove now and who know it. If he goes about it the right way, he can sell quite a few of them now.

Selling stoves in the middle of winter is not, of course, the easiest of salesmanship feats. When the season has once started, people are inclined to worry along somehow until the end. They dread changing stoves in the middle of winter, believing that it will entail a certain amount of discomfort before the new stove is in working order. In addition, money is usually tight about this time of year.

Our stock of

Cooking Stoves and Ranges

together with the most modern types of Heating Stoves is still very complete and if in need of one it will pay you to call and make a selection therefrom for we know the taste and requirements of the most critical buyer can be satisfied from our showrooms. REMEMBER we do NOT handle stoves made by any but the very best makers and our prices are the lowest for quality goods.

F. S. Collacott

Phone 23 P. O. Box 640

Yorkton, Sask.

None of these arguments are real obstacles to the closing of a sale. The change can be effected in an hour's time. In any case, it is better to suffer inconvenience for a short time than to put up with the shortcomings of the old stove for the rest of the season. The terms can be made to suit the purchaser in most cases.

Advertise Well.

How to get at this lavent demand is a problem which may seem at first hard to solve. Many methods have been attempted, some with rare success. Dealers there are who canvass from door to door. Some follow up repair orders. But the basic principle, after all is said and done, is to advertise. The daily paper reaches the head of the house every evening. He sees the stove dealer's advertisement there. If it carries a direct message, he gets it. The advertiser can hammer that message home day by day.

Following Up Prospects.

A plan which yields good results is to follow up prospects. If a man called in to see your stock in the fall, it was the clearest kind of evidence that he needed a stove. If he did not buy, it was because you failed to convince him on some point. Follow up such cases now. If that man knew in the fall that he needed a stove, he is doubly sure of it by this time. If he has not bought from a rival dealer or by mail order, he will be the very best kind of prospect. A system of calls would work well with the advertising policy.

How to Advertise.

Stove advertisements for use at this time of year must have a direct message. A picture of a stove and the bare assurance that it is the greatest ever turned out, will not do. Best results will be obtained by appealing to the "latent demand."

A strong talk along these lines would prove effective :

IS YOUR HOUSE COMFORTABLE ?

The real test of a stove comes when the weather hovers around the zero mark. Is yours giving satisfaction ? Does it keep your house warm ? If not, do not delay getting a new one. A defective or worn-out stove is the most expensive you could have.

Add to that a talk on fuel economy, improved service and comfort and something, perhaps, about special terms and the most obdurate will begin to take an interest.

Dealers Are Advertising.

It is gratifying to note that dealers are awakening more to the possibilities of mid-winter trade in stoves. The writer skimmed through a batch of newspapers the other day and stove advertisements stared at him from every page. Some were good, some were bad and some were indifferent. Some showed evidences of careful thought on the subject of seasonable possibilities; others quite apparently had not been changed since the fall. The fact that so many dealers are believing it worth their while to continue the advertising of stoves right up to this late season, was the outstanding fact that impressed itself upon the writer. In past years, dealers' stove ads. in January were as scarce as hens' teeth. Are dealers taking more interest in winter sales ?

This is the "IDEAL" and it is an "IDEAL"

Nothing will please your wife like a new range. Make her happy by buying her one of our

"IDEAL" FAVORITE RANGES

—ALSO—

New N. P Teapot, Kettle and Boiler, and a full line of Granite Cooking Utensils

WE WISH YOU ONE AND ALL A PROSPEROUS NEW YEAR

THE **Orillia Hardware** CO.

The Big Hardware and Stove House

PHONE 24. PROMPT DELIVERY

A couple of January advertisements are herewith reproduced. Both have merit but they would have been greatly improved had a more direct talk been given, something which would impress the wisdom of buying at the present time.

JOINS STAFF OF T. B. LEE.

W. J. Taylor, who is well known to every hardware man in Eastern Ontario, has joined the staff of Thomas B. Lee, hardware specialties, and will represent that firm with skates and cutlery in Ontario, east of Toronto, and the principal points in the Province of Quebec.

Mr. Taylor got his early knowledge of the hardware trade with Van Tuyl & Fairbank. Leaving that firm he took a position as eastern traveler for the Kemp Manufacturing Co., now the Sheet Metal Products Co., which position he held for upwards of thirteen years. After that, he joined the Rice Lewis & Son Co., and covered similar ground for six or seven years.

Last year he decided to make a change and try another line, but as a fish cannot live out of water, Mr. Taylor found it uncongenial away from the hardware trade, and his many friends are now glad to have him back calling on them again.

Roy Stafford Weds.

Belleville, Ont.—Roy G. Stafford, of the Stafford Hardware Co., Belleville, was married on January 1 to Miss Annie Erminie Phillips, and spent a few days in the City of Montreal visiting his friends among the hardware trade. Mr. and Mrs. Stafford left for home Tuesday, Jan. 9.

Personal Notes.

Mr. Black, of the Montreal Rolling Mills branch of the Steel Company of Canada, spent a part of this week in Hamilton and Niagara Falls.

J. F. I. Thomas, of Vickers, Limited, River Don Works, Sheffield, who has just completed the erection of a Hydro Electric power station for the City of Winnipeg, has arrived in Montreal, where he will be permanently located.

Among the retailers coming to Montreal on business this week were : M. L. Stearns, L'Orignal ; N. Rock, St. Gabriel de Brandone; Alex. Bryson, Howick, and J. B. Damour, St. Philomene.

STOVE AND HEATING MARKETS

DULL—ACTIVITY AHEAD.

Business in hardware is seasonably dull. Signs are not wanting, however, of an early resumption of activity.

As soon as the dealers have had an opportunity to complete their inventories and to estimate their probable requirements spring booking will begin with a rush.

MONTREAL.

Montreal, Jan. 11.—And still the old saying about it being an ill-wind which blows nobody good, holds, for the bitter weather of the past few days has had a good effect upon the stove business. Indeed, it has put life into many lines, which have been exceedingly quiet since the holiday season.

Oil heaters have been the most active line this week. And no wonder. The sudden drop from temperate weather to days when 20 below zero was not the extreme, found people unaccustomed to such cold. In many houses pipes were frozen, and difficulty was experienced in heating certain rooms in well nigh every dwelling in the city. As a result there was a great call for coal oil heaters, and the retailers had to send rush orders to the manufacturers. Fortunately, these had a good supply on hand, and it was possible to meet the demand.

In tinsmithing lines good activity is being shown. Now is the time when the tinsmiths have time to manufacture pails, milk cans and similar goods, and they are not allowing the opportunity to pass.

A Slight Price Change.

In this connection one slight price change has been made, namely, in tin plates. The great drop in ingot tin, which occurred last week, is the cause of this. This lower price level cannot be quoted accurately, as the manufacturers are not agreed, but they are generally quoting figures a little lower than those named last week.

Generally business is quiet, but the activities of spring are in the air. Already some goods are being shipped for the spring stocks, and orders are coming in well.

Ranges, Heaters, Furnaces.—Business in these lines is not yet at a standstill. Few furnaces are being shipped, but heaters are yet in fair demand. The call is for small lots, but the frequency with which such orders come to the manufacturers shows that the dealers are making sales. Ranges, too, are moving, though very slowly. There will be little more delivery for this winter's sale, but orders for spring will soon come in.

Gas Stoves.—This business, which has been practically dead since early November, is now reviving somewhat. Builders are placing orders for the goods they will need next summer, and the manufacturers are sending their travelers to those contractors who take gas stoves in large numbers. The travelers are also pushing this class of goods with the retail dealers. There will be a big call for gas stoves in April and May, and it is to the interest of all that the retailer should then have a stock which will enable him to meet the demand.

No Further Change Likely.

Kitchen Furnishings.—Copper and brassware advanced in price last week; remain steady now. The higher figures which are necessarily being charged do not seem to have affected the demand in the least. This is quiet, as is natural at this season, but where stocks become low retailers are ordering in good quantities. There is little likelihood of an immediate drop in the price of copper, and so the merchants see that the price of these goods in which copper is extensively used will not soon revert to the old low figures.

Tin plates, which showed a tendency to rise last week, are now showing just the contrary tendency. The great drop in the ingot is responsible, tin plates having dropped in price on the English market. Tinned iron, on the other hand, shows a tendency to rise in price.

Canada plates are still being bought quite largely. The market is strong, no sign remaining of the slump which threatened some time ago.

TORONTO.

Toronto, January 12.—The stove market is more active than at last writing. The cold weather which has prevailed all through this district for the past ten days has livened up the demand to some extent. Dealers apparently are making sales from depleted stocks, for quite a few "rush" orders are being sent in. This activity is unusual at this time of year and it is, therefore, judged to be temporary only and not likely to continue very long. "We are starting the new year well," said one manufacturer. "Just watch us keep it up."

Range Orders Scarce.

Ranges.—Usually the most active at the duller seasons, ranges have been shoved into the background. What business is being done is in the heater lines. However, some orders for ranges are being received. Northern Ontario dealers have ordered consignments for shipment this fall. This demand runs to one, two or three lots for the most part.

Gas Range Activity.

Gas Ranges.—Activity is now beginning to manifest itself in gas ranges. As the largest demand is always felt in the spring, the first evidences of an active demand are being felt. It is said that some contracts have already been placed. As there is every certainty that 1912 is going to prove a big building year, it is accepted that the spring demand for gas ranges will set a new mark.

Heaters are Selling.

The cold weather has revived the demand for heaters. It is understood that some good orders for base burners have been placed; that is, good for this season. Oak heaters are also selling rather briskly. Some orders have been received for as many as half a dozen, all for shipment instanter.

The cold weather has revived interest largely in oil stoves. People discovered that bedrooms were hard to heat during the cold spell and there was a demand for small oil heaters. Dealers are reported to have experienced a brisk demand and this, of course, resulted in a call on the manufacturers.

Furnaces Still Active.

Furnaces.—This industry still shows signs of activity. While the demand from provincial points has fallen off, there is still a lot of work being done in Toronto. One furnace man took out no fewer than eleven this week and he reports that he will need a dozen or more still. Others, while not quite as busy, have been kept hard at work and have been ordering furnaces steadily.

Small Ware Dull.

Kitchen Furnishings.—The demand here is not very heavy. Dealers are engaged in stock-taking and are not, therefore, inclined to lay in new stocks as yet.

TRIBUTE FROM SUPPLEE CO.

The Supplee Hardware Co., Philadelphia, pay a high tribute to the worth of Hardware and Metal. They say:

"We congratulate you on your issue of January 6. It makes a very handsome and readable publication."

APPOINTED CASHIER.

Hugh Jackson, treasurer of the Positive Clutch and Pulley Co., Toronto, has resigned his position to accept the post of cashier of the Canadian Fairbanks-Morse Co., at Calgary.

Methods of Retailing Paints and Varnishes

Great Possibilities in Wood Turpentine

American Experts Assert That Great Wealth Can be Taken From Stumps and Waste Wood—Something of the Cost of Wood Turpentine Production and its Uses.

Secretary Wilson, of the American Department of Agriculture, has issued a statement regarding the production and uses of wood turpentine, which will be of interest. The statement is embodied in a bulletin relating to distillation of woods :

"From this waste wood the entire output of naval stores, embracing turpentine, rosin, tars, pitch, rosin spirits, and rosin oils, having an annual value of at least $30,000,000, may be obtained without boxing or turpentining a single tree," is one of Secretary Wilson's most striking sentences.

An explanatory statement is issued by the department to the effect that "it was not Secretary Wilson's purpose to discuss the details of equipment or technique of the various processes by which this utilization of the waste wood can be achieved, as it is a comparatively simple problem for the experienced chemical engineer, but to emphasize the importance of saving the waste, if we intend to conserve the growing timber without reducing the present tremendous use of our forest products.

Extracts From Reports.

Some interesting extracts from the report are attached :

"Wood turpentine can be recovered from any of the coniferous woods, but the long-leaf yellow pine of the south, the Norway pine of the Central North and Douglas fir of the Northwest contain a sufficient rosin to justify working them.

"As far back as 1841 patents relating to this subject were issued, but the process was not developed until within recent years. The difficulty of supplying the increasing demand for turpentine has increased during the past ten years, owing to the rapid decrease of the supply of live pine timber suitable for even the most advanced system of turpentine orcharding and has turned the attention of business men and investors to devising and exploiting apparatus and processes for the recovery of the turpentine from the waste coniferous lumber.

"The Secretary referred to the census reports which shows that the production of gum spirits of turpentine in this country is on the decline, 38,500,000 gallons produced in 1900 being worth $14,960,235 and the 29,000,000 gallons in the year 1909 bringing $12,654,000, and stated that according to the best estimates the output of our mills is 16,000,000,000 board feet of southern pine, Douglas fir and Western pine ; and there is at least half that amount of waste at the mill and in the forest, or approximately 8,000,000 cords of wood available for the recovery of turpentine and rosin, the manufacture of paper, etc., from which an average of three gallons per cord may be secured, or nearly as much as the entire output of turpentine in 1909."

Monogram Published.

The Department of Agriculture has also published a monogram on the subject of wood turpentine, dealing with its production and refining qualities. It deals with the cost of wood turpentine production as follows :

"Tne cost of producing wood turpentine varies greatly in different plants and is dependent on the cost and quality of the wood obtainable for the distillation, the cost of operating and managing the plant, depreciation of the plant and interest on the investment. The cost of wood, according to information collected by the bureau, varies from $1.50 to $3 per cord for what is known as 'lightwood,' delivered at the works. This charge is made up chiefly of the cost of gathering, hauling and freight, the wood in the forest costing very little—from 15 cents to 75 cents per cord being a fair valuation. While it is the aim of the distiller to use only wood rich in turpentine and rosin, it is often difficult to get this, particularly when the wood is delivered at the works or at the railroad on contract, as the contractor does not as a rule exercise much care in selecting the best and richest wood. Better wood is undoubtedly obtained when it is selected and gathered by the distiller's own force, and, furthermore, the cost of hauling and handling is not so great as a rule as when it is done by contract. The cost of waste wood from a lumber mill averages much less, probably not more than $1.50 per cord.

"Since wood turpentine is used as a substitute for gum spirits of turpentine it should comply with the customary tests applied to gum spirits to determine its suitability for this purpose and also with specifications for gum spirits.

"Three grades have been suggested by this bureau for gum spirits, and there appears to be no reason why wood turpentine should not be graded in the same way and comply with the same specifications. These specifications are :

"Standard or No. 1 turpentine should have a specific gravity at 20 degrees C. of from 0.862 to 0.870 ; a refractive index at 20 degrees C. of from 1,468 to 1,476; 95 per cent. should distill below 170 degrees C., and a layer of not less than 200 mm. should be required to equal in color the Lovibond yellow glass No. 1. On polymerization with 38 normal sulphuric acid the residue should not exceed 1 p.c., should be reddish in color and viscous, and its refractive index at 20 degrees C. should be from 1,500 to 1,520. An unadulterated turpentine which does not agree with these requirements may properly be regarded as not of standard or No. 1 quality.

"Second quality or No. 2 turpentine should have a specific gravity at 20 degrees C. of from 0.862 to 0.875; a refractive index at 20 degrees C. of from 1.468 to 1.480; 90 per cent. should distill below 170 degrees C. and a depth of not less than 100 mm. should be required to equal the Lovibond yellow glass No. 1. The polymerization residue must not exceed 1 per cent. and must have a refractive index of not less than 1.50.

"Third quality or No. 3 turpentine should have a specific gravity at 20 degrees C of from 0.865 to 0.880 ; a refractive index at 20 degrees C. of from 1.468 to 1.485 ; 60 per cent. should distill below 170 degrees C. and a depth of not less than 50 mm.

A PAINT WINDOW.

Paint window displays are generally pretty rare at this time of year. This is due to the impression which exists among dealers that paint will not sell at this period to any extent. The fact that more paint is not sold is due, to some degree at least, to this same indifference in the matter of creating a demand. If more attention were paid to paint, the turnover during the winter months would be larger.

Some good displays of interior paints and varnishes have been arranged in hardware windows recently. In each

case the enterprising dealer who thus broke away from the routine, was rewarded by fairly liberal sales. An effective display is being shown at the present time in the store of J. H. Copeland, Queen St. W., Toronto. It is understood that good results have been obtained.

A Splendid Time for Interior Painting

People are Much at Home During the Winter, and Notice Improvements Which a Coat of Paint or a Can of Varnish Would Make—The Dealers, by Window Displays, May Stimulate the Demand for These Goods—A Montreal Merchant Has Already Secured Good Results.

Activity in the paint department is not over yet, a fact to which R. Camille Fournier, manager ol the Union Hardware Co., Montreal, bears testimony. In this universally quiet season, indeed, Mr. Fournier is experiencing a good demand, not so much for paint as for varnish. He is going after the trade, in fact is suggesting to people that this is a good time to do painting inside the house.

This is the Home Season.

This is the season of the year when people are at home than at any other time. Despite all the talk of "a homeless age," the majority of families spend many of their winter evenings in their own houses, and at this season more than any other they think of their homes, and plan improvements in them. If, therefore, they are made to see that a little varnish or a little paint will brighten up some of the floors, doors, or base boards, they will invest in the material needed, and do the work, either some evening, or on one of the Saturday half holidays.

It is the suggestion of this work which Mr. Fournier is giving through the medium of his show window. In it he has a good display of varnish, brushes, and manufacturers cards, showing people doing interior painting for themselves. The arrangement can hardly fail to attract attention, and people who know that certain parts of their home need brightening up will go inside and buy. Many, indeed, have done this already.

Time for Interior Painting.

It is a good plan which this hardware firm has adopted. The season is too far advanced to permit of much painting outside, but this is a good season for interior work. Many a kitchen floor needs a coat of paint. Many a door o bit of wainscotting is getting dull and dirty looking. All the people want is the suggestion that they can now brighten these, and they will buy. It is easier to interest people in the appearance of their home, now, when they are constantly in them, than in the spring or summer when the outdoors is making its appeal. Dealers should remember this, and make a bid for varnish and interior paint trade now.

Higher Prices Predicted in Glass

New Discount Set in Toronto on Single Thick and Double Thick—Advance in Ocean Freight Rates of 40 Per Cent. Will Mean Higher Prices for Glass This Year.

Toronto, Jan 6.—Evidences of a convincing nature are coming to hand every day that an era of higher prices in glass is ahead.

A new discount has been put into effect here on single thick and double thick glass, the figure now quoted being 30 per cent. off. This discount has been put into effect by the glass jobbers for the Toronto district north as far as North Bay and west as far as Windsor.

In commenting on the situation in glass, a Toronto jobber makes the significant statement that "the glass market of Europe is exceedingly firm at the present time and there is no hope of window glass being cheaper during the year 1912 than it is at the present time."

Increase in Rates.

A short time ago, the European manufacturers advanced their prices. In addition to this, the ocean steamship companies announced on January 2 an advance in freight rates for the open season of 1912. The advance is from 10 shillings per 1,000 Kilos, the rate charged in 1911, to 14 shillings per 1,000 kilos. This is an advance of 40 per cent. on freight rates alone. On account of the heavy weight of glass, the freight rate constitutes a large proportion of the laid down cost so that this increase will in itself, in all probability, necessitate higher prices for window glass during the coming season.

Hardware and Metal has at various times predicted further advances in glass and, from present indications, these predictions will be borne out early in the year.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Anchor Wringers.

The Lovell Manufacturing Co., of Erie, Pa., have issued catalogue No. 7, illustrating their full line of Anchor brand wringers. It contains 120 pages and is printed on heavy coated paper. Each style of wringer listed is illustrated in three or four colors. The catalogue is most highly creditable from the typographical standpoint; one of the best, in fact, received for some time.

In the introduction mention is made of the fact that it has been found necessary to enlarge the factory and equip it with all latest appliances.

In addition to the full line of Anchor wringers, a number of mangles are also listed, together with toy wringers and display stands.

House of Greener.

A comprehensive history of the famous gun-making firm of W. W. Greener, St. Mary's Square, Birmingham, England, has been received. The story of the growth of "The House of Greener" is told in an interesting way, together with a recital of the many improvements in gun-making that have been originated by members of the Greener family. The booklet gives emphatic denial to the story that a limited company had taken over the business.

Expension Bolts.

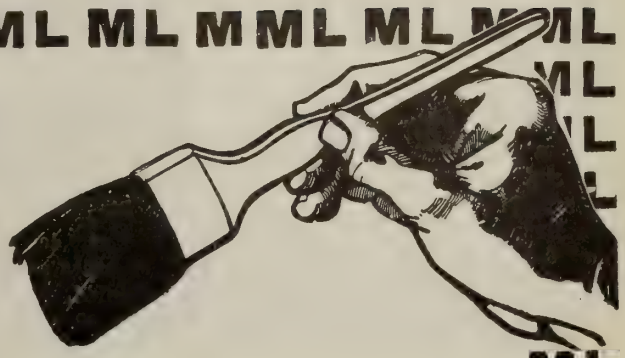
The Star Expansion Bolt Co., New York, have issued a catalogue containing a comprehensive review of their complete line of Star expansion bolts, Star screw anchors, Star toggle bolts, Star drills and Star pipe drills. Each article is fully described and illustrated.

Catalogue Garage Door Equipment.

The Richards-Wilcox Manufacturing Co., Aurora, Ill., have issued a neat booklet describing their ball-bearing garage door hangers, as well as special weather strip and guides for sliding doors. This booklet shows the many passibilities of hanging sliding doors to meet special requirements, various sizes of weights of doors, not only of much interest to architects but instructive to hardware salesmen who sell builders' hardware.

The information contained is quite comprehensive, and the illustrations are excellent. Hardwaremen should obtain copies.

There's Money in the ML Line



ML goods are made to build up trade for our dealers and ourselves. They have to be good, and they are good because we've been in business for 20 years—long enough to know that the way to succeed is to give full honest value for every dollar's worth we sell.

M L PAINTS

Under severe weather tests ML Paints have stood up better than the many "best" paints in the market. We know. You can surely entrust your most particular trade with ML Paints.

M L FLOORGLAZE

A quick drying, glossy, wear-resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised. Splendid for amateurs who want to "fix up things" themselves.

ELASTILITE VARNISH

Here's one of the best exponents of the goodness of the M L Line. A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

Many other good members in the ML Line. Get price list, color cards and samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto 108 Princess St., Winnipeg 524 Beatty St., Vancouver

STERLING FOR INSIDE WORK PREPARED FOR OUTSIDE WORK PAINTS

STERLING PREPARED PAINT

Customers without profit for yourself do not make both ends meet.

Sterling Paints on your shelves insure more profit and more satisfied customers for you.

Before buying your Spring paints it will pay you to write us and get prices and particulars of our 1912 advertising plans.

Canadian Oil Companies Limited,

Toronto

Halifax St. John Montreal Winnipeg Calgary

PAINT AND OIL MARKETS

LINSEED OIL ADVANCES.

The feature of the paint and oil market this week has been the sharp, but not unexpected advance in linseed oil. Prices have gone up 5 cents both in Montreal and Toronto. The question is now being discussed on all sides, are further advances in sight?

MONTREAL.

Montreal, Jan. 11.—Spring does not appear to be in the air these twenty below zero days, and yet its coming is already casting its shadow before in the shape of orders for paint. The retailers have been holding off somewhat, hoping for lower prices; but now the word that there is to be no lower lever struck has been pretty generally heard. Dealers therefore are listening to the travelers who are soliciting their orders, and are, indeed, even sending in their orders by mail. The heavy ordering has not started as yet, but the manufacturers are already getting some indication of the business which they may expect in March and April.

Few Changes is Price.

The week has not seen a great change in the price asked for the various oils. Linseed has advanced considerably, but this upward tendency had made itself felt last week, being then predicted. Turpentine, too, was on the upward move last week, and is now quoted about two cents higher than for the past fortnight.

These slight changes are of little consequence, for but little oil is being bought. Neither is turpentine in great demand. For petroleum there is a good call. Indeed, this is one of the briskest lines at the present time. The cold has helped the sale of this product.

Advance Seems Less Likely Now.

White Lead.—Had pig lead advanced any more, there would necessarily have come a somewhat corresponding advance in the price of the finished produce. But lead has not climbed of late. For some seemingly inexplicable reason pig is at present quoted lower than for some time. There is enough Trail lead to be had to satisfy the demand, and so prices have somewhat decreased.

The demand for white lead is good. Orders for spring are also being taken.

Plata Crop is Doubtful.

Linseed Oil.—Reports, seemingly well founded, state that the Plata crop of flax seed is not as good as has been predicted and hoped. As a result, prices of the oil have advanced in England, and an advance has taken place here too, though not as great as the one noted in England.

Early last week prices were quoted at 90 cents and 93 cents, but in the review printed, it was predicted that 93 cents and 96 cents would likely be asked by the end of the week. This proved correct, and now another advance has been generally made. The figures quoted for the most part now are 95 cents for raw and 98 cents for the boiled oil.

Putty.—As far as this line is concerned, there is little to say. The supply is more than ample and the prices remain as for some time past.

Glass.—The sale is keeping up well. Orders coming to the handlers are only of the sorting size, but the retail carriers are selling good quantities these days.

TORONTO.

Toronto, January 12.—The paint market is beginning to show signs of activity. Although orders are not yet large or numerous, the travelers are out on the road and considerable spring business is being booked. Enquiries are also coming in by mail and it is becoming apparent that spring business will be active.

The feature of the market this week has been the sharp advance in linseed oil. The price has gone up 14 cents in two weeks—a very rapid increase, even for linseed oil.

Advance in Oil.

The price of linseed oil was advanced on January 6 to $1.00 for raw and $1.03 for boiled. The condition of the oil market at present seems to be for a positive high price for spring deliveries. Reports coming to Great Britain from the sources of their usual supply indicate that the crops are very much less than was anticipated a month a or six weeks ago. Inasmuch as reports are being received of fields of flaxseed still standing under snow in the northern parts of the western provinces, it becomes apparent that the Canadian crop is also short of earlier estimates. As a result, the Canadian crushers find themselves obliged to make higher figures than were anticipated for winter and spring supplies.

It is said that the prices now in force in Great Britain would make it cost about 5 cents per gallon above the producers' price in Canada so that there does not seem to be any relief in sight. In fact, further advances are predicted in some quarters.

Turpentine is Steady.

The price of turpentine has remained steady at 73 cents. The situation has rather puzzled those who were looking for an advance. It is quite probable that the holiday season has been responsible for the lack of interest. Reports from the southern states are to the effect that rainy weather has set in and that the supply of gum in the turpentine section has fallen off materially. It is believed that about all the supplies for this season are now in hand. If this turns out to be the case, the price of turpentine will see some advances between now and April 1.

Demand is not large but lots of enquiries are being received. Chief interest centers, however, in linseed oil. The jobbers are receiving heavy enquiries about oil.

Common Rosins Advance.

There has been an extraordinary demand during the past month for what are known as the common or dark grades of rosin. The price has advanced so that buyers have been forced to pay on an average $1.00 per barrel more.

White Lead Firm.

White lead remains firm although there does not seem any likelihood of further advances for a time at least. Demand is not very heavy, although some booking is being done.

Glass.—The same condition is found in the glass markets. Business has fallen off now although some belated orders are being filled. There is a strengthening tendency noted in glass. Ocean freight rates have advanced and overland rates are also higher. It is conceded, therefore, that the price of glass will advance during the year.

Putty.—Some business is being done but it is not heavy. Standard putty is quoted as follows: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Spring Paint Booked.

Some booking is going on in paints, although business is not yet very large. The salesmen are now out and they report that the dealers seem inclined to estimate their requirements for the coming year on a liberal scale.

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

There are many paints and many guarantees, but there is one recognized standard in paint making. Therefore, the only guarantee that insures quality to you is the one that shows the formula and tells you not only that standard pure raw materials were used in its manufacture, but that these standard pure raw materials were used in right proportions.

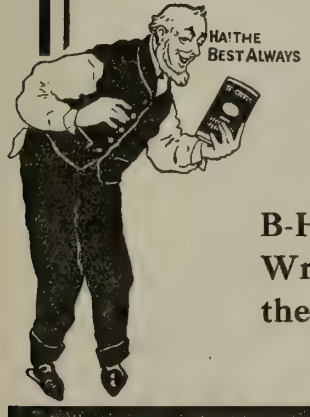
Every can of B-H. "ENGLISH" WHITE PAINT that leaves any of our factories bears the following guarantee:—

We guarantee this B-H. "ENGLISH" WHITE PAINT is made from Brandram's B.B. Genuine Government Standard White Lead and Pure Zinc White in the following proportions:—

70 per cent. Pure White Lead
30 " " Pure White Zinc
} 100 per cent Pure

Mixed ready for use with pure Linseed Oil, Turpentine and Dryer.

On every can of B-H. "ENGLISH" PAINT where the shade can be made on a white base, there is a guarantee label showing that the White Base consists of 70% Pure White Lead (Brandram's B.B.) and 30% Pure White Zinc.



B-H. "ENGLISH" PAINT gives you a good profit. You command the highest market price because of the quality—and, therefore, economy—back of the goods.

B-H. "ENGLISH" PAINT will be sold in your town. Write us to-day for 1912 Price List and details of the selling plans. Address our nearest office.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c; Metallic, 45c; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 21
Rods, base ½ to 1 inch, round..	0 16	0 18
Tubing, seamless base, per lb......		0 21
Tubing, iron pipe size, 1 inch base..		0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water ga te valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montres

COPPER

	Per 100 lb.
Casting ingot..................	15 00
Cut lengths, round bars, ½ to 2 in.	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	....	19 50
" " No. 2....	....	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special......	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow......................	17 75	20 50
Glengarnock.................		22 50
Radnor, charcoal iron........	32 00	32 50
Ayresome, No. 3.............	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles..................base	2 50	2 50
Common bar, per 100 lb......	1 90	2 05
Forged iron "	2 05	2 26
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel............	1 95	2 15
Sleigh shoe steel............	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel......	0 15	0 15
Toe calk steel..............	2 85	2 90
Mining cast steel....	0 07½	0 08
High speed..................	0 65	0 65
Capital tool steel...........	0 50	....
Cammell Laird...........	......	0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	....
Silver tool steel............	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch...	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets..........	2 90		2 90
All bright, 52 sheets........	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52......	4 45	4 45	4 35
60......	4 70	4 70	4 60
20x28x80......	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.......	4 05	3 80	4 05	4 05
28.......	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22..........................	3 65
24..........................	3 70
26..........................	3 75
28..........................	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch ..	$ 5 50	66 p.c.	51 p.c.
½-inch...........	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch............	16 50	75 p.c.	65 p.c.
1¼-inch...........	22 50	75 p.c.	65 p.c.
1½-inch...........	27 00	75 p.c.	65 p.c.
2 -inch...........	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch...........	75 50	76½p.c.	66½p.c.
3½-inch...........	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass...............	0 06	0 06½
Tea lead........	0 02½	0 02½
Heavy lead...............	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate...............	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 50	4 50
Imported pig, per 100 lb......	4 60	4 60
Bar pig, per 100 lb............	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft...........	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c per pound.
Traps and bends, 45 per cent.

SOLDER.

	Montreal	Per lb. Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping....	0 23	0 24

SHEET ZINC

5-cwt. casks	8 25	8 00
Part casks....................	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base...........	....	$7 00
I X, 14x20 base...........	....	8 25
I X X, 14x20 base	....	9 50
Raven and Murex Grades—		
I C, 14x20 base...........	....	5 00
I X, 14x20 base...........	....	6 00
I X X, 14x20 base.........	....	7 00
I X X X, 14x20 base.......	....	8 00
"Dominion Crown Best"—Double. Coated, Tissued.		
I C, 14x20 base...........	7 00	7 00
I X, 14x20 base...........	8 25	8 25
I X X, 14x20 base.........	9 50	9 50
"Allaway's Best"—Standard Quality.		
I C, 14x20 base...........	....	4 50
I X, 14x20 base...........	....	5 25
I X X, 14x20 base.........	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base...........	....	4 25
20x28, double box.........	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin............	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..............	....	2 45
Galvanized, plain twist.......	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.........................	2 85
Plain..............................	2 60

— —

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins...........	0 80	0 85
In barrels, 5-gal. tins......	0 80	0 85

BEESWAX

Per lb...........	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground................	0 05
" flaked................	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure........	0 18
Golden ochre, pure	0 11
French ochre, pure.............	0 09
Chrome green, pure.	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons........	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co..........	1 80
Cee Pee Co. enamel	4 50

GLUE

		Per lb.
French medal..................		0 10
German common sheet........		0 10
German prima........		0 15
White pigsfoot................	0 15	0 20
Brantford medal...............		0 10
" golden medal......		0 11
" brown sheet........		0 10
" golden sheet........		0 13
" gelatine...........		0 22
" white gelatine......		0 20
" white glue..........		0 12
" 100 flake........	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL..........	0 11½
CL.......................... ...	0 12
C...........................	0 11½

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case..... ..	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base ...		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor) .		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C.......		1 65
Brandram-Henderson's "English."		1 95
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure.... .		2 00
Senour's floor paints		1 60
Maple Leaf Paint (Imp. V. & C. Co) Jamieson's Crown and Anchor brand.......................	1 60	1 90

MINERVA PAINTS

COVER BETTER

WEAR LONGER

THE BRAND OF QUALITY

Backed by the most forceful and original selling-helps ever devised, that increase dealers' profits.

Don't overlook the "Minerva" Proposition. Write for details.
All "Minerva" Specialties put up in Full Imperial Measure Cans.

Pinchin Johnson Co. (Canada), Ltd.

ESTABLISHED 1834 TORONTO

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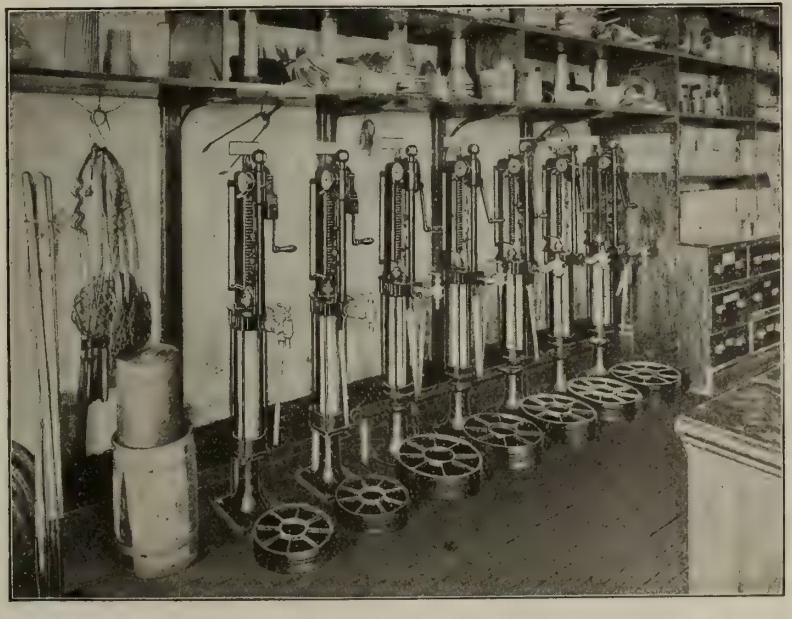
This Illustration was made from a photograph of a Bowser installation for Mr. Samuel Hobbs, 1434 Queen St. W., Toronto, Ont.



This system handles
Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No 15.

S. F. BOWSER & COMPANY, INC., TORONTO
66-68 Fraser Avenue

PLASTER OF PARIS

Per barrel........ 2 30

PINE TAR

Half-pint tins, per dozen........ 0 60

PUTTY.

	Standard.
Bulk in casks........	2 20
" 100-lb. drums........	2 55
Bladders in bbls........	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs........	4 25	4 25
No. 1, kegs, per 100 lbs........	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets........ 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls........	0 08	0 09
Motor Gasoline single bbls........	..	0 17½
Benzine, per gal single bbls........	...	0 15½
Pure Turpentine, single barrels	0 72	0 73
Wood Turpentine........	....	0 60
Turpentine, second run........	....	0 60
Linseed Oil, " raw..	0 95	1 00
" " boiled	0 98	1 03
Rosin, "G" grade, bbl. lots, 100 lbs...		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1........	1 50
Pale durable body........	3 50
" hard rubbing........	3 00
Finest elastic gearing........	3 00
Elastic Oak........	1 50
Furniture, polishing........	2 00
Furniture, extra........	1 20
" No. 1........	0 95
" union........	0 90
Light oil finish........	1 35
Gold size japan........	2 00
Turps brown japan........	1 60
No. 1 brown japan........	1 10
Baking black japan........	1 35
No. 1 black japan........	0 95
Benzine black japan........	0 75
Crystal Damar........	2 50
No. 1 "........	2 25
Pure asphaltum........	1 40
Oilcloth........	1 50
Lightning dryer........	0 85
Elastilite varnish........	2 25
Copaline varnish........	2 25
Granitine floor finish........	2 25
Jamieson's floor enamel........	1 75
Sherwin-Williams kopal varnish..	2 50
Canada Paint Co's sun varnish........	2 25
"Kyanize" Interior Finish........	2 40
"Flint-Lac," coach........	1 80
B.H. Co's "Gold Medal," in cases	2 50
Flattine floor finish........	3 00
Elastica exterior finish........	4 25
Stovepipe varnish, ½ pints, per gross..	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26........	$4 25	$6 25
26 to 40........	4 65	6 75
41 to 50........	5 10	7 50
51 to 60........	5 35	8 50
61 to 70........	5 75	9 75
71 to 80........	6 25	11 00
81 to 85........	7 00	12 50
86 to 90........	....	15 00
91 to 95........	....	17 50
96 to 100........	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26........	$2 65
26 to 40........	2 85
41 to 50........	3 25
51 to 60........	3 56
61 to 70........	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White.	....	6 90
Elephant Genuine........	....	6 90
Moore's Pure White Lead....		6 90
Lily Pure........	6 30	6 90
Tiger Pure........	6 30	6 65
Monarch (Windsor)........	....	6 50
Essex Genuine (Windsor)........	..	6 90
Brandram's B. B. Genuine..	7 75	7 90
"Anchor," pure........	6 50	6 90
Ramsay's Pure Lead........	6 30	6 90
Ramsay's Exterior........	5 80	6 90
C.P. Co.'s Decorators' Pure..	6 30	6 90
Crown and Anchor pure....	6 50	6 65
Island Cit Decorators' Pure.	6 50	6 65

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M........ 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons........	0 10
No. 1 " "........	0 07
No. 2. " "........	0 05¾

WHITING.

Plain, in bbls........	0 70
Gilders bolted in barrels........	1 00

HARDWARE

ADZES.

Carpenters', per doz........	12 50	14 00
Plain ship, "........	18 00	22 00

AXES AND HATCHETS

Single bit, per doz........	6 00	9 00
Double bit "........	10 00	12 00
Bench Axes........	6 75	10 00
Broad Axes........	22 75	25 00
Hunters' Axes........	5 00	6 00
'Boys' Axes........	5 75	6 50
Lathing hatchets........	4 70	10 00
Shingle "........	1 45	6 75
Claw "........	1 70	5 00
Barrell "........	5 50	6 85

ANVILS

Taylor-Forbes, prospectors........	0 05½
Buckworth, per lb........	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits........	30 and 10
Irwin's auger........	47½
Gilmour's auger........	60
Rockford auger........	50 and 10
Gilmour's car........	47½
Clark's expansive........	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track........	4 50	6 00
Zenith........	....	9 00
Atlas, steel covered........	5 00	6 00
Perfect........	8 00	11 00
New Milo, flexible........	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail........	....	4 25
Crown........	....	4 85
Crescent........	....	6 50
Sovereign........	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)........ 3 25

BARN DOOR LATCHES

Challenge, dozen........	2 25
Defiance, dozen........	2 75
Gem dozen........	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller...	70
" " 7-16 and up.....	
" " Norway Iron ($3 list)........	60
Machine Bolts, ⅜ and less........	60, 10 & 10
Machine Bolts, 7-16 and up........	60
Plough Bolts........	55, 5 & 10
Blank Bolts........	60
Bolt Ends........	60
Sleigh Shoe Bolts, ⅜ and less...	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list........	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll........	70
O. K. paper, No. 1, per roll........	0 75
O. K. paper, No. 2, per roll........	0 70
Plain Fibre, No. 1, per 400 ft. roll....	0 45
Plain Fibre, No 2, "........	0 27
Tarred Fibre, No. 1, per 400 ft. roll...	0 55
Tarred Fibre, No. 2, "........	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs........	0 45
Plain Surprise, per roll........	0 40
Resin sized Fibre per roll........	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs........	2 50
Tarred wool roofing felt, per 100 lb...	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs........	0 65
Heavy Fibre, 32' & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square........	0 70
3 " " " "........	95
2 Ply complete, per roll........	1 15
3 " "........	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "........	0 20
Crude Coal Tar, per barrel........	3 50
Refined Coal Tar, tins, per doz........	1 25
Refined Coal Tar, per barrel........	4 50
Shingle varnish, per barrel........	4 50
Caps, per lb........	0 06
Nails, per lb........	0 05
Mop cotton, per lb........	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English........	2 00	2 05
"Lafarge" cement in wood........		3 40
Fire brick, Scotch, per 1,000........	23 00	28 00
" English........	17 00	21 00
" American, low........	23 00	25 00
" " high........	27 50	35 00
Fire clay (Scotch), net ton........		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz........	2 20
Bevel edge, 1 inch, doz........	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in........	2 50
" adjustable, 4 in........	7 60
Carpenters, 3 feet........	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts........	3 30
3 " " "........	4 00
4 " " "........	5 28
5 " " "........	7 26
6 " " "........	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)........	1 80
Double sets, each........	3 25
Unbreakable rail, 100 feet........	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz........	5 25
Folding handles, 8 inch, doz........	1 80

DRILLS.

Bit stock drills, 2-32 in., doz........

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths........	2 90
10 " " "........	3 15
12 " " "........	3 68
15 " " "........	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's........	70 and 10
Great Western, American........	70 and 10
Kearney & Foot, Arcade........	70 and 10
J. Barton Smith, Eagle........	70 and 10
McClellan, Globe........	70 and 10
Black Diamond........	60 and 10
Delta Files........	60
Nicholson........	62½
Jowett's (English list)........	27½
Spear & Jackson (English list)....	35

FORGES

Blacksmiths portable, 135 lbs........ 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz........	0 35
Ladies claw, handled, doz........	0 60
Adze eye nail hammer, 10 oz, doz....	1 25
" hickory handle, 1 lb., doz..	6 25
" straight claw, 1 lb., doz....	7 00
Farriers hammers, 10 oz., doz........	5 60
Tinners setting, ½ lb., doz........	4 50
Machinists, ½ lb., doz........	3 20
Sledge, Canadian, 5 lbs. and over....	0 06
Sledge, Masons, 5 lbs. and over........	0 08
Sledge, Napping, up to 2 lbs........	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch.... per gro....	8 00
" " ½ " .... "	10 50
" " ⅝ " .... "	13 50
Leather, 1-inch..... per doz	4 00
Leather, 1¼ " ..... "	5 20
Web........	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16 in. $10.20; ½-in. $11.40 9-16-in. $13.20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. "........	7 00
" " 6-in., "........	6 75
" " 8-in.,........	6 50
" " 10-in. and larger..	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in........ "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5........ per gross	2 25
5-16 x 5........ "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS.

M.R.M. cold forged process, list 3rd January, 1910, $2.80 per box base No. 9 and larger.
Capewell brand, quotations on application.

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X. L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb

CONGO NEVER LEAK ROOFING

HOW LONG WILL IT LAST?

Every buyer of roofing asks that question---"How long will it last?"

That question is important.

We know positively how long Congo will last and are prepared to give every buyer a *real* Surety Bond with every roll of Congo Roofing.

The bond guarantees that Congo, 2-ply or 3 ply, *will last at least ten years*, and the buyer has *absolute certainty* on that point.

This guarantee is issued by the National Surety Company of New York and is enforcible without resort to law and without delay, should Congo fail to last the ten years.

The fact that no other roofing manufacturer *can* give a Guarantee Bond like this ought to convince any reasonable buyer that Congo really is the *best* ready roofing made.

We will be glad to send you without obligation on your part a copy of the guarantee and further information.

CONGOLEUM FOR FLOORING AND WAINSCOTING

We should like to send every reader of this Paper a sample of Congoleum. It is fitted for use as a border around rugs, as wainscoting and as flooring. It is a perfect imitation of light and golden oak. Its surface has a high polish. It is unusually durable. The price is very low. Write for samples and further details

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost---a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

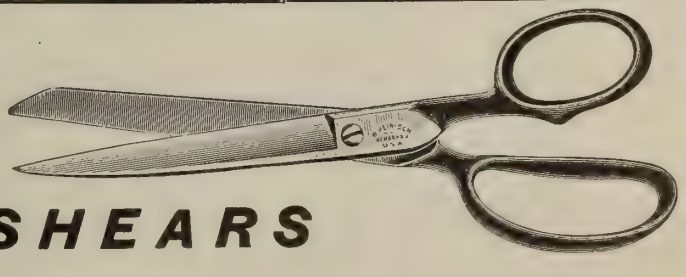
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

Increase Your Sales

by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths, 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1¼ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt flaring sap buckets 35 per cent
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 35 p c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent

PLOUGH LINES.

Russian snap .... per gross	30 00
Indian snap .... "	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75

Clauss Razors and strops, 50 per cent

Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08¾
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ⅝ and upwards, 9c.; under ⅝, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz		$5 00
" iron, per doz		4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co'. 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 12
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 80
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

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There will be more paint sold in 1912 than in all the years that have gone before. Let us help you to get a good big share of this trade. The old beaten paths are played out. People are tired of the played out paints, the cheap stuff that lasts for no time, the dear stuff that only hurts the pocket.

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BRANCH AT CALGARY

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Remington Arms Union Metallic Cartridge Co., New York

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Star Expansion Bolt Co., New York

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Oneida Community Ltd., Oneida, N.Y.

Auger Bits
Ford Auger Bit Co., Holyoke, Mass.

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Canada Metal Co., Toronto
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Magnolia Metal Co. Montreal.
Tallman Brass & Metal Co., Hamilton

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Laidlaw Bale Tie Co., Hamilton, Ont.

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Henry Rogers, Sons & Co., Montreal

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Buffalo Mfg. Co., Buffalo, N.Y.

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Buffalo Mfg. Co., Buffalo, N.Y.

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Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal

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Consumers Cordage Co., Montreal
Plymouth Cordage Co., N. Plymouth, Mass.

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The Steel Co. of Canada, Ltd., Hamilton

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Star Expansion Bolt Co. New York

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Taylor-Forbes Co., Ltd., Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

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Star Expansion Bolt Co., New York

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Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

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Ontario Lantern and Lamp Co., Hamilton, Ont.

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Canada Wire & Iron Goods Mfg. Co., Hamilton
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Lufkin Rule Co. Saginaw. Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
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McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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Bissell Carpet Sweeper Company, Grand Rapids, Mich

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Chicago Flexible Shaft Co., Chicago

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Guelph Spring and Axle Co., Guelph.

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National Cash Register Co., Toronto

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Buffalo Mfg. Co., Buffalo

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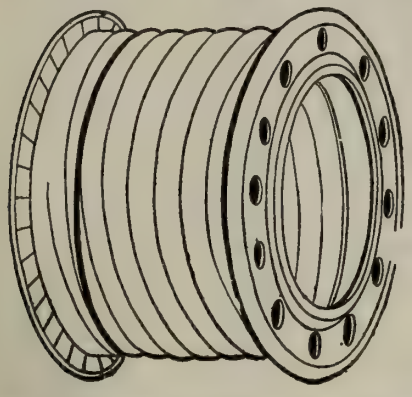

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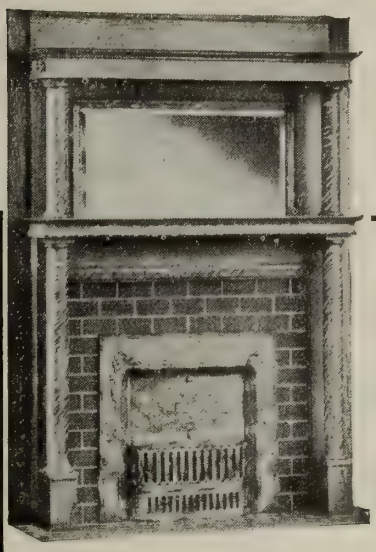

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Manufacturers' Agents
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal
McIntosh, M. F., & Co., Toronto
Western Distributors Ltd., Saskatoon
Whitlock & Marlatt Moose Jaw

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Gibb, Alexander, Montreal
Leslie, A. C., & Co., Montreal
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal
Nova Scotia Steel and Coal Co., New Glasgow, N S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg Co , Hamilton
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa

Metal Store Fronts
Canada Foundry Co. Ltd. Toronto
Corbett Foundry & Machine Co., Owen Sound

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Britton Co., Ganonoque
P. L. Robertson Mfg. Co , Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Oilers
Thos. Davidson Mfg Co., Montreal
Hero Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F., & Co., Toronto.
Corbett Foundry & Machine Co. Owen Sound

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co. London, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
W. T. Bigsby & Sons, London, Eng
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co. Montreal
Imperial Varnish and Color Co., Toronto.
International Varnish Co. Toronto Ont
R. C. Jamieson & Co , Ltd., Montreal
Lowe Bros., Ltd., Toronto
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pinchin Johnson Co., Toronto
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint Co., Montreal
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton
Crescent Fence Wire Co., Hamilton

Pig Iron
Steel Co of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

Pliers
Smith Hardware Co. Montreal

Poultry Netting
Greening, B. Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal

Putty
Steel Co. of Canada, Limited, Hamilton

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton

Razors
Gillette Safety Razor Co., Montreal
International Distributing Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
Canadian Heating & Ventilating Co Owen Sound
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Britton Co., Ganonoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont

Roofing Supplies
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas Chesterman & Co., Ltd., Sheffield, England

Saws
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal
Steel Co. of Canada, Limited, Hamilton

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
E. Henry & Sons, Newark, N
Henry T. Seymour Shear Co., New York
J. Wiss & Sons Co., Newark N.J.

Shelf Boxes
Cameron & Campbell, Toronto

Shovels and Spades
Frothingham & Workman, Montreal
Lundy Shovel & Tool Co., Ltd., Peterborough

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Silverware
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Standard Silver Co., Toronto
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
Cavers Bros., Galt, Ont
T. Collins Mfg. Co., Toronto
Thos. Davidson Mfg Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E T. Wright & Co., Hamilton

Springs
B Greening Wire Co., Ltd., Hamilton

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd.. Guelph, Ont.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg

Stencils
McClary's, London
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont.

Store Ladders
F. E. Myers & Bro , Ashland, Ohio

Stoves, Furnaces
Burrow, Stewart & Milne Co. Hamilton
Canadian Heating & Ventilating Co., Owen Sound
Davidson, Thos., Montreal
C H. Le Page Co., Montreal
McClary's, London
Pease Foundry Co., Toronto
Jas. Stewart Mfg. Co., Woodstock

Stove and Furnace Cement
G. F. Sterne & Sons, Brantford

Tacks
The Steel Co. of Canada, Ltd , Hamilton

Tapes
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Tin Plate
A. C. Leslie & Co., Montreal

Toasters
Harkins & Willis, Ann Arbor, Mich.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd , Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont
John Watson Mfg. Co., Ayr, Ont.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, On
Dougall Varnish Co., Montreal
R. C. Jamieson & Co. Ltd., Montreal

Ventilators
Harris, J. W., Co., Montreal.

Vises
Hollands Mfg. Co., Erie Pa.
Chas Parker Co., Meriden, Conn.
Prentiss Vise Co , New York

Waffle Irons
Griswold Mfg. Co., Erie, Pa
Taylor Forbes Co., Ltd., Guelph, Ont.

Wall Plaster
Manitoba Gypsum Co , Winnipeg

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St Mary's, Ont

Wagons—Children's
Woodstock Wagon Co., Woodstock

Washers
P. L. Robertson Mfg. Co., Miltor, Ont
Steel Co. of Canada, Limited, Hamilton

Wheelbarrows
Meaford Wheelbarrow Co., Meaford,

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto
Leslie Bros & Co., Montreal
Wm. Stairs Son & Morrow, Halifax

Window Guards
Canada Wire & Iron Goods Mfg. Co. Hamilton
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton
Wire Goods Co. of Canada, Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
B. Greening Wire Co., Hamilton
Jas. Steele Limited Guelph, Ont

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines

SHERWIN-WILLIAMS PAINTS & VARNISHES

Put together as carefully as a druggist's prescription. Every step in the manufacture of Sherwin-Williams Paint from the selection of pure raw materials cess of grinding and mixing to the Imperial Full Measure Car scientific care. Ask the local dealer for S W P.

THE SHERWIN-WILLIAMS Co. of Canada, Limited, Montreal, T

SHERWIN-WILLIAMS PAINTS & VARNISHES

Paint your implements before you store them for the winter. Its an easy inexpensive matter to add years to their life by the timely use of S-W Wagon and Implement Paint. Prevents rust and decay of wood and metal. Its use is a profitable investment—ask the local Sherwin-Williams agent, there is one in every town.

THE SHERWIN-WILLIAMS Co. of Canada, Limited, Montreal, Toronto, Winnipeg, Vancouver

How we help to increase your business with the farmers

The farmer as an individual uses more paint than any other class of people. His home, barns, fences, windmills, implements and vehicles all require paint protection. As the cost of lumber increases, the farmers are forced to recognize the necessity for using paint freely to prolong the life and usefulness of their property. The above are two of a series of forceful advertisements which has been appearing regularly this Fall in the leading Canadian farm and home journals. Such advertisements will continue to appear during the Winter and Spring. We know that persistent advertising to the farmer brings results.

Sherwin-Williams paint and varnish advertising has been running in the following journals, having a combined circulation (eastern and western editions) of over 404,000 each issue: The Farmers' Advocate, Toronto Sun, Montreal Weekly Star, Journal of Agriculture, Maritime Farmer, Nova Scotian, Grain Growers' Guide, North-West Farmer, Western Home Monthly, Vancouver Province.

This kind of co-operation brings business into your store. Write for S-W Agency proposition.

THE SHERWIN-WILLIAMS CO.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

BUSINESS CHANCES

FOR SALE—Smart little hardware business; good turnover; stock about $4,500. Must be sold quick; owner going West. Box 593, HARDWARE AND METAL, Toronto. (39tf)

DOMINION RIGHTS for new American inventions are often offered ridiculously cheap—merely reimbursing inventors for patent fees expended. Such monopolies afford opportunities. Communicate with H. D. MacDONALD, 35 W. Congress, Detroit, Mich. (2)

FIRST-CLASS hardware, stove, tin, granite and general jobbing business. Established 30 years; doing splendid business; stock reduced to $5,000; $2,500 will handle; yearly turnover $20,000. Fine store, the best stand in the place, fine farming country. This business will stand the closest inspection. At rate in the dollar. Wish to retire. D. FERGUSON, Teeswater, Ont. (2tf)

FOR SALE—Hardware, stove and granite business. Established thirty years, doing a splendid business, stock will run about seven thousand and in fine shape. Yearly turnover twenty thousand; good store, can be rented or bought; fine farming country. This business will stand closest inspection. At rate on the dollar. Wish to retire. D. FERGUSON, Teeswater. (16tf)

FOR SALE — Hardware and Implement business in Saskatchewan. Turn-over $30,000 per year and increasing 30 % annually. No opposition for Hardware. Good paying proposition. Will sell with or without stock. Reason for selling—proprietor cannot handle with his other interests. Address Box 610, HARDWARE AND METAL, Toronto. (1)

FOR SALE—Hardware, stove and tinware business. Established twenty-two years; doing a cash business last year of forty-five thousand; stock will run about eight to ten thousand. This is a money maker to a good live man. Good reasons for selling; splendid farming community. If interested would like to show you this business. Splendid store, can be rented or bought. O. B. HENRY & CO., Drayton, Ont. (1tf)

THRIVING HARDWARE BUSINESS FOR SALE consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, HARDWARE AND METAL, Toronto. (52tf)

MISCELLANEOUS

ADDING TYPEWRITERS write, add or subtract in one operation. Elliott Fisher, Limited. Room 314, Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY if you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employees' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalog. International Time Recording Company of Canada, Ltd. Office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING Typewritten Letters and Real Printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25 % to 75 % of average annual printing cost. American Multigraph Sales Company, Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS.—Write us to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER Check Books—Especially made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for Binders and Monthly Account Systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

WANTED

SIDE LINES WANTED—Traveller calling on hardware trade in Ontario wants two or three good side lines. State commission and full particulars. Apply to Box 621, HARDWARE AND METAL, Toronto. (4)

SITUATIONS VACANT

EXPERIENCED specialty salesman wanted; advertising experience desirable. This is a good position and offers splendid opportunity for advancement. State fully age, experience and salary expected. MACLEAN PUBLISHING CO., LTD., 143 University Avenue, Toronto. (tf)

WANTED — A reliable, ambitious man in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MACLEAN PUBLISHING COMPANY, 143-149 University Avenue, Toronto, Ont. (tf)

MISCELLANEOUS

COPELAND-CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE — By installing an Otis-Fensom handpower elevator you can use upper floor as stock room or extra selling space and increase space on ground floor. Costs only $70. Write catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS are devised to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE. INSURE IN THE HARTFORD. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE YEAR we offer unusually good bargains in second-hand Typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. THE MONARCH TYPEWRITER CO., Limited, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN PENS. If you have Fountain Pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. GAGE & CO., Limited, Toronto, sole agents for Canada.

PENS—The very best pens made are those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find the pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto (tf)

WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

725,000 LIVE MERCHANTS use National Cash Registers. We couldn't sell them unless they saved people money. The National will guard your money too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

SITUATIONS WANTED

HARDWARE CLERK, with 10 years' experience in England, builders' and general hardware, wants to make a change. Good experience in the country. HARDWARE, 103 Babcock Street, Hartford, Conn., U.S.A. (2)

THOROUGH HARDWARE MAN, fifteen years' experience buying and selling. Inside or travelling. Also capable of taking charge of retail business. Box 620, HARDWARE AND METAL, Toronto. (2)

SALESMAN WANTED.

THERE IS AN OPENING ON THE STAFF OF the Canadian Grocer for an experienced salesman with knowledge of the grocery trade. Advertising experience is desirable. This is a good position and offers splendid opportunity for advancement. State fully age, experience and salary expected. MACLEAN PUBLISHING CO., LTD., 143 University Avenue, Toronto. (1)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thousands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal

MONTREAL TORONTO WINNIPEG

Mr. Dealer: I am Martin-Senour Paint; they call me 100% Pure for short

If you don't remember the name, you will no doubt recall my face, for you have seen me many times.

I am a friend of yours. I go out among the people of your vicinity and make friends for you, I make them tell each other about your store.

When people take me out of my can and spread me on the surface, I stick. Every dealer that has me in his store says I have the backbone to make good.

I am sorry to say that there are some of my color, but not of my class, that give a bad name to the dealer who is unfortunate enough to be found in their company. Like all black sheep they are hard to get rid of, but the longer they stay around the more trouble they bring.

Of course, Mr. Dealer, I can't make friends for you unless you give me room in your store, but believe me, if you do I will be the hardest little worker for your profit and reputation that you ever had on your shelves.

If my traveler hasn't called on you, just drop a line to me, care of

THE MARTIN-SENOUR CO., Limited

PIONEERS OF PURE PAINT

Montreal **Chicago** **Winnipeg**

HOW ARE YOU FIXED

for varnish? Are you going to carry a stock of DOUGALL VARNISH for your spring trade in order that you may be in a position to offer your customers the best obtainable?

If you sell Dougall Varnish to your customers you can let them leave the store with the full assurance that they will be well pleased with the results.

You will reap the harvest later on. Your customer will not forget that you sold him the varnish which gave him such good satisfaction, and an increased business from him will be your reward.

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President

305 Manufacturers Street, - - - Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

Proof Pratt & Lambert Varnishes Sell

The following letter is from a house established 87 years—a house which in its time has seen plans for selling varnish for the dealer come and go. When such a house comes out with the statement that the "P. & L." Line is the ***best*** proposition they have ever had from ***both quality and selling standpoint***, that means best of not one or two lines, but perhaps of almost every line of varnishes on the market. It is your opportunity now to profit by the 87 years' experience of this firm by investigating the Pratt & Lambert Proposition from every standpoint.

THE BOOTH & LAW COMPANY
Varnishes, Paints, Brushes.
Office and Sales Rooms: 59 Crown Street. HOUSE ESTABLISHED 1825.
Warehouse: Water and Olive Streets, New Haven, Conn.
Messrs. PRATT & LAMBERT, New York, N.Y.

LYMAN M. LAW, President.
WALTER B. LAW, Vice-President.
J. HAROLD LAW, Secretary.
CHAS. WEISS, Sales Manager.
December, 11, 1911.

Gentlemen:—We want to say that your line is the best proposition we have ever had, from both quality and selling standpoint. Our future efforts, we can assure you, will be centered on the P. & L. Line.

Thanking you for your kind co-operation, we are, respectfully yours,
C/W **THE BOOTH & LAW COMPANY**

There is no reason why you cannot duplicate the success of this and other Pratt & Lambert Dealers in all parts of the United States and Canada. Pratt & Lambert advertising is creating the same kind of a varnish selling demand. This Spring this demand should be greater than ever, owing to the tremendous Pratt & Lambert Spring Advertising Campaign. Do not let this Spring go by without at least investigating what we can offer you in increased varnish sales and profits.

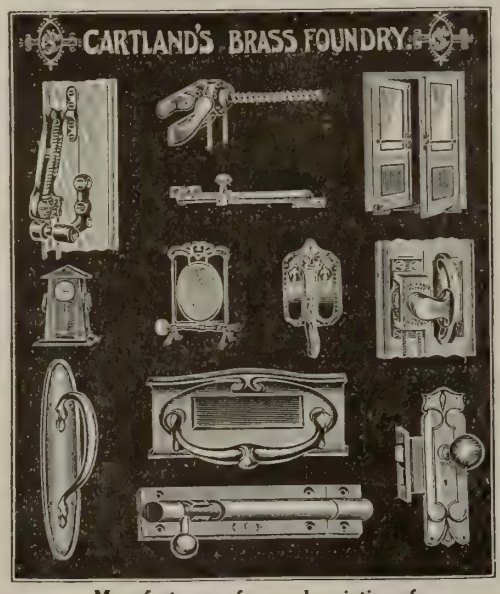
WRITE NOW FOR P. & L. DEALERS' PROPOSITION

PRATT & LAMBERT-Inc.

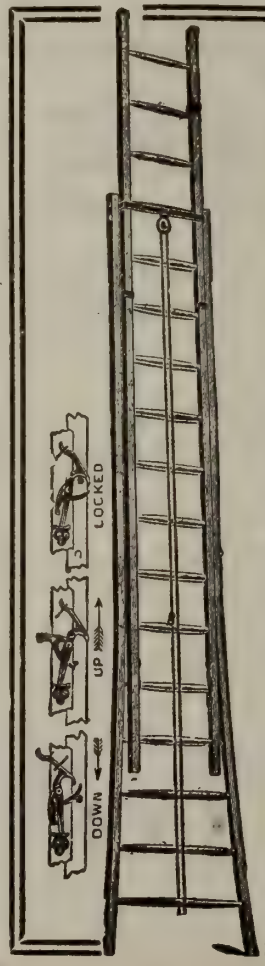
VARNISH MAKERS
24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO
FACTORIES
NEW YORK BUFFALO CHICAGO BRIDGEBURG, CANADA LONDON PARIS HAMBURG

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.
Contractors to the Admiralty and War Office



Manufacturers of every description of
BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY
Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.



An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

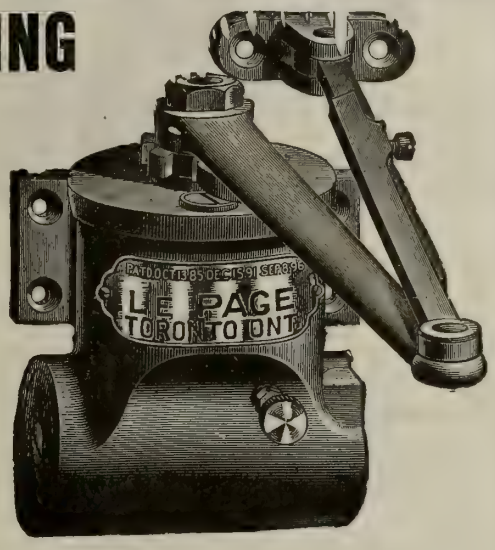
It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The Stratford Mfg. Co. Limited
Stratford - - Ontario

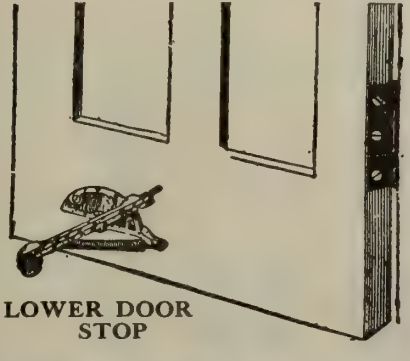
The "LE PAGE" Patent OIL DOOR CHECK and SPRING



Dealers, Attention!

This is the only door check made without packing and with oil in its working parts. It is in constant use in the Toronto Public Schools, Eaton's, Simpson's and many other large buildings and has been endorsed by these as a strictly up-to-date and durable device.

Write us at once for circulars and proposition, it will pay you.



LOWER DOOR STOP

WM. KEATING

266 MACDONALD AVE. TORONTO

You know, Mr. Dealer,

Goods that give satisfaction build up trade.

INTERNATIONAL VARNISHES

and

VARNISH SPECIALTIES

are the best it is possible to produce. They are backed by 45 years' experience, unapproachable in quality and always reliable.

Here are a few profit-producing leaders that will increase your business :

Satinette — White Enamel

Elastica — Floor Finish

Lacqueret

Flattine — Finishes

Kleartone — Acid and Oil Stains

All International Products are put up in Full Imperial Measure Cans.

Write for details of our co-operative business-getting methods.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

171

JAP-A-LAC

Is a More Profitable Proposition For You NOW Than Ever Before

If you don't know our **new** and astonishingly generous discounts on Jap-a-lac---write us.

Use the attached coupon.

Don't lose another minute of your good time, or another cent of your good money.

Don't experiment with imitations.

The attached coupon will bring you, by return mail, full details of the biggest, best and broadest money-making proposition we ever made.

Let us explain our proposition.

Use the attached coupon.

THE GLIDDEN VARNISH CO.

Factories:—Toronto, Ontario Cleveland, U.S.A.

Branches:—London New York Chicago

THE GLIDDEN VARNISH COMPANY

Toronto, Canada

Gentlemen:
Send me full information of your new offer to the trade on Jap-a-lac, understanding it will place me under no obligations.

Name.....

Address.....

The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, :: ONTARIO
WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S
Old Standard, Eagle, Pyramid and Globe

GERMANTOWN
LAMPBLACK
IS THE BEST
AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.
Manufacturers of the
Highest Standard Lampblacks
for all purposes
ASK YOUR DEALER

Quality is remembered long after price is forgotten

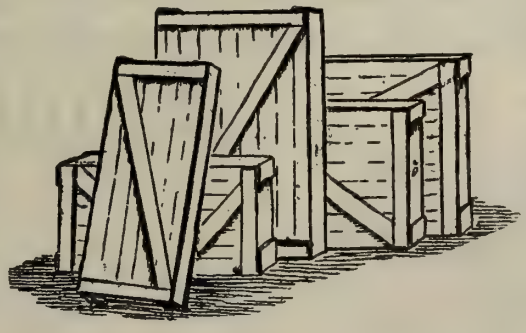
NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

PLATE
LEADED
WINDOW

GLASS

Send us your order for
GLASS
of every description.

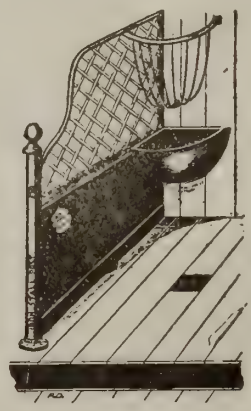
Prompt shipments of
MAIL ORDERS



Complete stock of all sizes Window Glass.
Send your orders to our nearest warehouse.

The HOBBS MANUFACTURING CO., Ltd.
Factories and Offices: LONDON TORONTO MONTREAL WINNIPEG

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

Here is the Composition of
NEW ERA PAINT

Pure White Lead; Oxide of Zinc; Pure Linseed Oil, Turpentine and Turpentine Japan Dryers, each the purest of its kind. New Era Paint will cover more surface, last longer, hold its color better, stand the changes of weather and give a more brilliant finish than any other prepared paint.

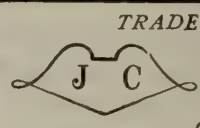
Write for Prices.

Standard Paint and Varnish Works Co., Limited
WINDSOR, : : : : ONTARIO

Improved Patent Flush Handle

CHESTERMAN'S

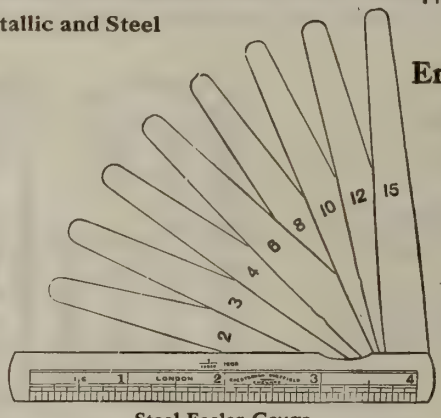
TRADE MARKS



MEASURING TAPES
Linen, Metallic and Steel

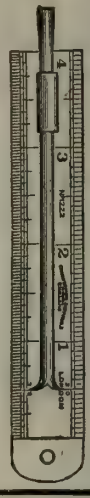
TRE BLE

Engineers' Small Tools



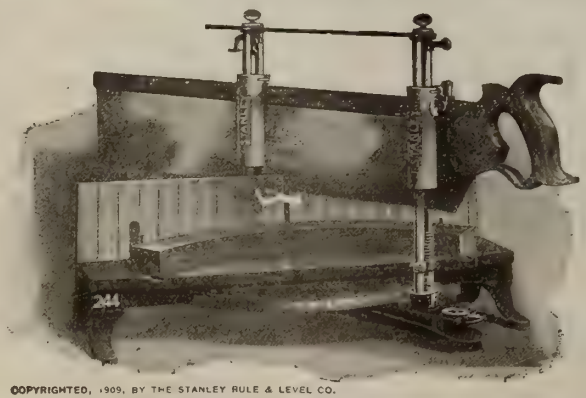
Steel Feeler Gauge

Steel Rules, Gauges, etc.



For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



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WRITE FOR CATALOGUE

Stanley Tools

STANLEY MITRE BOXES have the widest range of adjustment of any Mitre Box made. For strength, accuracy and durability they are unsurpassed

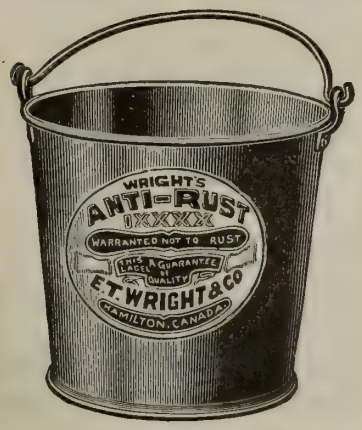
		Capacity Right Angle	Capacity Mitre (45°)	Capacity at 30° with ut Stock Gui e	Each
240	20x4 in.	8¼ in.	5½ in.	3½ in.....	$10.50
242	22x4 in.	8¼ in.	5½ in.	3½ in.....	10.75
244	24x4 in.	8¼ in.	5½ in.	3½ in.....	11.00
246	26x4 in.	8¼ in.	5½ in.	3½ in.....	11.25
346	26x4 in.	9½ in.	6½ in.	4⅛ in.....	12.25
358	28x5 in.	9½ in.	6½ in.	4⅛ in.....	13.00
460	30x6 in.	11 in.	7½ in.	5⅛ in.....	16.00

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

LOOK FOR THE LABEL IT is YOUR GUARANTEE that the goods are GENUINE



"Anti-Rust" Dairy Pail.

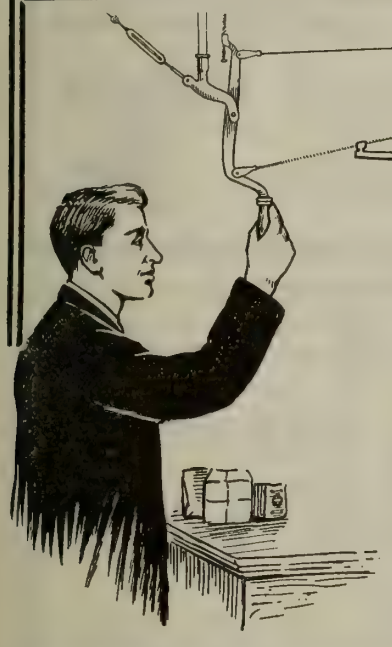
"ANTI-RUST" Indestructible redipped stock,

every piece of which is guaranteed, and will be replaced if found defective.

"Anti-Rust" Strainer Pail.

E. T. WRIGHT & COMPANY, Hamilton, Ont.
(H. G. WRIGHT)

Winnipeg Distributing Agents—Merrick-Anderson Company.
Vancouver Distributing Agents—Macpherson & Teetzel,
Winnipeg Agents—W. Reynolds & Company.
Toronto Agent—F. B. Wilson, 33 Maitland Street.



Convenience

is what up-to-date dealers want

Cash and Package

PERFECT CARRIER SYSTEMS

Don't allow your customers to wait while you walk some distance to make change Some will always walk out, and consequently you lose their trade.

Our Cash and Package Carriers are simple, durable and decorative and put life into your store.

They are easily installed and give quicker service.

HAMILTON BRASS MFG. CO., Limited, Hamilton, Ont.
MONTREAL OFFICE—327 Craig St. W.

MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

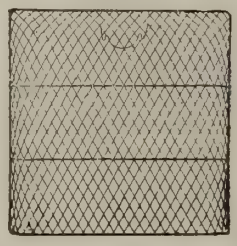
GALT, ONTARIO and VANCOUVER, B.C.

We are Headquarters for

SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.**

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering



Send for illustrated price list

CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

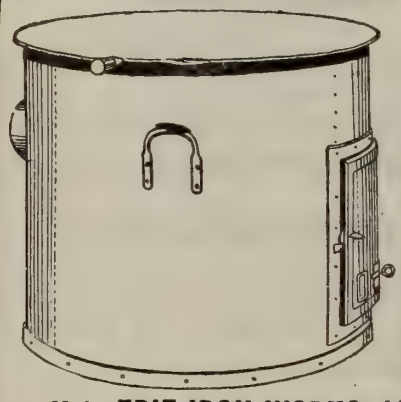
The Chicago Heat Regulator

Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO



Erie Steel Feed Cooker

These cookers are indispensable to farmers, butchers or stockmen. Grains that are useless for other purposes, by the use of the cookers are made as valuable as the best marketable product. Made in 7 sizes for burning wood. Nos. 20, 30, 40, 60, 75, 90, 120. Grates for burning coal supplied when ordered.

Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

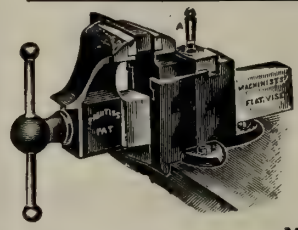
METALS

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

Turpentine Producers' Agency

TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.	**Phones:**
Warehouse: MacDonnell Ave.	**Office: Main 4391**
C.P.R. and G.T.R. Sidings	**Warehouse: Park 2781**

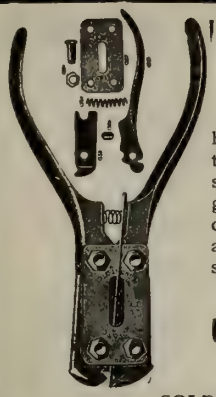
ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal

TORONTO - MONTREAL - WINNIPEG



UTICA COMPOUND END NIPPER

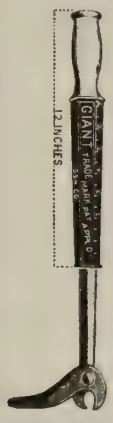
has a greater leverage than any plier on the market. Can be used with or without spring. Jaws are made of the highest grade steel brought down to a very keen cutting edge. All parts are interchangeable and can be replaced. Our guarantee stamped on each tool.

WRITE FOR DESCRIPTIVE MATTER

UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.

SOLE AGENTS FOR CANADA

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



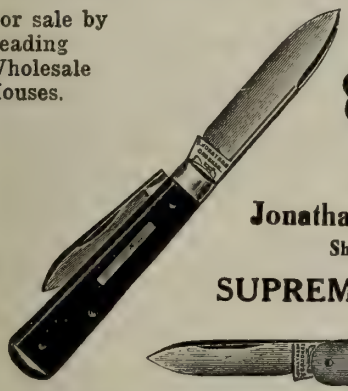
NAIL PULLERS

Our original Giant Nail Puller cannot be equalled. Jaws made of the highest grade steel. One jab of the rammer, one pull of the handle, and the nail is out. Saves Cases. Saves Nails. Saves Time. Saves Patience. The best on the market Our guarantee behind each tool.

PRICES ON APPLICATION

Smith Hardware Co., Limited
240 Lemoine Street, MONTREAL

For sale by Leading Wholesale Houses.

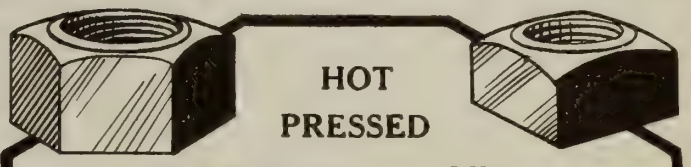


Corporate Mark

Granted 1780.

Jonathan Crookes & Son
Sheffield, England

SUPREME CUTLERY



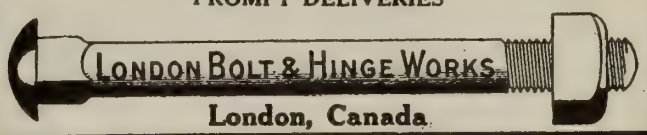
HOT PRESSED

NUTS OF QUALITY

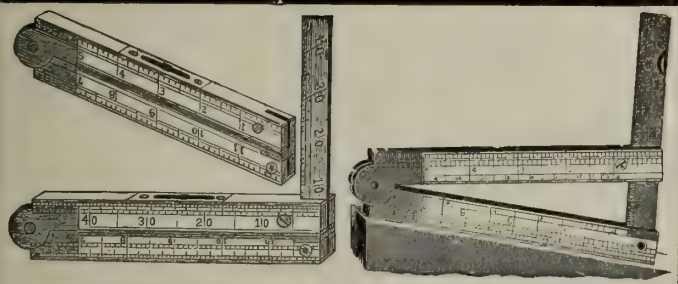
SQUARE AND HEXAGON

We make a specialty of sizes for $\frac{3}{4}$ in. to $1\frac{1}{2}$ in. bolts

PROMPT DELIVERIES



London, Canada



STEPHENS' PAT. COMBINATION RULE

Level, Square and Slope Level, etc., etc.
A Fine Tool.

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

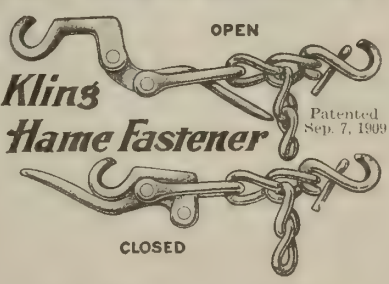
REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. $2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 172 King St., West, Toronto, Ont.
Canadian Distributing Agents

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

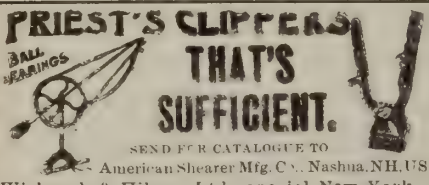
CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son. Manlius, N.Y.

CLIPPERS.



American Shearer Mfg. Co., Nashua, N.H. U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

EMERY WHEELS.

Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

ICE SCRAPERS.

No rink is complete without a J & R Rink Ice Scraper, just scrapes up the Ice, no brooms required, write

JAMES & REID

PERTH - ONTARIO

for circular and prices.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FILTERS.

FLOOR SPRINGS.

The Best Door Closer is

Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

IRON.

IRON and STEEL

OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited

CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.

OUR POSITION IS YOUR OPPORTUNITY.

SASKATOON, WESTERN CANADA.

JAS. BISSET & CO.

MANUFACTURERS' AGENTS
260 St. Paul St., QUEBEC, QUE.

Cars distributed, warehoused and forwarded.

BUSINESS SOLICITED.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

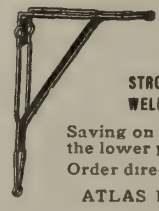
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market. WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

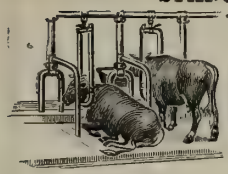
ATLAS MFG. CO., New Haven, Conn.

Are you interested in any of the lines that are advertised?

A Post Card will bring you price list and full information

Don't forget to mention this paper

STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.

OUR OFF-SET TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited
Ayr, Ont. Winnipeg, Man.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

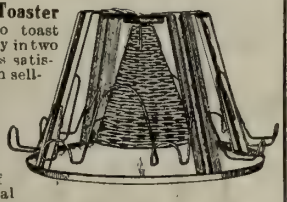
James Steele, Limited, Guelph

TOASTERS.

Jim's Wire Cone Toaster enables the user to toast five slices beautifully in two minutes and always satisfies. It is a certain seller—write for prices.

HARKINS & WILLIS
ANN ARBOR, MICH.

Henderson & Richardson, Sole Canadian Agents, Bd. of Trade Bldg., Montreal



METAL POLISH

DIAMOND CLEANSER

MAKES EVERYTHING GLITTER

Discount to jobbers. ½ and 1 pint sizes.
Requires no shaking. Will not discolor.

JOHN C. WILSON COMPANY
354 Wellington St., OTTAWA

MALLEABLE IRON CASTINGS.

Malleable Iron Castings

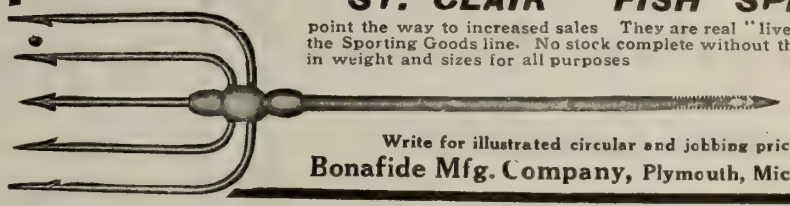
for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

ORIGINAL **"ST. CLAIR" FISH SPEARS**



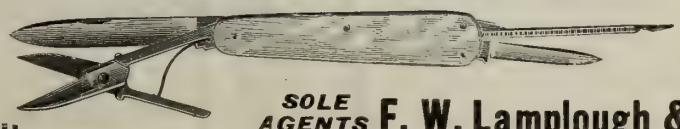
point the way to increased sales They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

No. 27

Write for illustrated circular and jobbing prices.

Bonafide Mfg. Company, Plymouth, Mich., U.S.A.

J. A. HENCKELS
TWINWORKS
CUTLERY



Pocket Knives, Scissors, Razors, Butchers, and Cooks' Knives, etc.

SOLE AGENTS **F. W. Lamplough & Co.,** 9 DeBresoles St. MONTREAL

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

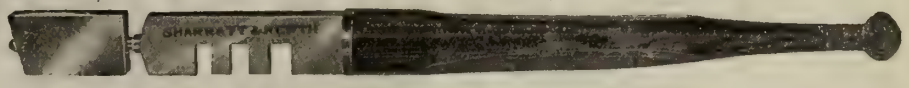
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

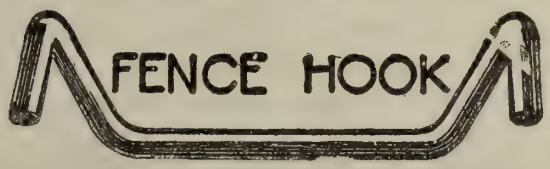
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SEYMOUR SHEARS

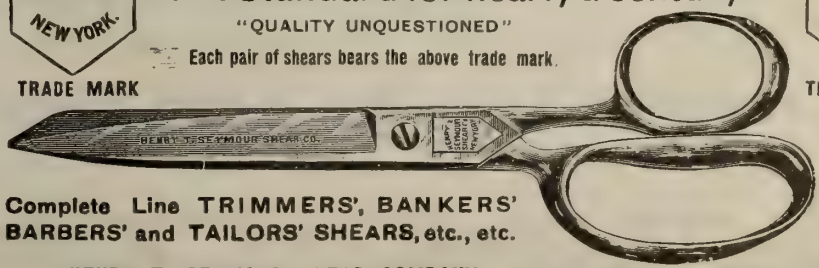
The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon
327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

GREENING
STEEL WIRE CHAIN

If you are interested in chains, examine carefully the perfect mechanical construction of "Greening's." It is the most perfect chain made. We make it in 13 sizes. We use it exclusively in all our Halter, Dog, Tie-Out, Cattle, Trace Chains, Etc. You will make no mistake in handling our line exclusively.

CORRESPONDENCE SOLICITED

We send cuts with table of breaking strain. Samples, etc., upon request.

THE B. GREENING WIRE COMPANY, Limited
HAMILTON, Ont. MONTREAL, Que

The World's largest manufacturers of Pure Lamp Blacks

stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!

A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

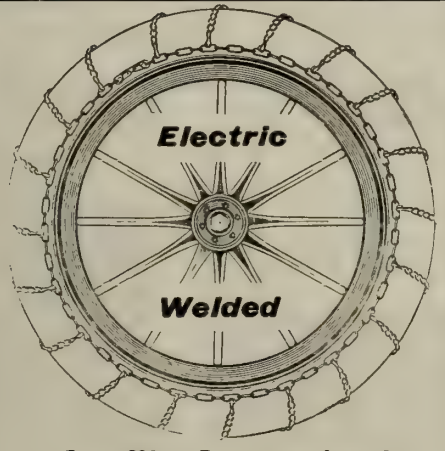
We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.

Wilckes Martin Wilckes Company

NEW YORK, N.Y. - U. S. A.

McKinnon Electric-Welded Anti Skidding Chain

are sold throughout Canada by all the leading jobbers of Automobile Supplies.



Quality Guaranteed

McKinnon Attachments for Anti-Skidding Chain

are cross chain, hooks, snaps, etc.

MADE BY

McKINNON CHAIN CO.

Buffalo. St. Catharines.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

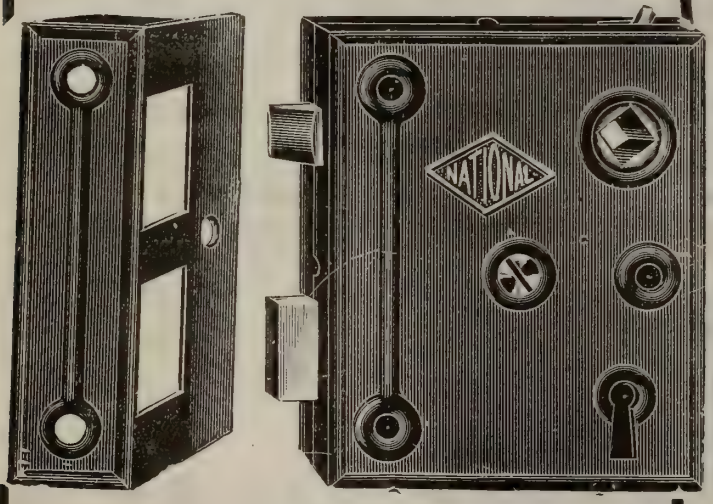
Corner King Street and Spadina Avenue

Toronto

You Can Handle No Article

which will do more to strengthen your hold upon the Builders' Hardware Trade than the

National Steel Rim Lock



Ask your Jobber for this Brand

NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA

Get a Hustle On

and look up the owners of the cafes, lunch counters and boarding houses which are continually opening up in your district.

Our Restaurant Urns

are practical, handsome and durable goods that will stand any test or meet any requirement.

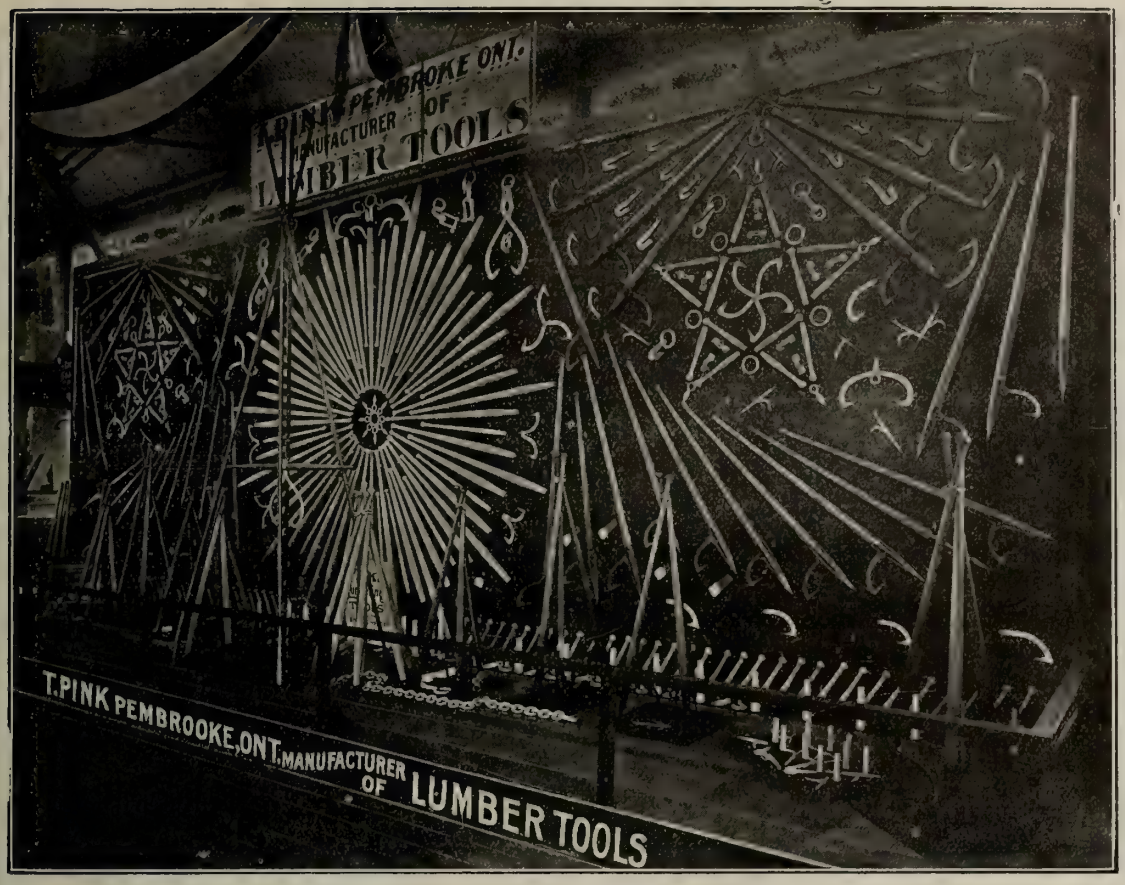
There's money, too, in handling them.

Write for Illustrated Catalog.

The BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representatives:

H. F. McINTOSH & CO., 28 Toronto Street, TORONTO



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Wrenches for Every Purpose

Our output and variety of wrenches are the largest in the world.

Every possible wrench use is satisfied in our collection.

Only by the most painstaking methods have we so successfully suited every conceivable wrench need. The finest quality of steel is used in their production and every operation in their manufacture has to pass the most rigid scrutiny.

That is why every wrench user knows that if he has a "W. & B." Wrench its strength and design will more than satisfy all requirements.

Get them from your jobber or direct from us.

Write for Catalog 75A.

Trade **Tools of Quality Bear These Marks** Marks

The Whitman & Barnes Mfg. Company

Established 1854 St. Catharines, Ont.

Stocks carried at Winnipeg and Montreal.

EVERY SPORTSMAN WANTS ONE

WRITE TO-DAY

This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, B-32 BOARD OF TRADE BLDG., - - NEW YORK CITY MONTREAL, CANADA

BUTTERMAKERS DEMAND

THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.

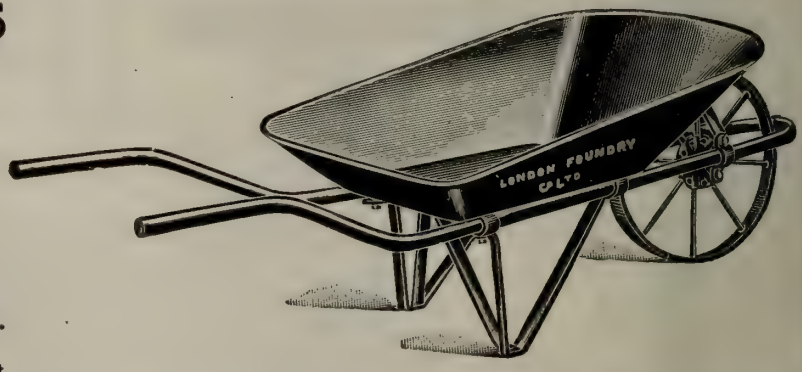
David Maxwell & Sons, St. Mary's, Ont.

WHEEL BARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

Send for Illustrated Catalogue



THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

When "CANADA" Cement is Specified

the builder is assured of uniform strength, fineness, color and setting qualities. Rigid tests, under the supervision of our general superintendent and general chemist, maintain this high standard of quality.

Each barrel is guaranteed to weigh full 350 pounds (gross) the maximum cement barrel weight.

Mills in all parts of Canada enable us to make prompt delivery.

Being in competition with, and controlled by the market for such materials as steel, wood, clay products and natural stone, the price of cement is governed by conditions. At present these permit of a high grade material at a very reasonable price.

Specify "Canada" Cement for buildings, bridges and concrete blocks, and be sure of satisfaction.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

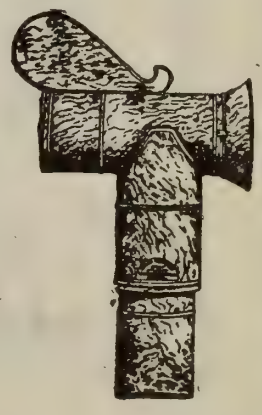
THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.



Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

INCREASING WEALTH IN CANADA FAVORS THE SALE OF HIGH GRADE RIFLES

Don't be afraid to show the Ross "High Velocity" which retails at $75.00.

You may not appreciate the fact that there are a great many people in Canada who want the best and who are willing to pay for it.

The Ross "High Velocity" is the aristocrat of Sporting Rifles and is in the lead for power, mechanical perfection and style.

Discounts on application.

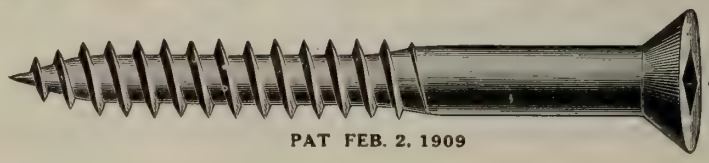
Ross Rifle Company **Quebec, Que.**

ROBERTSON

SOCKET HEAD

WOOD SCREWS

GET OUR PRICES



PAT FEB. 2. 1909

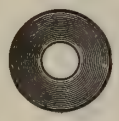
SEE THAT SQUARE HOLE

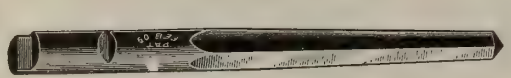
HAND DRIVERS, YANKEE BITS, BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

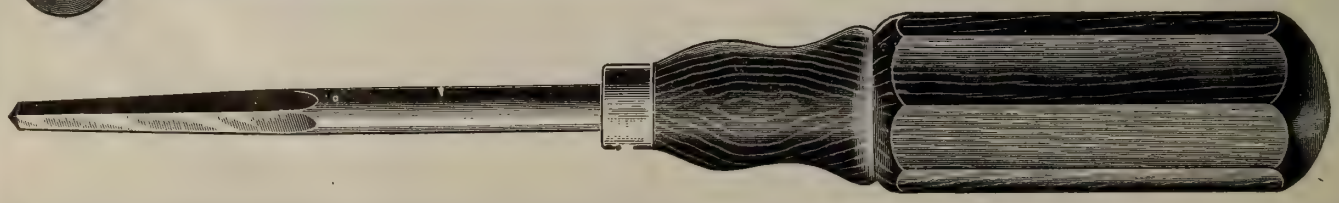
SEND FOR CATALOGUE

The P. L. Robertson Manufacturing Co., Limited - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - - F. J. Schuch, Agent







2 & 3-ply
Ready Roofing
"Black Diamond"
Tarred Felt
"Joliette" & "Cyclone"
Sheathing

Before you place your order for roofing and building papers get our prices.

We have the facilities for turning out the highest grade weather-resisting products at a reasonable cost—products that can be easily laid by any ordinary workman ---products that will give a service that cannot be excelled.

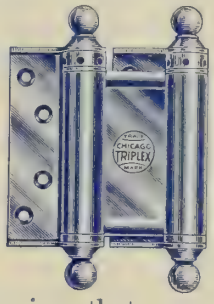
We manufacture all kinds of wrappingpaper.

Alex. McArthur & Co.,
Limited,
82 McGill Street,
Montreal
Western Agent:
F. J. Cox,
Winnipeg

TRADE CHICAGO MARK

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

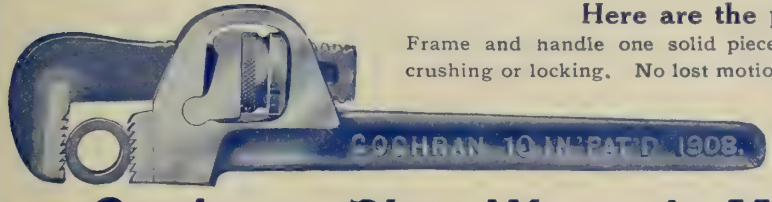
offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO TRADE CSB CO MARK NEW YORK

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a **wrench** show.



Here are the points. You be the judge.

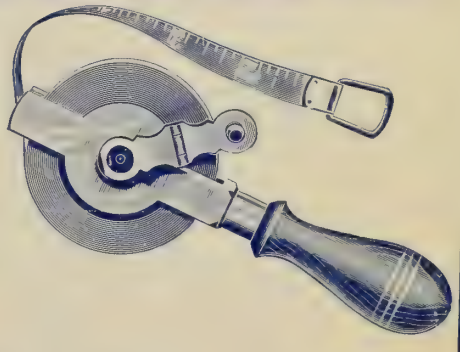
Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.
Proof against all side-pull injury.
Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

MEASURING TAPES
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark LUFKIN are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST

Est. 1868 Inc. 1895

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

GOLD MEDAL

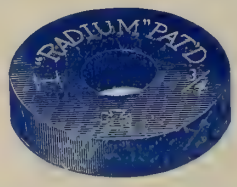
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

STILL'S EXTRA AXE HANDLES

Have become extremely popular with men who demand a strictly first-class handle.

This is an excellent line, and if kept in stock and given a little boost, will prove to be your greatest money maker.

Send us a trial order at once and be added to our list of satisfied buyers.

J. H. Still Mfg. Co.,

LIMITED

St. Thomas, Ontario

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada. No. 3.

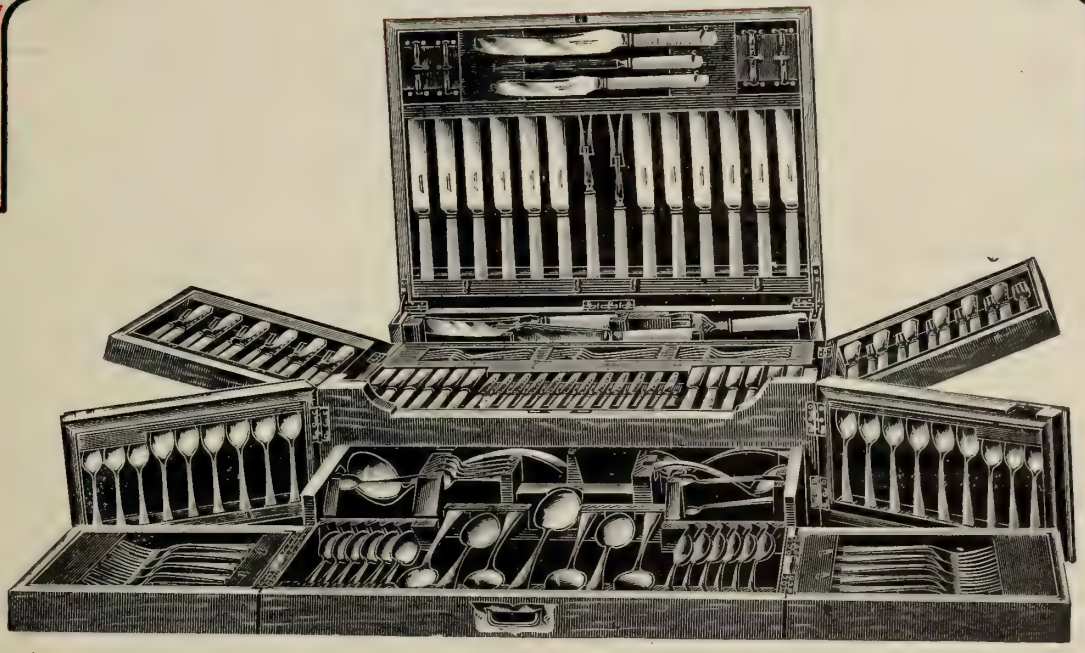
January 20, 1912

HRS&Co

CUTLERY

Of Every Description

HRS&Co



We specialize in CABINETS.

The best selection of PEARL GOODS and CARVERS in Cases on the Market.

Stock carried in Montreal.

HENRY ROGERS, SONS & CO.

SHEFFIELD LIMITED MONTREAL

TRADE Gillette MARK
KNOWN THE WORLD OVER

The Trade That Pays

CANADIAN purses are filling—Canadian purse-strings are loosening. An ever-increasing number of your customers are reaching that stage of prosperity where they want the BEST—and are willing to pay for it.

He is the wise dealer who, in this year of grace 1912, makes his bid for business on the ground of quality and service rather than on cheapness.

His trade sticks, in spite of lower prices for inferior goods, and in spite of reckless bargain giving, and he makes a satisfactory profit on everything he sells.

Thus it is better business, every way you look at it, to sell a man a GILLETTE Safety Razor at $5.00 or more, than it is to offer him a cheap, foreign-made makeshift, or even a cheaper razor which is well worth its price. You make more profit at the time, and you sell him something with which he is going to be more than pleased, instead of more or less disappointed.

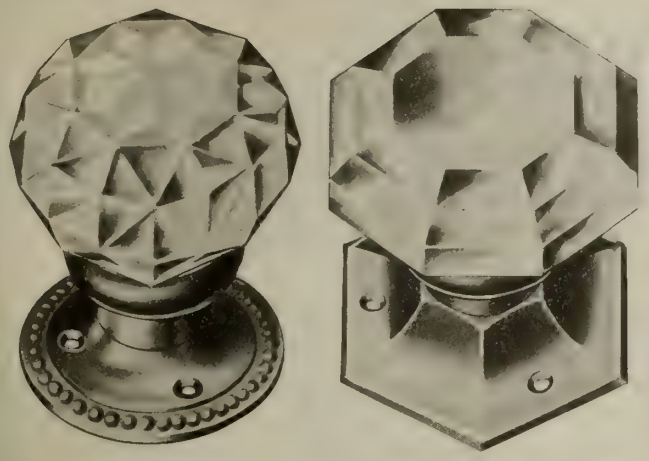
Besides, if he buys a GILLETTE from you, he will come back—partly for new blades, but more because he will be favorably impressed with the goods you recommend.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory :

63 St. Alexander St.

MONTREAL



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

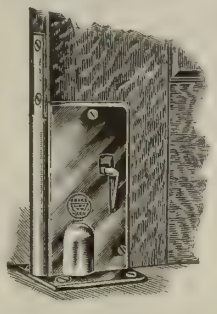
The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

TRADE CHICAGO MARK

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO — TRADE C.S.B. CO. MARK — NEW YORK

A NEW LINE

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

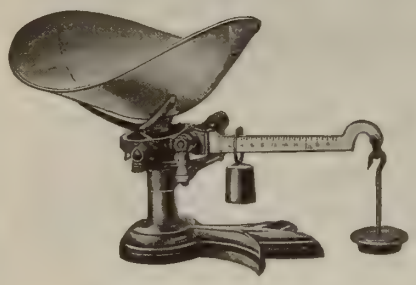
No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

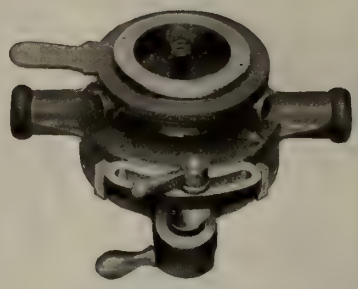
North Bros. Mfg. Co.

PHILADELPHIA, PA.



Fairbanks Counter Scales

WE PROTECT THE DEALER



Oster Stocks and Dies

Now is your opportunity to stock our lines for 1912. We have everything that should appeal to the wideawake, progressive dealer—Valves, Steam Specialties, Scales of all descriptions, Motor Boat Accessories and Supplies of all kinds.

We carry the largest stock of these lines in Canada. Our Catalogue No. 10 shows our complete line, and it should be every dealer's reference.

A card to our nearest house will bring it to you.

Heinz Coils

THE

Canadian Fairbanks-Morse Co.

LIMITED

Montreal	Toronto	Saskatoon
St. John	Winnipeg	Vancouver
Ottawa	Calgary	Victoria

S.M.P. Factory Milk Can Trimmings

Broad Hoop Pattern Roll Rim Bottom

ARE UNEXCELLED FOR STRENGTH AND DURABILITY

The Roll Rim has no sharp turns, therefore the grain of the metal is not broken, and having a broad wearing surface on the bottom, it cannot damage floors. Ample space is left between the bottom and the hoop for the insertion of the Body of the Can. It is the neatest in appearance and strongest in construction and is supplied with concave bottoms. By examining the cut, anyone can readily see that this style of construction makes it the strongest bottom ever produced They do not cost any more than an inferior bottom. If you want to keep ahead of your competitors, use our Roll Rim Milk Can Bottoms.

We also carry in stock Tinned Iron, cut to size for Milk Can Bodies, which we can supply promptly.

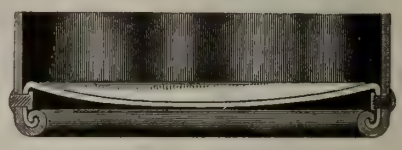
COMPLETE SETS

Comprising one broad hoop, roll-rim bottom, concave pattern; body hoop 6 inches wide, 20 gauge; top hoop 4 inches wide, 14 gauge; one cover; one pair malleable side handles with ears; one pair steel top handles.

Gallons 10 15 20 25 30 40

Diagram showing how strongly our Roll Rim Bottoms are constructed.

See how the outer and inner rims are rolled in, and riveted to the bottom hoop.



Prices on application

THE SHEET METAL PRODUCTS COMPANY

OF CANADA ··· SUCCESSORS TO ··· LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

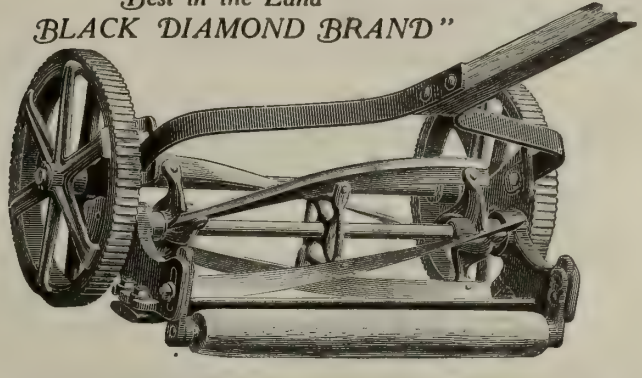
You Can Make More Money

By Handling Our

FOUR BIG SELLING

LAWN MOWERS

"Best in the Land—
BLACK DIAMOND BRAND"



They Cover All Needed Requirements and the Desired Range of Quality, Utility, Finish and Price.

They do away with the necessity of carrying the many makes and styles formerly required to meet the demands.

They Simplify Your Mower Business.

And the Price is not Cut to Death. There is a Good Profit in Them.

BLACK DIAMOND—Ball Bearing

High Wheel; Four Blade; Geared on Both Ends. Gold and Aluminum Bronzed; Red and Black Trim.

A High Grade, Medium Price Mower. Away ahead of Anything Else in Canada at the price.

NEW ENGLAND—Ball Bearing

Low Wheel; Three Blade; Geared on Both Ends. Gold and Aluminum Bronzed; Red and Black Trim.

The Finest and Handsomest Three Blade, Ball Bearing Mower ever sold.

COMMONWEALTH—Plain Bearing

Medium High Wheel; Three Blade; Aluminum Finish, Gilt and Red Striped.

Simply Perfection is Plain Bearing Machines. We do not believe it can be equalled at the price. It's a Big Seller.

BALDWIN—Plain Bearing

Low Wheel; Three Blade; Painted Green with Gilt Stripes.

It Works Well, and Sells Well. Represents Full Value for its Price. A Good Cheap Mower.

Send for Circular Illustrating These Mowers in Their Actual Colors.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Have You Any Use For

Iron of extra quality?
If so, use

Lowmoor Iron

It is noted for its uniformity of quality, its purity, softness, toughness and ductility. Where strength and ease in working are required, use no other Iron but Lowmoor.

It can be recommended wherever reliable Iron is needed, and is largely used by the leading Canadian railway car and locomotive builders and machine shops.

ITS USE IS SUGGESTED FOR

Crane Hooks	Shackles	Rudder Chains
Logging Chains	Spring Buckles	Boiler Rivets
Stay Bolts	Couplings	Links

Our Stock Consists of Rounds, Squares, Flats

On Your Next Order
FOR IRON OF QUALITY
Consider Lowmoor

The Largest Stock of this and Norway or Swedes in Canada

WE SHIP PROMPTLY PRICES ARE RIGHT

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND IRON MERCHANTS

F.&W. MONTREAL - - CANADA F.&W.

Lasts a Lifetime

Has Solid Silver Disc, overlaid on the wearing points, then plated with a triple-plus plate of pure silver.

The Silverware that is asked for.

WHOLESALE DISTRIBUTORS:

Caverhill, Learmont & Co.

Montreal and Winnipeg.

CLASSIC SHERATON

The

Steel Company of Canada

Limited

Soft Basic Open Hearth

STEEL BARS

Excel in Toughness, Softness, Strength,
Ductility and Ease of Welding.

HORSE SHOES **HORSE NAILS**

WROUGHT PIPE

MERCHANT, BLACK and GALVANIZED

WOOD SCREWS **MACHINE SCREWS**

Bolts and Nuts, Wire Nails, Tacks, Bright Wire Goods

WIRE OF ALL KINDS :: INVINCIBLE FENCING
PUTTY, SHOT, LEAD PIPE, WHITE LEAD

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Building Tools

EVERY indication points to exceptional activity in the building line this Spring, and whatever is wanted in reliable tools we have ready for immediate shipment. We seek out in each individual line the best the market produces, and because of large orders every economy in buying, handling and selling becomes possible. Our effort is to keep well in advance of the demand as regards goods and service.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

LOOKS GOOD

CRESCENT BRAND

C S G Co.

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

DAVIDSON'S

"Eureka" Cheese Factory Milk Cans

The neatest, cleanest and most Sanitary Milk Cans made.
22 gauge tinned iron bodies with Flush Side Handles.
Made in all sizes from 10 to 40 gallons.

The absence of the Centre Hoop improves the appearance of the Can, and greatly adds to its wearing qualities.

The absolutely plain body offers no opportunity for moisture or dirt to lodge and cause corrosion and rust, as it frequently does when cans are furnished with Centre Hoops.

Fitted with our Patent Heavy Rolled Rim Bottom, they slide easily, and will not tear and mutilate factory floors or waggons.

Order now to ensure prompt delivery.

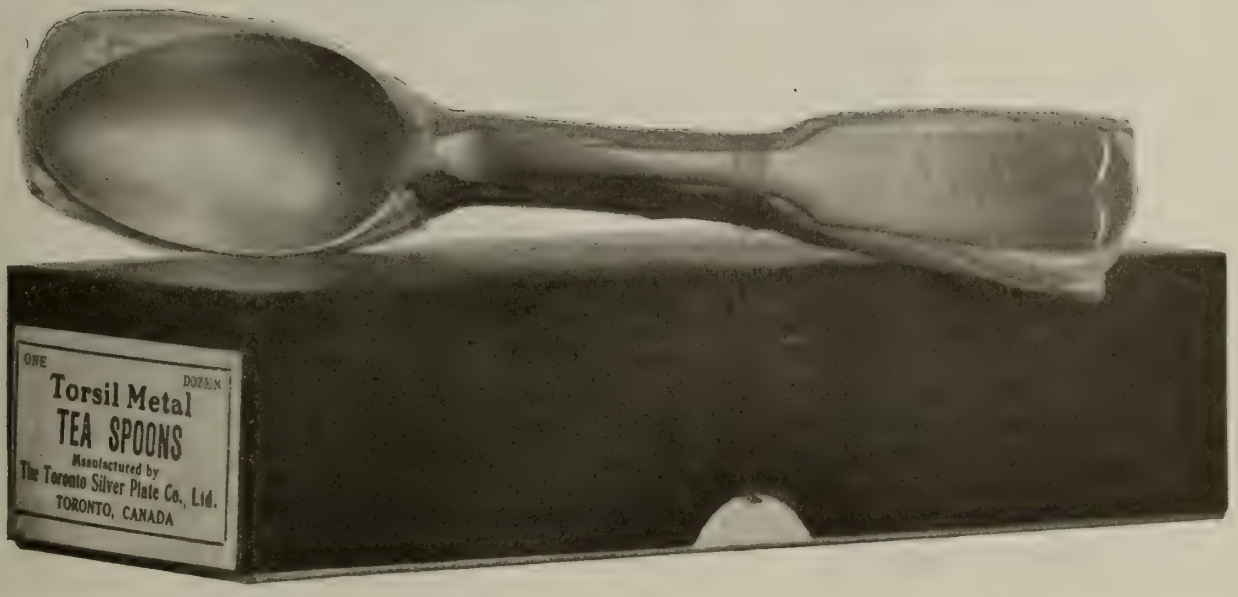
THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL TORONTO WINNIPEG

TORSIL METAL

The Stamping of Torsil Metal on Spoons and Forks conforms with the Gold and Silver Marking Act

Tipped Pattern



Spoons and Forks made of Torsil Metal are guaranteed solid Metal throughout. Torsil Metal is a solid White Metal, exceptionally hard, combining durability and strength, no coating to wear off, will not rust, for hard usage will give perfect satisfaction, fully equal in quality and in some cases far superior to British, American or other Canadian made goods, and no higher in price.

For Hotels, Restaurants and family use, where customer does not wish to go to the expense of plated goods, Torsil Metal is without a parallel.

As there is no plate to wear off, any Silver Powder, Chalk or Electroine can be used to clean them; the more they are cleaned the whiter and more beautiful they become.

Torsil Metal Spoons and Forks are tied up in sets of six with olive green ribbon, packed one dozen in an olive green box and nicely labelled and plainly numbered.

If you cannot buy this line from your Jobber write us direct for our prices and a sample spoon; the sample spoon will not cost you anything, and we would like you to try it with a file and see how hard it is, and generally to compare it with any other similar line that you may be now handling.

The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate

Factories and Salesrooms
WEST KING STREET, TORONTO

Winnipeg Show Room
ALBERT STREET

E. G. GOODERHAM
President

American Cans

IN SELECTING your **PAINT, COLOR and VARNISH** Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

MONTREAL, QUE. HAMILTON, ONT.

PROTECT your show-cases by using the

BRANTFORD CASH PAD

WRITE US FOR ONE.

PROTECT your GLUE PROFITS by selling

BRANTFORD GLUE

in packages. All weighed and wrapped ready to hand over the counter.

NO MUSS NO FUSS
NO LOSS OF YOUR TIME

Quarter lbs. at 10c
Half " " 15c
Pounds " 25c
Of Brantford all-round Glue.

Pounds only at 20c
Of Everybody's Glue Size.

WRITE FOR DISCOUNTS

The quality is there and will always be maintained.

Give your jobber the order. If he can't supply you, we will.

CANADA GLUE CO.
LIMITED

BRANTFORD, ONTARIO

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

THE COPPER COATED CAKE

HELL IS EMPTY AND ALL
THE DEVILS ARE HERE!
—*The Tempest*

WHAT more exasperating than to shut down in the busy season to re-babbitt bearings, it means loss of

MONEY, TIME and TEMPER

The engineer begins to jump round and make things unpleasant, and to the man on the outside it looks as if the quotation above is most appropriate.

Wise Engineers Use Harris Heavy Pressure.
Wise Hardwaremen Sell Harris Heavy Pressure.

Harris Heavy Pressure

The Babbitt Metal Without a Fault

avoids unnecessary stoppages. It is doubly copper-hardened, and gives a bearing that will last.

WRITE FOR PRICES

THE CANADA METAL CO., Limited

Fraser Avenue, TORONTO **Chambers Street, WINNIPEG**

You Can Sell More Enterprise Goods

There's a big unsupplied market for Enterprise Specialties right at the door of your store.

Do you realize that every family that buys from you would be better off if it owned an Enterprise Meat and Food Chopper? That this is a ***necessary*** part of the kitchen equipment?

Do you realize that every farmer who raises hogs can make more money on them if he owns an Enterprise Sausage Stuffer and Lard Press?

Push these two sterling sellers and see your profits grow. You know their merit. Put them in your window—call attention to them in your advertising.

Meat and Food Chopper

ENTERPRISE

There are the best reasons in the world for the steadily increasing sale of Enterprise Specialties. They are found, first, in the sterling Enterprise quality; second, in the persistent, effective advertising by which we are educating prospective users to the merit that every Enterprise article possesses; third, to the aid we give you in selling the goods.

Sausage Stuffer and Lard Press

Let us aid you with our selling helps.

Send for these postcards—Free. We are now issuing for the use of dealers a series of six postcard views of historic and modern Philadelphia. These are beautifully illustrated—your customers will be pleased to get them.

On the address side is an advertisement of the Enterprise Specialties, and with this we print your own firm name, so that it becomes your advertisement to be sent out to your customers.

Fill out the coupon, and we will supply you promptly.

THE ENTERPRISE MFG. CO. OF PA.

Philadelphia

Enterprise Mfg. Co. of Pa.
Philadelphia

Please send me_____post cards, printed with my advertisement, which I will send out to my customers.

Dealer's Name_____

Address_____

State whether Hardware, Housefurnishing or General Store

DISSTON
PLUMB and LEVELS

Made of selected, thoroughly seasoned wood, accurate workmanship, well finished.

No. 30

This is one of a large variety made at the Disston Works.

We have been making Plumb and Levels for forty-six years.

That same high standard of Quality, Workmanship and Efficiency which has won world-wide renown for **DISSTON BRAND SAWS** during the past 72 years characterizes all

Disston Brand Tools

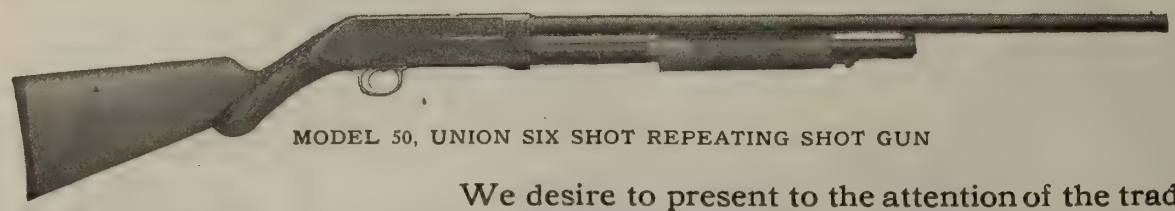
See our catalogue for the finest line of Plumb and Levels, Try-squares, Bevels, Gauges, Screw-drivers, Trowels, Etc.

Henry Disston & Sons

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA, PA.



MODEL 50, UNION SIX SHOT REPEATING SHOT GUN

Twelve and Twenty Gauge

We desire to present to the attention of the trade our model 50, Six Shot Repeater, equipped as follows:—

Genuine Krupp steel barrel; full length top rib on barrel, if specified. Solid frame.

Straight line of sight; no side plate or breech block working back over hand; positive safe.

Stock and hand hold best grade American Black Walnut; both handsomely checkered.

Gauge—12 or 20 gauge.

Weight—12 gauge, 7½ to 7¾ lbs.; 20 gauge, 6 to 6½ lbs.

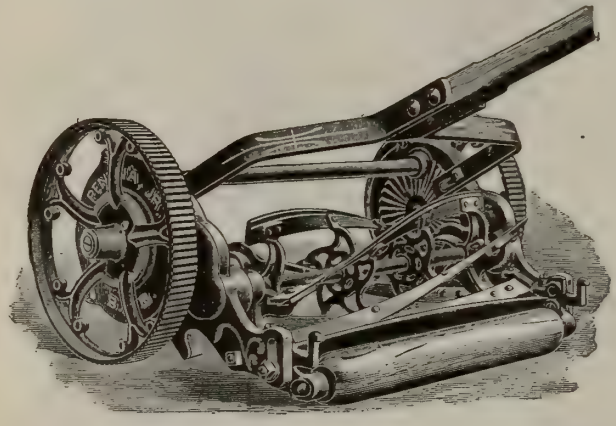
The only 20 Gauge Repeating Shot Gun on the market.

Free catalogue furnished on application

The Union Arms Company

P.O. BOX NO. 53 - - TOLEDO, OHIO, U.S.A.

PENNSYLVANIA Quality LAWN MOWERS



ARE being advertised in a number of high class weekly and monthly magazines that circulate in Canada. Many inquiries reach us from all parts of the Dominion asking for information of all the machines and of firms handling them.

If you are buying them for stock or will fill orders for them through our Jobbing Agents, kindly send us your name for our reference file so that inquiries may be sent you promptly.

Keep our catalogue on file, it may be had for the asking.

Canadian Jobbing Agents—
Quebec, Chinic Hardware Co.
Montreal, Caverhill-Learmont Co.
Ottawa, Thos. Birkett & Son Co., Ltd.
Toronto, H. S. Howland Sons.
Toronto, Rice-Lewis & Sons Co., Ltd.
Hamilton, Wood-Vallance & Co.
Winnipeg, Wood-Vallance, Ltd.
Vancouver, Wood-Vallance & Legget, Ltd.

Supplee Hardware Company

PHILADELPHIA, PENNSYLVANIA

What Progress Have YOU Made in 10 Years?

FIRST YEAR
Started in business with new store, new stock and bright prospects.

SECOND YEAR
Doing a fair business, but not quite as much as had been expected.

THIRD YEAR
Same store, good location, but business hasn't grown any. Many customers not regular buyers.

FIFTH YEAR
Still at the old stand. Profits really should net higher on amount of business done.

TENTH YEAR
Can't figure out why other merchants make more money, yet charge same or lower prices than he does.

Some merchants who started business same year as you, have seen their business and profits grow bigger and bigger month after month every year. Others have done "fairly well," making a bare living. Still others have "progressed backwards."

In Which Class Do You Belong?

Have you ever stopped to figure up—to see if you are getting ahead? Your yearly turn-over is how much? Say $30,000. And you figure to net at least 10 per cent. profit. That's $3,000 a year. In 10 years you have EARNED total NET PROFITS of $30,000.

What have you got to show for it? You OUGHT to have a good part of that $30,000. Have you? And you ought to be doing a bigger business with larger profits now than ever before. Do you?

Whether You Succeed or Fail Depends Entirely on Your Methods

If you are not following the right methods you'll make no better progress this year and NEXT year than you have in the past. And your profits will still be *in the future.* You can't "get ahead" by following the methods of unsuccessful merchants. No use trying. You MUST do as successful merchants do.

Successful Merchants Put a Receipt in Every Parcel

And because National Cash Registers provide the quickest and most accurate method of issuing receipts with every transaction, most successful merchants use the NATIONAL system. Why don't you? Don't say you "can't afford it." The reason you "can't afford" a National Cash Register is *because you haven't got one.*

Ask About the New "Get a Receipt Plan," and Write for Free Booklets

National Cash Register Co.

285 Yonge Street, - - Toronto

Canadian Factory at Toronto

F. E. MUTTON, Manager for Canada

FIRST YEAR
Started in business with new store, new stock and modern equipment.

SECOND YEAR
Prompt, careful service makes business grow—needs bigger store. Customers like his methods.

THIRD YEAR
New store—more customers than ever. Gives a receipt with every purchase. No losses.

FIFTH YEAR
Profits saved in five years enable purchase of better location and erection of own building.

TENTH YEAR
Business well established in new store. His methods attract crowds. Earnings very large. Success fairly won, through better service.

This is the Metal Ceiling Season

Profit on the metal, profit on the paint, profit on the lumber, profit on the labor and work for your tinsmiths will be yours if you go after this metal ceiling business now.

The man who sits under the tree waiting for the fruit to drop just gets the windfalls.

So does the merchant who depends on his friends and the casual purchaser.

Climb the tree and go after the fruit.

Don't wait for the windfalls. Advertise, solicit, take our catalogue and go down the line, interview every storekeeper, housekeeper and trustee of public building, and drive home the advantage of a metal ceiling that will make their building look prosperous, sanitary and up-to-date. A ceiling that is ornamental, fireproof, vermin-proof, non-crackable and permanent.

Go after them one, two, three, four, and, if necessary, five times.

The first time you may not get much encouragement; the next time they will listen a little longer, and the next time they will begin to believe what you want them to believe, and the next time you will get them.

You will create business out of nothing, which spells genius, and genius is the answer for continual plugging.

Thousands are daily proving that it is the plugger that gets there.

Send us the names of the prospects and let us help you.

The Galt Art Metal Co., Limited

GALT, ONTARIO

BRANCHES—General Contractors' Supply Co., Halifax, N.S.; Montague Sash & Door Co., Montague, P.E.I.; Estey & Co., St. John, N.B.; R. Chestnut & Sons, Fredericton, N.B.; J. I. Lachance, Limited, 254 St. Paul Street, Quebec City; Wm. Gray Sons—Campbell, Montreal; Fife Hardware Co., Fort William; Galt Art Metal Co., Limited, 839 Henry Avenue, Winnipeg, Man.; Gorman, Clancy & Grindly, Calgary and Edmonton, Alta.

It Is Very Generally Admitted

that

1847 ROGERS BROS. Ware

in

Spoons, Forks, Cutlery and Fancy Serving Pieces is the standard with which all other makes are compared, and it is the heaviest triple-plated table silverware obtainable.

THE 1847 GIRL

The dealer handling 1847 ROGERS BROS. Ware should TALK QUALITY.

We stand back of every piece and ask that the dealer co-operate by giving careful consideration to any claim that may be made by a dissatisfied customer.

Remember there are other ROGERS and other makes of silverware, but there is only one 1847 ROGERS BROS.—the genuine.

Sold by Leading Dealers everywhere.

MERIDEN BRITANNIA CO.
HAMILTON, CANADA

What You Can Tell Your Customer

YOU CAN TRUTHFULLY STATE

that "1847 Rogers Bros." has been the standard silver plate for over sixty years. That it is the HIGHEST GRADE of silver plate made.

That the change in quality has not changed the price and that the list on

1847 ROGERS BROS. MERIDEN B. COMPANY **X S TRIPLE**

is exactly the same as it was on our former standard or A-1 grade.

That no higher quality can be obtained than our "Silver Plate that Wears."

No better time than the present to advertise by means of window displays and in the papers. We advertise the goods in general publications; it is for you to let the public know you handle "1847 ROGERS BROS." Ware.

Meriden Britannia Co.

Hamilton - - - Canada

"Kitchen" Steel Range

Burns Coal, Coke or Wood

Semi-Steel Linings

Duplex Grates

Flue Perfection

Convenient Clean Out

The "Kitchen" Steel Range meets the requirements of those who demand a small compact steel range having an oven of ample size and presenting an appearance that will be a credit to the best homes.

It is of the proper size for use in an average family and has a fire-box of generous size which will take a stick of wood 23 inches long.

The "Kitchen" Steel Range embodies quality of workmanship, together with experience in construction.

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton
Winnipeg Calgary Saskatoon

Make Your Store Known

To the Users of Game Traps

Professional Trappers and Boys who want to trap will be attracted by this window display. It will call attention to your store in an unusual way and will bring you big sales. Yet the cost of materials in this display is **Less than $2.00.**

For cards and information for putting up this window, write

ONEIDA COMMUNITY, LTD. - NIAGARA FALLS, ONT.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

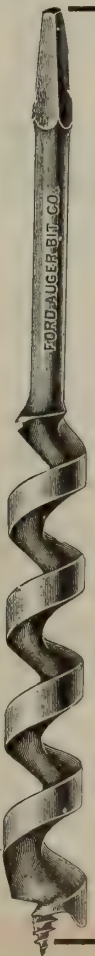
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



FORD AUGER BITS

are years ahead of competitors.

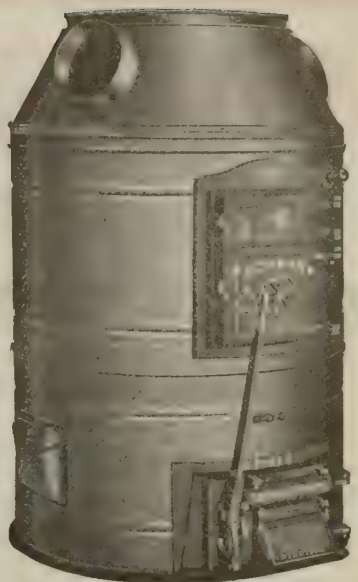
It has always been our aim to manufacture a bit that would be better than others BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo, and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. To-day these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalog, descriptive circulars, our terms to you and name of your nearest jobber.

Ford Auger Bit Co.,
112 Cabot St., Holyoke, Mass.



Economy Furnace---300---Series B. Cased with Vertical Shaker.

Profit By The Experience Of Others

by writing us for letters from users and dealers—these letters will convince you that the

PEASE FURNACE

is just as we claim—an economical and efficient heat distributor that is the "choice of the people who know."

This furnace is largely sold on the recommendation of users to their friends through real merit. Quality, Construction and Prices are right.

Write to-day for illustrated catalogue.

Let our Heating Engineering Department help you **Free of Cost** on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
253

SAVES OIL

The writer of the following letter knows that every time an oil is used over again it loses some of its lubricating qualities, until finally it is entirely unfit for use.

We are trying to show Magnolia from a different view point in each monthly issue of our advertisements.

We have shown the **water test** by the U. S. Government; we also recently published a letter showing that Magnolia had been running sixteen years in a shaft bearing and of that time it **has run six years without a drop of lubrication** and it is still running.

We are able now to present a letter of recent date showing that the use of Magnolia effected a saving in oil of from one-third to one-half and we have quite a number of similar testimonials.

Magnolia Metal Co., New Athens, Ill.,

Gentlemen: Sept. 17th, 1911.

I have used Magnolia Metal for a good many years and I have never had a hot box or bearing and can say that it will outlast any other metal on the market to-day.

I have used from **1-3 to ½ less oil** where the Magnolia Metal has been used. I have **used the oil over and over again**, until it has been all used, without the least heating of bearing. I can safely recommend Magnolia Metal to all Engineers as the best and cheapest metal to use.

Respectfully,
JOHN J. JOHNSON, Engineer.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

TRADE MARK

SPECIAL OFFER PRACTICAL ENGINEER POCKET BOOK. 680 pages, over 2000 subjects---40c. post paid. We do not aim to make a profit on these books: We buy them in large quantities as an advertising medium and give engineers benefit of low price. They are highly spoken of by engineers. **Address Montreal Office**

Magnolia Metal Co.

225 St. Ambroise Street : MONTREAL

NEW YORK CHICAGO

In This Hero Quality OILER

The following advantages are evident:

1. The Hero Standard Opening of 1½ inches is generous and ample.
2. The plate, being turned in at the mouth, presents a smooth doubled surface against the Washer, instead of the usual rough-cut edge, thus obviating any possibility of cutting it.
3. Double-Seamed Top and Bottom—no leaks.
4. Capacity—9½ ounces.

Can be furnished Copper-Plated or Enameled if desired.

No. 1100 (Straight Spout)
No. 1101 (Bent Spout)

Your Jobber has them.

The Hero Manufacturing Company

KENSINGTON

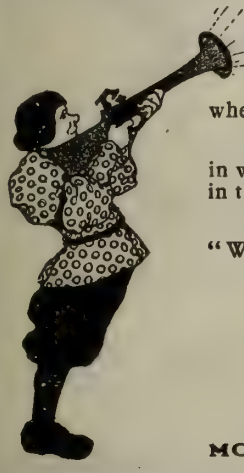
PHILADELPHIA, PA., U.S.A.

15 MINUTES TO THE ACRE

does the work with the Horse Power SPRAMOTOR—and does it well. Four rows, 3 nozzles to a row, adjustable up to 40 inch rows. Nozzles will not clog 12 gal. air tank, automatic and hand-controlled. Guaranteed pressure of 125 pounds with all 12 nozzles working. Agitator clean-out, pressure relief into tank, nozzle protector under driver's seat. For 1 or 2 horses. Adjustable for vineyards, row crops, or orchards.

Write for free treatise on crop diseases. AGENTS WANTED.

R. D. HEARD, 1385 King Street, - London, Canada



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,
MONTREAL TORONTO WINNIPEG

MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . . ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

The BUYING PUBLIC

are interested in the new method of cooking with ERMALINE paper bags.

Are you in a position to give them particulars and to supply their wants?

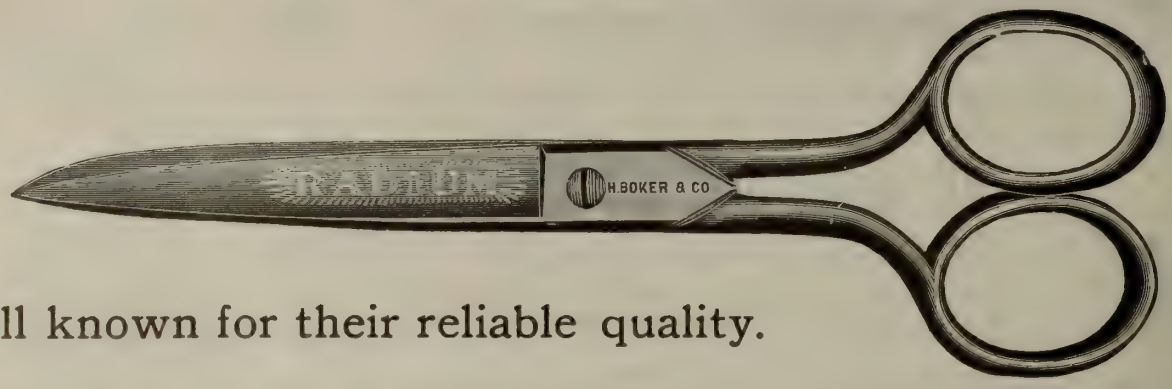
It will pay you to lay in a stock of ERMALINE paper bags. The profit is worth while. They need no pushing—the demand is growing every day.

ERMALINE paper bag cookery is the new science that has come to stay.

Ask your jobber for samples, or write direct to

EDWARD LLOYD Limited
EASTERN TOWNSHIPS BANK BLDG.
MONTREAL
Main 4829.

H. Boker & Co.'s
Scissors and Shears

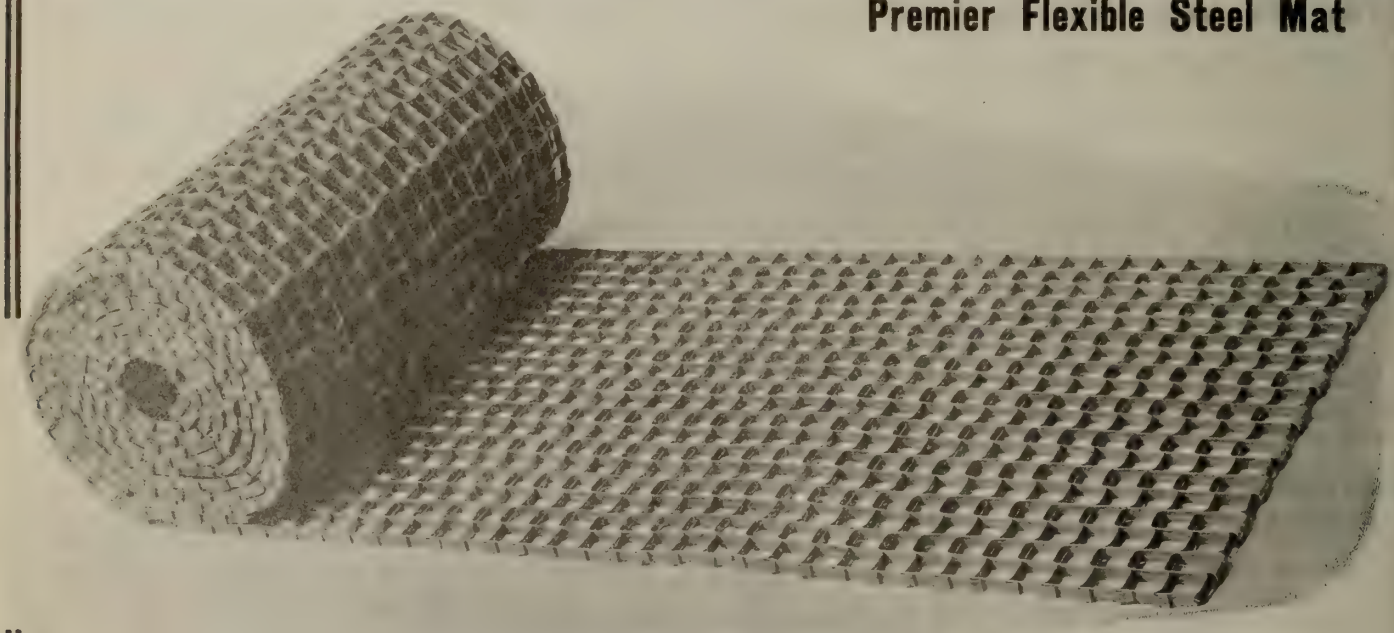


Well known for their reliable quality.

The most satisfactory line for retailers to sell at a Good Profit.

For Sale by all Leading Wholesale Houses.

Premier Flexible Steel Mat

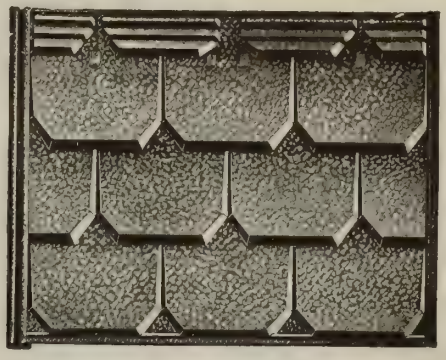


is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat.
It is used in private homes, stores, schools, churches, hotels, offices and cars.
It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft Special mats made to order on short notice.

The Schultz Manufacturing Co., Limited, HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

When a Man Wants A Genuinely Good Roof



For his building, show him the old and reliable

Eastlake Steel Shingles

"There With The Wear"

He'll probably ask for them anyway. Their long and faithful service (26 years), coupled with **heavy consumer advertising**, makes them the best and most favorably known roofing on the market.

Write us to-day. We will gladly outfit you with catalogue, samples and trade price-lists.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(C 65)

WHY A TYPEWRITER

Modern business methods insist that all business correspondence shall be typewritten.

Invoices and statements when typewritten secure more attention—prompter payments.

The typewriter saves time and work. Pen work is laborious.

Typewritten personal letters increase business.

WHY THE MONARCH

The full visibility of the work all of the time is an aid to the operator.

The common sense, complete appliances for all classes of work make typewriting easy.

All the very latest improvements.

Splendid durability.

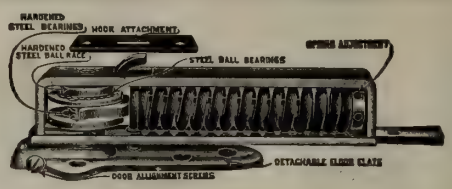
Terms to suit the purchaser.

The MONARCH TYPEWRITER COMPANY, Limited

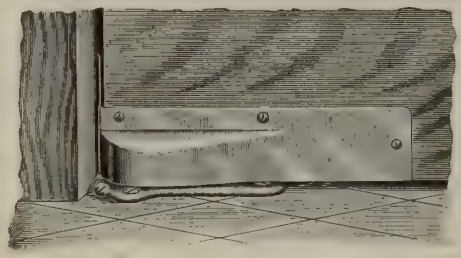
46 Adelaide Street West, Toronto

Branches: Montreal, Ottawa, London, Hamilton.

ASK US WHY



If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

Every wide-awake dealer can MAKE MONEY QUICK if he stocks and boosts

The "Tweed" Sanitary Chemical Closet

It is made of 20 and 24 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

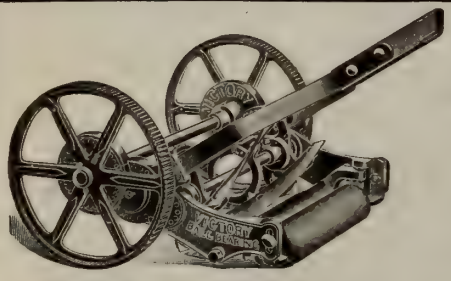
We will help you to get started by sending you circulars, talking points or an expert salesman.

Family size retails for $18.00. Hotel and School size retails for $25.00.

Write for Catalog

The Steel Trough and Machine Co., Ltd., Tweed, Ontario

The J. H. Ashdown Hardware Co., Ltd., Winnipeg, Man. Distributors for Western Canada

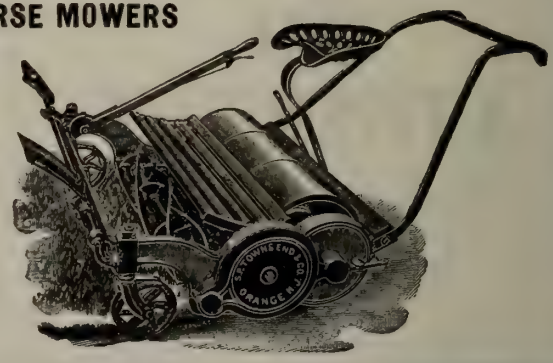


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

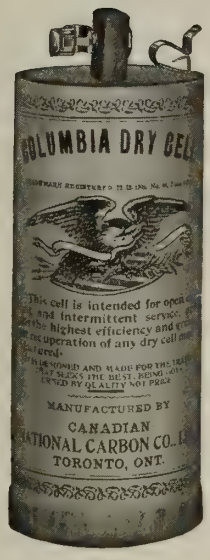
ELECTRIC WELDED TRACES A SPECIALTY

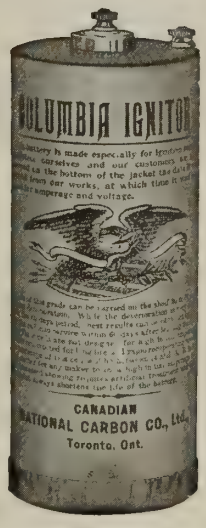
Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

"COLUMBIA"

The Columbia Battery is made and guaranteed by the oldest and largest battery manufacturing plant on the continent.

Our facilities for turning out this work enable us to produce the highest quality battery at a very reasonable cost.





The many repeat orders we are constantly receiving prove the merit of our goods.

We can fill all orders for fresh cells promptly and make immediate shipment.

Our proposition will interest you —write for it at once.

Address H.M.—11

Canadian National Carbon Co., Limited

99 Paton Road

Toronto, Ont.

Your Opportunity!

Take Advantage Of It!

THE MACLEAN PUBLISHING COMPANY are continually offering their local representatives better and more substantial opportunities.

Have you ever stopped to consider these? They offer:

1. An excellent training in Salesmanship.
2. To live men, one dollar per hour for every hour of their spare time.
3. Promotion to the regular circulation staff of the MacLean Publishing Company.

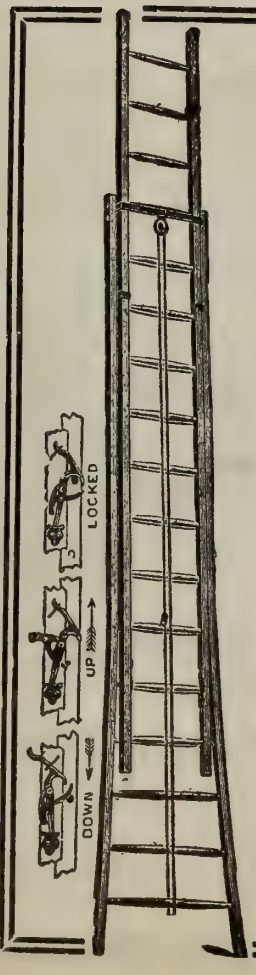
The MacLean circulation organization is the largest organization of its kind in Canada. It is composed of the highest priced circulation men in Canada—the best salesmen of the country, many of whom got their first training while acting as local representatives.

Persons acting in this capacity come in contact with the best men in Canada. A greater experience could not be wished for.

If you want to be a 100 point salesman, if you want to train so as to be qualified for bigger positions later, write us to-day!

MacLean Publishing Co., Ltd.

143-149 University Ave. - Toronto



An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The

Stratford Mfg. Co.

Limited

Stratford - - Ontario

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

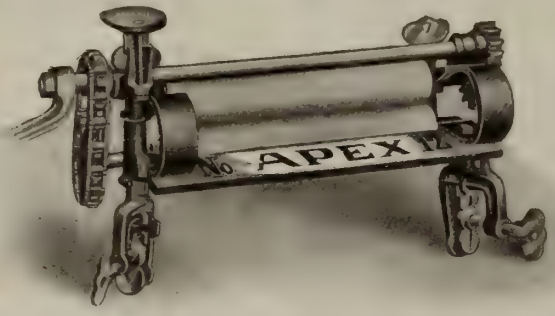
Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

Good Starters for 1912

The PLAYTIME WASHER is specially adapted for Country use. Can be easily hitched to the small Gasoline Engine or Electric Motor which every up-to-date farmer now uses, and will cut out the drudgery of washing for the country housekeeper as the VELOX WATER MOTOR MACHINE does for the city resident.

As a hand machine it has no SUPERIOR.



The NEW APEX WRINGER is chain driven, has double Power Gears, cannot get out of mesh, and turns very easily under load.

MADE ONLY BY

Cummer-Dowswell, Limited

HAMILTON, ONT.

EASTERN AGENTS

W. L. Haldimand & Son

MONTREAL, Que.

WESTERN AGENTS

H. F. Moulden & Son

WINNIPEG, Man.

The Playtime

Combination Hand and Power Washer.

You can't go wrong in stocking them. The Selling Features are there.

Partial view of Trinidad Lake. The dark spots are asphalt; the streams are water on the surface.

Genasco

The Trinidad-Lake-Asphalt Roofing

You know the value of Trinidad Lake Asphalt as a waterproofer. Its natural oils keep it full of life. They have given it power to defend itself against the sun and storms of ages.

In Genasco it gives the same lively resistance to sun, rain, wind, heat, cold, fire, alkalis, and acids, and makes Genasco permanently waterproof.

This is what we are continually telling prospective customers through the leading magazines and agricultural papers of the country.

We show them why Genasco is different from ordinary ready-roofing made of manufactured so-called asphalts, coal-tar, and "compositions," which soon lose their life, and crack, leak, and go to pieces. So they, too, know the value of Genasco, the Trinidad-Lake-Asphalt Roofing.

Think how easy it is to sell what you and your customers already know is the genuine lasting roofing.

We are helping your jobber to make selling still easier for you in many other ways.

Order Genasco from your jobber, and ask him for advertising helps.

The Kant-leak Kleet makes a weather-proof joint at roofing laps without cement, and prevents nail-leaks. Ask your jobber for Genasco with Kant-leak Kleets packed in the roll.

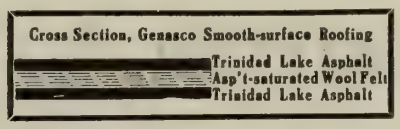
GENASCO · THE STANDARD OF EXCELLENCE · TRADE MARK REG. U.S. PAT. OFF.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

New York San Francisco Chicago



Caverhill, Learmont & Company,
Distributing Agents—Montreal, Winnipeg and Vancouver.
D. H. Bowden & Co., Ltd., 200 York St., London, Ont.

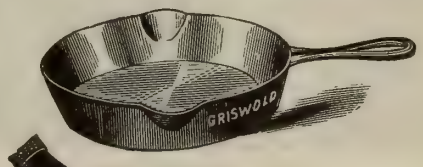
ALUMINUM COOKING UTENSILS

GRISWOLD

Of Highest Prevalent Quality

Our Aluminum Ware is solid throughout, having no joints, seams, rivets or solder to leak or give trouble. Its finish is especially hard and will resist acids.

Its lightness and heat retaining qualities have made it the favorite with many housewives. Get the excellent profits that are incurred through "Griswold" sales.



GRISWOLD Waffle Irons

are irons of quality that assure well baked waffles.

These Waffle Irons are finely finished and very attractive. Get our complete catalog at once.

The Griswold Mfg. Co.

ERIE, PA.

IMPORT ONLY

Aluminium Kitchen Utensils
Brass Goods—all kinds
Hearth Furniture
Electric Fixtures and Lamps
Cutlery
Nickel Trays, etc.
Baskets
Novelties.

We are Sole Canadian Agents for the largest and best U.S. and European Manufacturers of above lines. Our salesmen are now on the road with samples. Write for appointment or call at our Sample Room.

BRITISH & CONTINENTAL AGENCIES
LIMITED

16 FRONT STREET EAST, TORONTO

THE CORBIN DOOR CHECK—1911 MODEL

For either right or left hand without change. Automatic hold-back. Easily adjusted. Sizes for all requirements. Particulars on request.

P. & F. CORBIN, The AMERICAN HARDWARE CORPORATION SUCCESSOR

NEW BRITAIN, CONN.

BUILDERS' HARDWARE
MAY & PADMORE, LIMITED
BIRMINGHAM, ENGLAND

Get Busy and buy early for coming season.

WE KNOW

that the Hardware Merchant demands

GOOD QUALITY
FAIR PRICE and
PROMPT DELIVERY

We give all these and offer THE MOST VARIED SELECTION OF HARDWARE on the market.

D. 202 D. 204

Sole Canadian Agent, PHONE MAIN 6706
THOMAS W. KIRBY
48 Yonge St. Arcade .·. .·. TORONTO

QUALITY COUNTS

It's what makes the difference between a good tool and a poor one.

It costs a few cents more in the beginning but it pays everlasting dividends in satisfaction as well as utility.

Goodell-Pratt's Hand Drills

have the quality that counts.

They have the best and most skillful workmanship. Their designs and finish are attractive. When you hold one in your hand you realize their general excellence at once.

Goodell-Pratt's are the kind you should be offering your customers.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

LAMP BLACKS

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

The Aylmer Windmill Force Pump

Mr. Dealer: It will pay you to write for our illustrated Catalogues of Double and Single Acting Force and Lift, Hand, Windmill and Power Pumps; Hay, Stock, Portable Platform, Union, Dairy and Butcher Scales. Goods right and prices are right.

The Aylmer Pump & Scale Co, Limited
AYLMER, :: ONTARIO

WESTERN REPRESENTATIVES:
The Ontario Wind Engine & Pump Co., Limited
WINNIPEG AND CALGARY

A.L.A.M. NUTS

MILLED FROM THE BAR and CARRIED IN STOCK

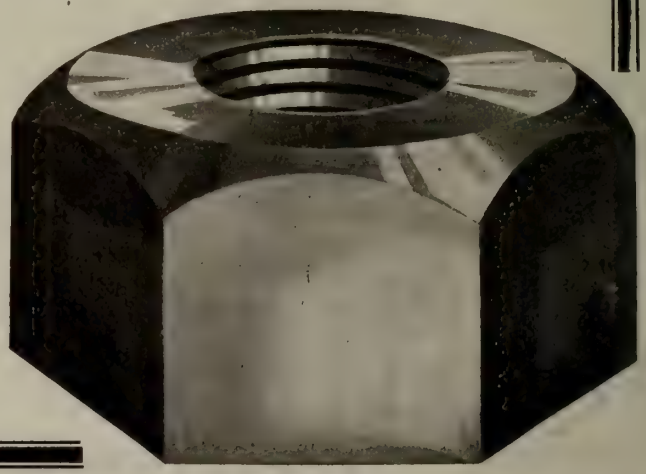
Nuts of all kinds are made in our factories by millions and distributed among the trades each year.

Complete stock of S.A.E. (formerly A.L.A.M.) Nuts is carried at our factory.

Hexagon Brass Nuts, either single or double chamfered, may be had in bulk at especially attractive discounts for quantities (of a kind).

If you are going to use quantities of standard nuts and cap and set screws during this year it will pay you to talk with us on a contract basis.

We can make up to your drawings, quickly and reasonably, nuts or parts of any kind that can be milled from bars of iron, steel or brass. Ask for "Milled Products" catalog of standard screws and nuts or send the sample for quotation.



THE NATIONAL-ACME MFG. CO.,
MONTREAL, ST. HENRY & G.T.R.

GARLOCK SPIRAL PACKINGS GIVE THE SERVICE

Garlock High Pressure Spiral

and service determines worth---not the price paid.

WRITE FOR 1912 CATALOGUE

Garlock Regular Spiral

The Garlock Packing Co.

Head Office and Works

Hamilton - - Ont.

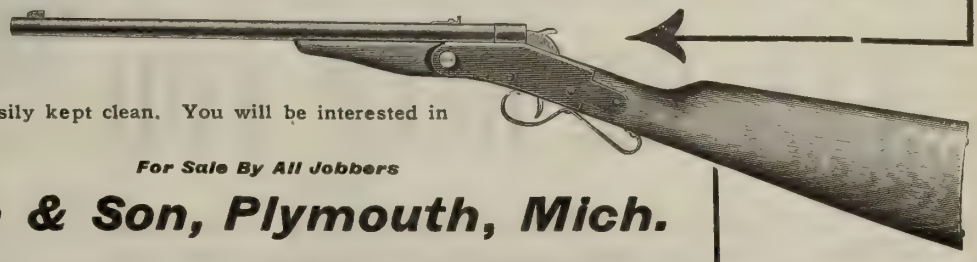
BRANCHES

Montreal Toronto Winnipeg Vancouver

You Can Hit The Increased Prosperity Mark

By recommending and selling the **HAMILTON RIFLE**

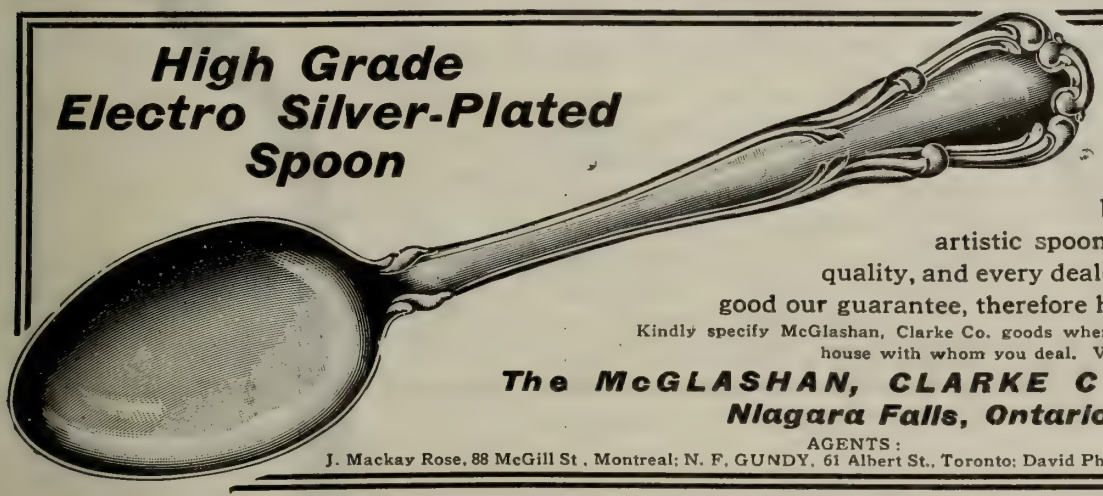
The "HAMILTON" is beyond all doubt the best rifle for the price on the market. Its finish, construction and design make it a very attractive line to handle—a line that sells on sight and meets with complete approval wherever used. The "HAMILTON" has few working parts—which can be easily kept clean. You will be interested in our proposition,---write for it at once.



For Sale By All Jobbers

C. J. Hamilton & Son, Plymouth, Mich.

High Grade Electro Silver-Plated Spoon



PLEASE YOUR CUSTOMERS

by selling them this artistic spoon. It has a guaranteed quality, and every dealer is authorized to make good our guarantee, therefore he runs no risk.

Kindly specify McGlashan, Clarke Co. goods when ordering from the wholesale house with whom you deal. WRITE AT ONCE.

The McGLASHAN, CLARKE CO., Limited, Niagara Falls, Ontario

AGENTS:
J. Mackay Rose, 88 McGill St., Montreal; N. F. GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg

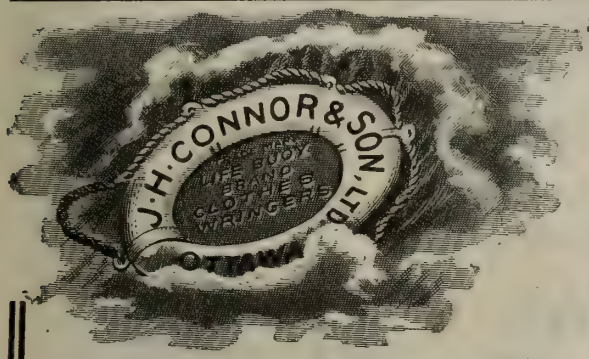
Salem Kingston Morrow Turenne Irwin Avon Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA



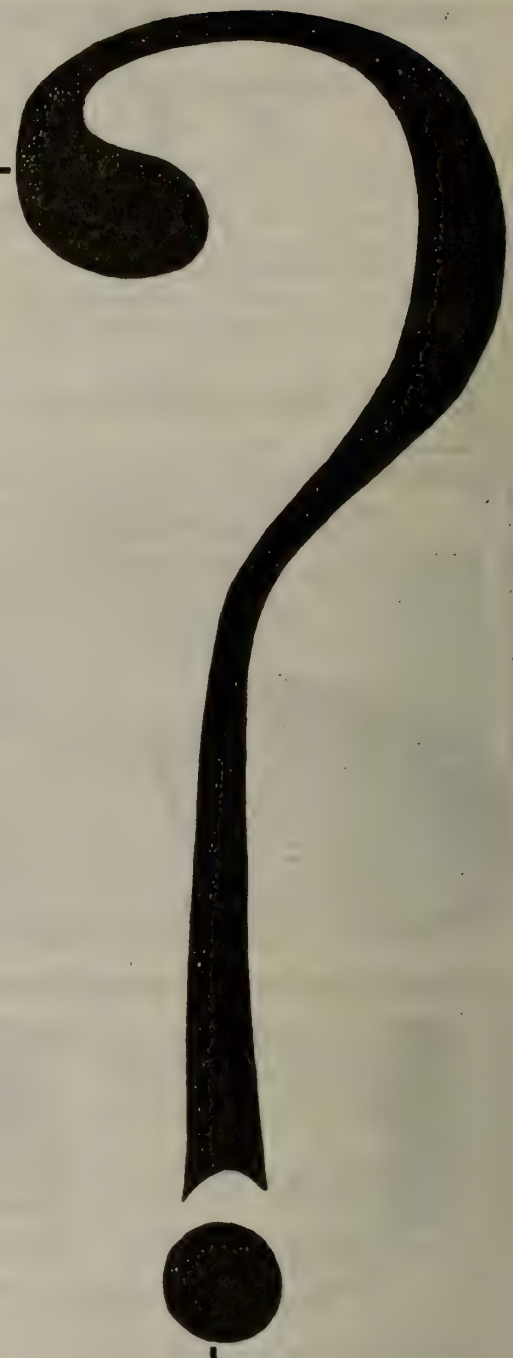
Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manafacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

RATES: *(payable in advance)* **2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.**

HARDWARE & METAL

Montreal **Toronto** **Winnipeg**

THERE IS NONE BETTER

THAN

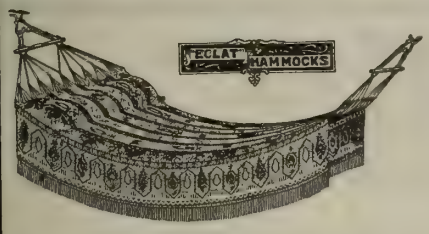
BURMAN'S

It is the one Clipper that has stood the test of years and has always given good service to the user.

Some of your customers know of the good qualities of Burman's Clippers, others do not—but you can tell them. Every kind of Clipper made, and all fully guaranteed. Every jobber handles them.

B. & S. H. THOMPSON & CO.,
LIMITED

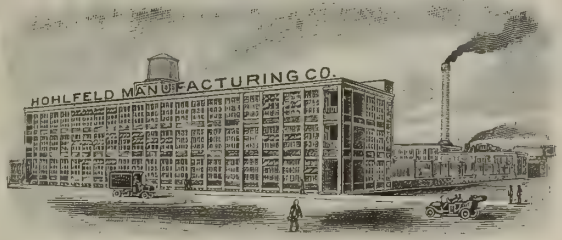
Sole Agents for Canada — MONTREAL



THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912
is now ready and will be shown throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line Because it is Most Saleable



The Most Popular Line Because it is Most Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS

Known the world over as the standard by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

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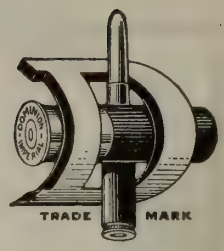
FOR BIG GAME



DOMINION
RIFLE AND REVOLVER
CARTRIDGES

Cartridges for every variety of game and any make of firearm. Recommended by expert marksmen for target shooting, and by experienced guides and sportsmen for all kinds of hunting.

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You will make no mistake in buying Canadian-made ammunition, as it is absolutely guaranteed to you as equal in every respect to any manufactured.

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CHOSEN—because it is the only bottom ejecting pump gun.
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Remington-UMC

At trap or blind, its short leverage enables the shooter to double without kinking or cramping.

Remington-UMC —The perfect shooting combination.

REMINGTON ARMS : : UNION METALLIC CARTRIDGE CO.

299 BROADWAY NEW YORK CITY

Methods of Following up Stock Taking

Information Contained in Inventory Should be Used to Formulate Buying Plans for the Year—The Advantage of After Inventory Sales—Some Practical Ideas for Conducting Clearing Sales.

In a great many hardware stores stock-taking has been finished; that is, the actual counting, valuing and totalling up has been done. Most of what might be termed the "after work" is still waiting, however. The annual inventory puts the proprietor in possession of certain facts. It then devolves upon him to use this information, to give a practical application to the results of his work.

It is wise, in the first place, to apply the information obtained in taking stock, by formulating a buying policy for the year ahead. The inventory reveals weaknesses in the management during the preceding year. It shows the lines which have been slow sellers and points

Advertisement of J. P. Shannon, of Neepawa, who is holding after-inventory sale

many a moral for the buyer. By consulting his sheets, the hardwareman can tell just how much he sold during the year in each line; and, in that way, he can estimate with more exactitude the amount he should buy for the next year. Paying heed to the mistakes which the inventory has revealed, he can plan his buying campaign and avoid making the same errors of judgment again.

After-Inventory Sales.

After the inventory comes the clearing sale. Some dealers reverse the order, believing that it saves time and trouble to clear out the accumulated odds and ends before attempting to take stock. The advantage of the after-inventory sale, however, lies in the fact that it can be made more thorough and systematic. Until he knows exactly what he has on hand, the dealer cannot decide how much of it should be cleared out and what prices can reasonably be fixed. He needs the full information that only the inventory can supply.

The idea of the after-inventory sale is patent to all. No matter how well the business may be managed and how carefully the stock is tended and weeded out, there is bound to be a more or less large accumulation of odd lines or slightly damaged goods every year. Some dealers endeavor to keep their stocks free of such goods by holding regular clearance sales, but, even in such cases, the end of the year finds a large amount of stuff on the shelves which the dealer realizes he must get rid of. Stock of this description should be cleared out for two very good reasons. In the first place, the longer shopworn articles are kept, the harder they are to sell and eventually they become absolutely valueless. In the second place, they occupy valuable space which should be employed otherwise and they detract from the appearance of the store.

Logical Time for Sale.

After his inventory has been completed, the dealer knows just how much of this kind of stock he has on his premises and, if he is wise, he loses no time in getting it off his hands. The present is a particularly suitable time. General business is slack and the sale does not interfere to any extent with the regular trade. On the contrary, it serves the valuable purpose of stimulating trade at a time when the interest of the public is admittedly at a very low ebb.

Some Practical Methods.

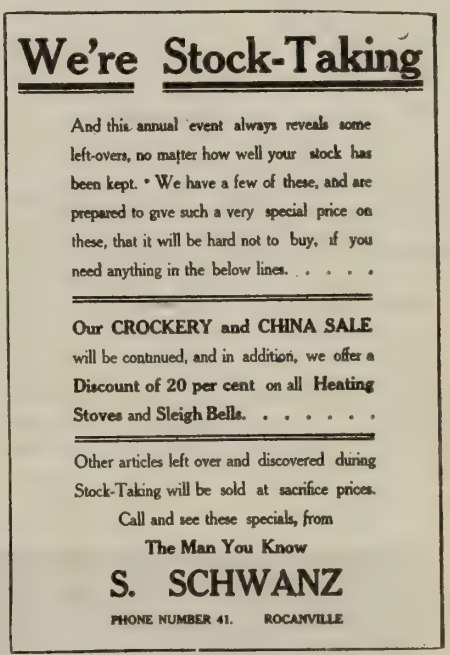
It is advisable, in conducting a clearing sale, to give it ample publicity. The dullness of trade generally at this season makes this highly essential.

The goods offered should be displayed near the front of the store. A method which is found of practical value is to arrange the goods according to price, putting all articles selling at 10 cents together and arranging the rest on the same plan. This is found even more effective, in many cases, than offering a straight discount on everything.

A stock-taking device which is found of assistance in arranging for the sales is to use small stickers for pasting on the boxes or even on the goods themselves. Each year a different colored sticker is used. Thus if a dealer finds an article on his shelves stamped with a red sticker he knows that it has been in stock since the previous year. A blue sticker denotes articles belonging to the year before that, and gives warning that all goods marked that way have been on the shelves for over two years and should be cleared out. A judicious selection of stock is, therefore, rendered possible by consulting the labels.

What Firms Are Doing.

A good many hardware dealers have already embarked on after-inventory



S. Schwanz, of Rocanville, advertises sales during stock-taking.

sales. J. P. Shannon, of Neepawa, Man., started on Monday, January 8, and will continue until the end of the present week. He is offering a discount of 20 per cent. and, it is understood, has been successful in clearing out a large amount of stock.

S. Schwanz, of Rocanville, Sask., is adopting the method this year of conducting sales simultaneously with his stock-taking. As indicated by his advertisement, he is clearing out each department as the stock lists are made out.

In Lindsay, Ontario, there is a movement on foot to hold a three-day clearing sale in which all merchants could join. It is proposed to hold this during the first week in February.

Goods Which Help to Increase General Sales

Handling Cut Glass, Brassware, Silverware, etc., in Hardware Store Leads to More Business in Other Lines—How Regina Firm Increased Their Business Fifty Per Cent.—These Goods Should be Featured the Whole Year Around.

All merchants have before them the one grand aim and object—Improvement of Sales.

When a firm can, in one season, increase their volume of business by fifty per cent., it may be taken for granted that they have employed methods worthy of emulation. One firm accomplished this feat; and it is interesting to note how they did it.

In the first place, it should be stated that the scope of the hardware business has been very materially widened of late years. New lines are carried—articles which brighten the appearance of the store and bring new trade. In the writer's opinion, the introduction of silverware, brass goods, cut glass, high-class kitchen utensils, etc., was one of the most valuable developments that the trade has undergone. It is now possible to make the store attractive and pretentious in appearance. More important still, women have put the hardware store on their list of shopping places, whereas they were once prone to leave purchases in that line to the men. There are dozens of articles in the hardware store which would never appeal to men, would never even gain notice from them in fact, but which sell very readily to women. Gaining and holding female trade has become an important phase of hardware retailing.

It is, therefore, advisable for most hardware dealers to carry a good-sized stock of such lines as cut glass, brassware, etc. There are, doutless, cases where it would not pay. In certain places, the jewelers are too strongly entrenched for the hardware dealer to get much of a foothold. In certain districts, the demand would be insignificant. It rests in the dealer's own judgment. Broadly speaking, however, the hardwareman can get a good share of the trade and, where this is possible, it pays him to stock these lines.

The truth of this has been recognized by Peart Bros., of Regina. They carry a large assortment of cutlery, cut glass, brass goods, silverware, aluminum utensils and other high-class lines. During the recent Christmas season they increased their business by making a bold and determined bid for the holiday trade. Opposition was keen, but Peart Bros. went about it the right way as the results amply demonstrate.

One advantage they found was that new customers came to them and sales were not confined to the article which had won the attention of these people. Once inside the store they saw other things, became interested, made other purchases and came back again when necessity arose.

The net result—business half as large again as during the same season the previous year.

Attractive Displays.

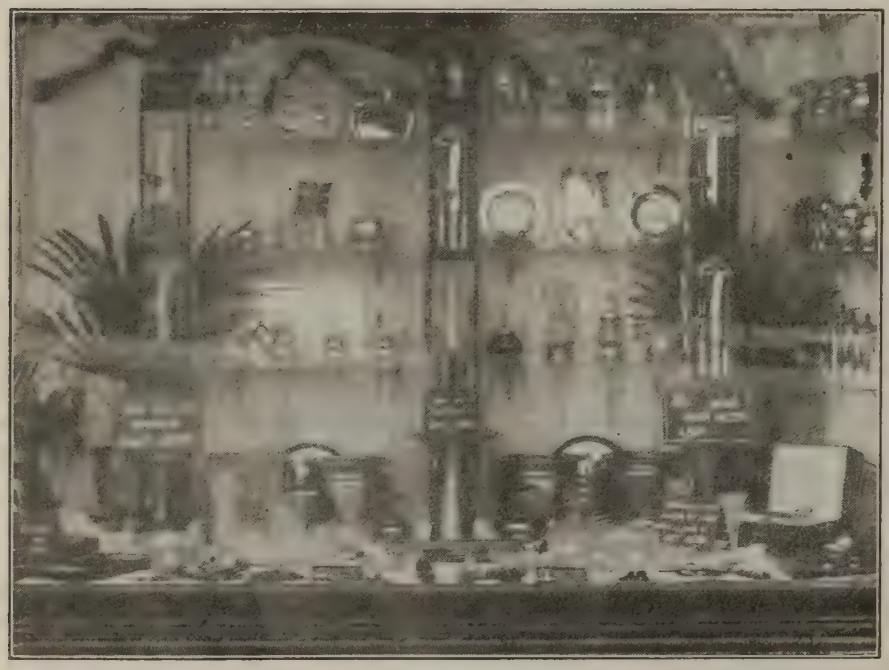
The methods employed by Peart Bros. were progressive in the full sense of the word. They advertised largely, using half or quarter-page space in the local papers and the store windows were kept attractively trimmed. One of their best window displays is herewith reproduced. The photograph does not, unfortunately, do full justice to the display, but it shows the varied line of goods carried, which were peculiarly adaptable to the holiday trade. This window, which was dressed by A. M. Nairn, proved a big seller. In dozens of cases, customers asked for articles which they had seen in the window. Mr. Nairn believes that the price cards used were a great help also, in creating a demand.

It must not be assumed that goods of the description named are for the Christmas trade only. They sell the year around. It is not at all probable that handling them would boost sales fifty per cent. at any other season; but with proper handling there would be a consistent stimulation of business.

Some dealers make the mistake of neglecting to feature these goods when the Christmas trade is over. They forget that man's liking for beautiful and useful things is just as keen at any other time of year, although he does not indulge in it as often as before Christmas. Then the wedding present demand is consistent and perennial. Cupid hustles business for the handlers of cut glass, silverware and brass goods at all seasons. The demand during the summer months is both heavy and steady.

A word about aluminum kitchen utensils. The advantages of this new line can be worked into a good selling talk. One dealer states that he has built up a steady demand among a certain class of customers in the short space of six months. He kept his stock well in sight and generally said something to attract the attention of women customers to the line. They almost invariably displayed interest and his arguments did the rest.

Aluminum ware can be sold particularly well for "kitchen showers." People who contribute to showers like to give something attractive and the aluminum articles please them mightily. This again tends to make the demand fairly regular the whole year around.



Window Display in Peart Bros.' Store, Regina, which Helped Increase Sales 50 per cent.

Time to Plan Metal Roofing Business

C. P. McMartin, of Morrisburg, Who Last Summer and Fall Equipped Many Buildings With This Modern Covering, Tells Some of its Advantages—Points Which Might Well be Used by Other Dealers to Boom Their Business.

Not a great deal of work is now possible out of doors. The mild weather has enabled some to be done, but carpenters have had to cease operations; few bricklayers are busy, and tinsmiths have to confine most of their attention to indoor work. But the time for renewing outside operations is not far off. Spring is coming, and then all kinds of repairs and all kinds of new work will be possible.

According to C. P. McMartin, of Morrisburg, it is possible to prepare for this outdoor work now, by talking with those who may want it done.

Mr. McMartin has been in business in Morrisburg for a good many years. He doesn't say how many as a regular thing. In these years he has come to know the majority of the people in the town and the surrounding neighborhood, and he therefore knows which ones are likely to need roofing work done when the snow disappears from the ground.

Some Strong Points.

It is a specialty of Mr. McMartin's, this metal roofing work. Last summer and fall he equipped many buildings, both in the town and throughout the country, with this modern covering. He hopes to equip many more during the summer of 1912, and to that end is bringing out some of the strong points of the roofing.

Mr. McMartin is an enthusiast. He thinks the metal shingle is a great thing, and has no hesitation in recommending it. The points he brings out may be of assistance to others who have recently taken up this line, so they may well be given here.

The durability of this roofing is one of its great advantages, according to Mr. McMartin. "It wears three times as long as a wooden shingle roof," he declared. "Because of that I have sold a number here. There have not been many new houses, but where the old shingle roofs become leaky there is a fine field for a tinsmith to boom metal roofing It is dearer than wood shingles, but not when its durability is considered.

The Trouble With Wood.

Shingles, some will think, are pretty long lived. There is no doubt they used to be, and in some cases are yet. But now many of these are made from second growth cedar. They are full of sap and have not a great life. The metal roof, on the other hand, will last as long as the metal endures, and good metal will live a great many years, especially if it is kept well painted.

This is another advantage of a hardware man doing roofing, as W. J. Carter, of Picton, also points out. The roof once on, the hardware man supplies the paint to beautify and protect it. It brings him further trade.

A metallic roof, Mr. McMartin declares, is a great safeguard against lightning. He has used that as an argument in selling, and has never been forced to take back water. Not one house or barn thus covered in the community has been struck.

Arguments Worth Using.

Good arguments all of these. Mr. McMartin, who meets his customers regularly, and who knows them well is able to tell about the roofing by word of mouth. To many dealers that would be impossible. Perhaps they carry on business in a large centre. Perhaps they are newcomers in a place and have not a great connection. They can use the roofing to bring trade to their store, by a proper system of advertising. Some men send out circulars, which are useful if sent to the proper people. Others use the newspapers, a more universally successful plan.

What a fine advertising campaign could be carried on in a month or two with metal roofing as the subject! Durability, handsomeness, protection from lightning, these would be points which would immediately attract the readers' attention.

FIRST AID TO THE INJURED WORK PROVES SUCCESSFUL.

Montreal, Jan. 11.—For some time men of the Montreal Rolling Mills have been receiving instruction in first aid to the wounded work. Competitions have been held at intervals, to show the progress made and to stimulate still greater interest. The last of these contests for this season took place in the recreation rooms of the Notre Dame St. plant, on Monday evening. Then imaginary burns and scalds were treated. Imaginary wounds were dressed and imaginary fractures reduced. Messrs. Cloake, Chausse and Hutt, who showed the greatest skill were awarded the prizes.

MAKING NUTS AND BOLTS.

Montreal, Jan. 18—The Canadian Tube and Iron Company, St. Patrick Street, Montreal, have now started the work of manufacturing nuts and bolts; but owing to the large variety of sizes, both of bolts and rivet screws, it will be some few weeks before a satisfactory assortment is on hand.

The bolt and nut plant is modern in every respect. Raw material goes into the forging plant, then passes into another building where the threading is done. Still another one-storey building is being used for packing.

CALENDARS RECEIVED.

Benjamin Moore & Co., Toronto, have sent out a large and handsome calendar. It will prove particularly serviceable for use in offices or stores, as the dates are printed in large letters which can be read at some distance.

T. J. Trapp & Co., New Westminster, have sent a calendar with a striking marine view, entitled "A breeze from the shore."

F. E. Myers & Bro., Ashland, Ohio, have sent a large poster calendar, copies of which have been distributed to over 30,000 dealers and friends. This is the thirtieth calendar of that style sent out by this firm. The body of the calendar shows the different lines manufactured.

BURGLARS IN B. C.

Vancouver, B.C.—Hardware merchants in Vancouver have suffered from the depredations of burglars. This winter, a large number of robberies have taken place in Vancouver, with several hold-ups. Not only have places of business been entered, but many private residences also. The store of E. Burns & Co., 138 Cordova St. W., was entered during holiday week, and so many shotguns, rifles, carbines, etc., with a large leather sheath knife were taken, that it is thought some kind of vehicle must have been necessary. On the same night, Clark & Venn, 1467 Broadway W., had their back window forced with a shovel obtained from the basement, and about $200 worth of small goods taken.

HOLIDAYING IN SOUTH.

Vancouver, B.C.—That the hardware business in Vancouver is not altogether to the bad, is indicated by the presence this winter in California of W. C. Stearman. Mr. Stearman is one of the younger merchants. About ten years ago he started in business on Granville St., in the premises now occupied, in partnership with R. C. Hodgson. Two years ago, the partnership was dissolved, Mr. Hodgson, who is a practical plumber, establishing a store on Seymour St. Things have gone along so well with Mr. Stearman, that he is able this winter to take a holiday in the balmy climate of southern California, where so many coast people go at this time of year. The colony of Vancouverites in Los Angeles on Christmas held a banquet, and Mr. Stearman replied to the toast of "Our Homeland."

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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Chicago A. H. Byrne, Suite 407 Marquette Bldg., 140 Dearborn St.
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SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

EDUCATE PEOPLE TO PAY BILLS.

The subject of "business ethics" has occupied the attention of a number of daily newspapers recently. A Hamilton paper asks: "Do you owe any unpaid debts of 1911? Are you square with your grocer, hardwareman, tailor and butcher and baker and the rest?" And then proceeds to admonish its readers on the score of the unfairness of neglecting to pay bills. A Peterboro paper talks in the same strain, pointing out that the pleasure and profit, the thrift, the interests of business and the general prosperity of the city depend very largely upon the promptitude with which citizens pay their bills. Merchants and business men of all kinds are long suffering and suffering too, many of them, from lack of the money represented by long overdue bills, small and large.

It is refreshing to find the daily press taking up this subject. No force is more potent to effect reforms than the daily newspaper. It is apparent that an educational campaign is needed to bring the public to see that flagrant neglect and careless indifference in meeting bills is highly reprehensible and grossly unfair to all concerned; and, if the press can help to drive this truth home, it will render a valued service to the mercantile interests.

It is no exaggeration to say that a very large majority of failures are due to inability to collect outstanding accounts. If every merchant secured what was owing to him on time and in full, commercial failures would be few and far between. Industrial depression has its first inception in slow collections. If the money does not come in, hesitancy and lack of confidence soon manifest themselves. Business progress is halted, things soon reach a standstill, then go back and a period of "hard times" sets in. It is probable that the slow pay party, who dodges petty debts, does not realize that he is responsible when business conditions become sluggish. But he is at the root of the trouble. Eradicate the small debt dodger anl the surest means of insuring a consistent measure of business prosperity will have been found.

NEW METAL PATTERN SERIES.

The earnest desire of Hardware and Metal to give its readers the best possible service has led to the securing of what is possibly the most practical and thorough series of articles on patterns for metal workers ever published. The serial rights to a correspondence course in everything relating to metal working patterns by L. W. Koser, head of the sales department of the Galt Art Metal Co., have been purchased at a heavy expense. Readers of Hardware and Metal can as a result look forward to securing much practical information during the forthcoming year.

The author of the series got his first experience in metal working with the Berger Manufacturing Co., of Canton, Ohio. He began in the shop and worked his way up to the draughting department. From there he went to the Metal Shingle & Siding Co., of Preston, where he served in the capacity of head draftsman and estimator. On first joining the Galt Art Metal Co., he occupied the same position but has since been promoted to take charge of the sales department. His experience has been, therefore, both wide and comprehensive.

The series will consist of over forty articles and will embrace practically every phase of metal work, starting with preliminary instructions as to equipment, etc. The articles will range from a delineation of the primary principles to an explanation of the most intricate of problems and patterns. They are written plainly and clearly without being cumbered too much with technical phraseology. Each article is fully illustrated.

In presenting this series, Hardware and Metal believes that it is offering the best that could be secured. Readers interested in tinning and sheet work should follow Mr. Koser's articles closely. Hardwaremen who conduct tinshops could not do better than place subscriptions for the men employed by them in that department.

TURPENTINE SUIT ENTERED.

As a sequel to the sensational price reached by turpentine during January, February and March last year, the announcement is made that the American Government has instituted a suit against some of the largest dealers in turpentine in the Southern States. The action is under the Sherman Act and it is claimed that the parties named formed a combination in restraint of trade by reason of which they were enabled to materially affect business, advancing prices to the unprecedented level attained during March.

The case will have considerable interest for the trade and developments will be watched closely.

CHANGE IN THE CONTROL OF TIN.

From England comes word that a new tin syndicate is being formed. Were the news merely that the old syndicate is ceasing activities—the old syndicate which has held up prices for the past two years—there might be cause for rejoicing. But no such idea is to be entertained. The change, if change there is at all, is merely one of form. The new body will act in all things as the old.

The trend of the last few days does make it appear that some change is being made. In the twelve days since the beginning of the year tin dropped in England £21 per ton. Manipulation appears the only cause for such a change, since the available supply does not seem to have increased appreciably, nor the demand to have fallen off. It seems indeed that some members of the syndicate are retiring, probably satisfied with their earnings. Their holdings have been placed upon the market, and thus the price asked has sunk.

That a new syndicate is being formed seems far from sure. More likely a little new blood is being brought into the old ring. New men may be buying out the veterans.

The whole movement, while of great importance, will hardly affect the smaller buyers, except in this far, that

it seems to indicate the present low prices will not prevail for long. This new syndicate—or rejuvenated old syndicate—will soon use bull methods. The prices, it seems certain, will revert to something like their old high level.

DOLLAR-A-MINUTE MEN.

It may seem like a palpable exaggeration to assert that any paint dealer can make a dollar a minute. It is shown that such is possible, however, in an article appearing in this issue. The time when it is possible to reap this rich reward, is limited, of course. A few hours early in the spring can be utilized to such good purpose that the ultimate results will approximate as much as one dollar for every minute thus employed.

The idea is explained in full in this article but a further reference here may serve to emphasize it. To carry on a successful retail campaign in any line it is necessary to plan matters early. The dealer who takes things as they come and lets his trade policy adapt itself to circumstances, does not get the same results as the merchant who knows ahead of time what he is going to do each month and has prepared himself to meet any contingency. The application of this statement of fact to the management of the paint department, brings out in forcible manner the wisdom of mapping out a plan of campaign early in the year. A minute's thought now will bring a dollar in increased profits when the active season begins.

A dollar a minute. It looks big, but it is not too big remuneration for the man who gives thought to the future conduct of his business. "What we need is more thoughts, not more things," is the characteristic utterance of the editor of the Gimlet. The merchant who gives thought to the future and puts his conclusions to a practical application can qualify as a "dollar-a-minute man."

HARD VERSUS INTELLIGENT BUYING.

An experienced traveller, speaking of a Canadian hardwaremen, stated that he was the hardest buyer he had ever met. The hardwareman doubtless regards himself as a good buyer, but there is room for doubt if this self estimate is correct. The days when a hard buyer was necessarily a good buyer are pretty well passed.

It is intelligence rather than insistence which wins now. Undoubtedly the buyer wants to get the rock bottom price, but to get this he need not browbeat the traveller.

It is knowledge, then, which gives the buyer the greatest power of persuasion. If he knows the goods which are upon the market, if he knows at what figure he can get these, if he can tell the traveller facts about the traveller's own line and about competitive lines; then he is in a position to get the best at the best price.

This knowledge comes only with study. Many dealers now know a great many lines. But changes in style are being constantly made; also changes in price. New lines are being added. Hardwaremen must keep up to date, and to do this they can do no better than make a careful study of the advertising pages of this magazine. Here the manufacturers tell the dealer about their goods. Here new lines are introduced. A careful student of these pages enables a man to talk sanely to the travelling representatives. It enables the hardwareman to achieve one of his great objects, the buying of the best in the lowest possible market.

POINTED EDITORIALS.

Are you a dollar a minute man?

* * *

Stock-taking is not of much use unless you apply the results.

* * *

Hardware men should remember that it is necessary to get tools into the window in order to get them out of the store.

* * *

"A range suitable for a bachelor or a hotel." Rather a good line that which was used in an ad. to illustrate the wide variety of stock carried.

* * *

Educate people to pay debts and a remedy will have been found for the conditions which so regularly bring around periods of industrial depression.

* * *

There are lots of things a man doesn't have to do but which it is extremely advisable for him to do. Have respect for the law is one. Advertise is another.

* * *

The Parcels Post fight in the United States is waxing hot. Trade paper editors and prominent retailers seem to constitute the bulk of the opposition, but they are putting up a hard fight.

* * *

Those Edison cold stoves, which are guaranteed to cool off the atmosphere in any place, no matter how warm it may be, should sell extremely well in one place we have heard much of but hope never to see.

* * *

Hardwaremen in Wallaceburg have decided on closing early. Merchants in other places might well do the same. Why should the retail dealer work twelve or more hours a day when eight or nine hours is the limit elsewhere?

* * *

"Reflections" should not be confined to retired hardwaremen. Reflection on the workings of a retail business is highly necessary if best results are desired. No merchant is so busy that he cannot find time for reflection and study.

* * *

Continually dealers have been reminded that it is well to change their window trims. Possibly it would not be out of place to remark that changes in the interior arrangement of the store may sometimes be made to advantage. Variety is of value.

* * *

Dan Cupid comes in for quite a little mention in this issue. One article tells how he helped sell stoves. Another explains the part he plays in selling silverware, cut glass and brass goods. Perhaps hardwaremen should put Master Dan on their pay roll.

* * *

This is the age of "less." We have horseless carriages, smokeless powder, wireless telegraphy. The latest addition to the list of inventions which have for their distinguishing feature the utter lack of the quality which was formerly the sole excuse for the being of the article, is oilless paint.

* * *

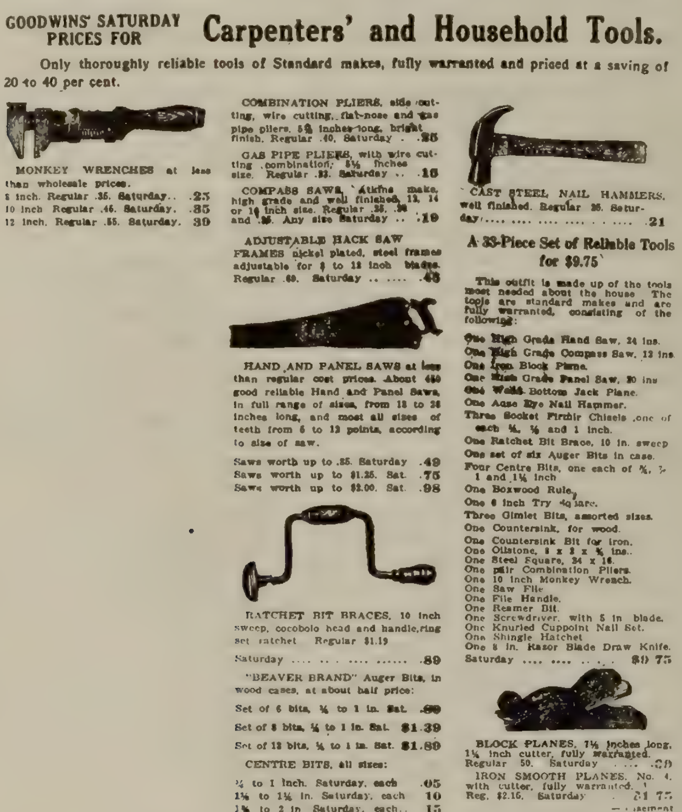
The dealer who rises above misfortune time and again and finally, by dint of earnest effort and indomitable courage, wins success, is deserving of higher credit than the man who has encountered no obstacles. There is an object lesson for all in the story of the success of C. A. Baskerville, of Winnipeg, which appears in this issue.

An Opportune Time to Boom Sale of Tools

Many Men Have Work Benches Established in Their Cellar; and Are Now Making Book Cases, Shelves, Picture Frames and Similar Articles—They Need Tools. Young Men Are Busy Building Boats—They Need Tools—Window Displays and Ads. Will Help Bring Home This Need.

Once in a while a hardwareman will arrange a display of tools in his window. Once in a while he will advertise his line of goods through the papers. Considering the results that this action regularly brings it seems a little hard to understand why the policy is not adopted by more dealers.

Complaint is sometimes made of slack seasons. "This is a slow time," it will be said. Undoubtedly, the month or months immediately succeeding Christmas are not the best of the year, but equally undoubtedly they are not months which need be regarded with misgivings by the man who keeps his eyes open—who sizes up the popular demand and then appeals to it.


GOODWINS' SATURDAY PRICES FOR **Carpenters' and Household Tools.**

Only thoroughly reliable tools of Standard makes, fully warranted and priced at a saving of 20 to 40 per cent.

MONKEY WRENCHES at less than wholesale prices.
8 inch. Regular .35. Saturday .. .23
10 inch Regular .46. Saturday. .35
12 inch. Regular .55. Saturday. .39

COMBINATION PLIERS, side cutting, wire cutting, flat-nose and gas pipe pliers. 5½ inches long, bright finish. Regular .40. Saturday . .25

GAS PIPE PLIERS, with wire cutting combination, 5½ inches size. Regular .33. Saturday .. .18

COMPASS SAWS, Atkins make, high grade and well finished, 12, 14 or 16 inch size. Regular .25, .30 and .35. Any size Saturday .. .19

ADJUSTABLE HACK SAW FRAMES nickel plated, steel frames adjustable for 8 to 12 inch blades. Regular .60. Saturday .. .... .48

HAND AND PANEL SAWS at less than regular cost prices. About 450 good reliable Hand and Panel Saws, in full range of sizes, from 18 to 28 inches long, and most all sizes of teeth from 6 to 12 points, according to size of saw.

Saws worth up to .85. Saturday .49
Saws worth up to $1.25. Sat. .75
Saws worth up to $2.00. Sat. .98

RATCHET BIT BRACES, 10 inch sweep, cocobolo head and handle, ring set ratchet Regular $1.19
Saturday .... .89

"BEAVER BRAND" Auger Bits, in wood cases, at about half price:
Set of 6 bits, ¼ to 1 in. Sat. .89
Set of 8 bits, ¼ to 1 in. Sat. $1.39
Set of 13 bits, ¼ to 1 in. Sat. $1.89

CENTRE BITS, all sizes:
¾ to 1 inch. Saturday, each .05
1⅛ to 1¼ in. Saturday, each .10
1⅜ to 2 in Saturday, each.. .15

CAST STEEL NAIL HAMMERS, well finished. Regular .25. Saturday .... .21

A 33-Piece Set of Reliable Tools for $9.75

This outfit is made up of the tools most needed about the house The tools are standard makes and are fully warranted, consisting of the following:

One High Grade Hand Saw, 24 ins.
One High Grade Compass Saw, 12 ins.
One Iron Block Plane.
One High Grade Panel Saw, 20 ins.
One Wood Bottom Jack Plane.
One Adze Eye Nail Hammer.
Three Socket Firmer Chisels, one of each ¼, ½ and 1 inch.
One Ratchet Bit Brace, 10 in. sweep
One set of six Auger Bits in case.
Four Centre Bits, one each of ¾, ⅞, 1 and 1¼ inch
One Boxwood Rule.
One 6 inch Try Square.
Three Gimlet Bits, assorted sizes.
One Countersink, for wood.
One Countersink Bit for iron.
One Oilstone, 8 x 2 x ¾ ins..
One Steel Square, 24 x 16.
One pair Combination Pliers.
One 10 inch Monkey Wrench.
One Saw File
One File Handle.
One Reamer Bit.
One Screwdriver, with 5 in blade.
One Knurled Cuppoint Nail Set.
One Shingle Hatchet
One 8 in. Razor Blade Draw Knife.
Saturday $9 75

BLOCK PLANES, 7½ inches long, 1¾ inch cutter, fully warranted. Regular 50. Saturday .... .39

IRON SMOOTH PLANES, No. 4, with cutter, fully warranted. Reg. $2.16. Saturday . $1 75

— Basement

A department store advertisement of tools. Only the regular lines are illustrated, but these are in greatest demand.

The Wide Market for Tools.

At this season, as at all others, there are a variety of goods handled in hardware stores which appeal to various classes of people. There are the sporting lines—the skates, hockey sticks, shin pads, sweaters, toboggans and other winter sporting equipment. But these are for the young. There must be something to appeal to the older men, and to the younger when they do not want to be out enjoying some of the more active sports. There is a time for everything, you know, and even the most enthusiastic sport lovers have a longing for a quiet evening now and then.

It is in these evenings at home—these Saturday afternoons spent around the house—that work is done which affords the hardware man an opportunity to market his tools.

Carpentering Not Out of Date.

Speakers have sometimes expressed the wish to lift the roofs off an entire city and see what people are doing inside the houses. If the first and second story as well as the roof were lifted, the inquisitive minded would be certain to see many men working at benches in their cellars. Carpentering has not gone out of date yet.

In every city or town where boating is popular there are now sure to be a number of young men busily engaged making crafts in which they will be able to sail next summer. Patterns for these are to be obtained. Men who made boats for last summer told their friends about them. Perhaps they took their friends for sails in them. Thus the desire to make a skiff was spread. This can be done economically. There is pleasure in the work; and more than all there is pleasure in turning out a good job—a craft which is seaworthy and which does not make its best progress leaway.

Many Boats Being Made.

It would be hard to tell how many young men are now working upon boats. In Montreal, Toronto, Vancouver—in a large number of smaller places—many do this. Their new boats are to be seen in summer. In winter these are not visible, for they are in an embryo state, down cellar or in a shed. But they are being made, and tools are needed for their making.

Perhaps the amateur builder does not know exactly what he does need. His knowledge of tools may be somewhat limited. But let him see a window display with tools as the main feature, and he is practically sure to see something which would help him in his work. If he reads a newspaper and comes upon an advertisement of tools, he is going to stop to see if he might get something at this store which would help him in his work.

But the young man is not the only one to whom the hardware man can appeal with his tools. There is the middle-aged man. The householder. The man whose great interest, outside his business, is in his home and those in it. There are plenty of things such a man can do in the carpentering line. He can plane down a door which has warped so that it will not close. He can put up shelves, make book shelves, turn out good picture frames. Some of his evenings and many an hour on Saturday will be spent at this kind of work. Work it is, but different from that to which he is accustomed, and he enjoys it.

Like Father, Like Son.

Perhaps the man has a young son who likes to drive nails and make a wide variety of things. The father will have a great time with this chip of the old block. He will get tools for him. So, for

father and for son the hardwareman can supply a need.

The great thing, therefore, is to bring all these people to see where their wants can be filled. They know in an indefinite way that tools are to be secured in every first-class hardware store. But indefinite knowledge brings indefinite results. Some will go into a store and ask for what they want, but many more will enter and ask for something which they have seen in the window, or which they have seen advertised.

Advertising Common Tools.

From time to time pictures of tool displays have been given, but advertisements of this line are more difficult to secure. Tools do not seem to have been greatly brought forward in this way. Goodwins, Limited, in Montreal, however, have advertised this line, as will be seen by the accompanying reproduction of one of their advertisements. The articls shown are those of commonest need —such tools as would be used for work around the house. The prices are given plainly, so that a man contemplating some carpentering will know exactly what the tools required to make a start will cost.

The ad., while it does not mention many of the more complicated tools, does imply that these are carried. It thus gets that cumulative value which prompts people to ask for tools which they want but do not see advertised.

Business Management—Taking Discounts

Article No. 4—(Continued.)

By H. C. Carson, F.S.S.

Having taken stock, Mr. Merchant, and closed your books, and drawn up your balance sheet, it is up to you, as a business man, to ponder well the results of the year's trading. Perhaps the net gain shows up fairly well, according to your view, and the various features of the enterprise—stock on hand, accounts receivable and payable, class of patronage, store department, and many other things—show marked improvement over the previous year.

Your standing in the community has, perhaps, been materially enhanced, your slate wiped clean at the bank, and further good conduct marks earned from Dun's and Bradstreet's. But have you done as well as you might have done? Have you realized, for instance, the importance of taking discounts on all purchases, and the power of the financial lever that this rule would give you over your competitors?

The Purpose of the Bank.

You reply, perhaps, that it cannot be done, because your capital is inadequate, but what are banks for? They are established for the purpose of lending money. They want to lend money to good clients, to be employed in good business, and the merchant is in fine shape who acknowledges no creditor, but his banker. But, you say, interest must be paid to the banker. Of course it must. That's what he lends money for. He receives money on deposit, paying 3 per cent., perhaps, for it, and he lends it to you at 6 per cent. That's where the business comes in. Banks would have to go out of business if people ceased to borrow.

Where the Merchant Gains.

Now then, if you, by discounting your bills, receive more than you pay your banker for supplying the funds, you are ahead that much, are you not? You will be surprised how it figures out.

Besides the extra profit you will make through discounts, think of the boost given your credit in the manufacturing and jobbing world—"prompt pay," "discounts his bills"— and other such favorable comments will be passed around among wholesalers, and Bradstreets will probably be compelled to concede you a first class rating.

Watching Collections Closely.

There is another important feature that must not be overlooked. It has naturally followed that in discounting your bills, you have borrowed as little as possible from your banker. In other words, you have gone after your own collections with renewed vim and energy. You have gradually increased your cash business, and your credit customers have been taught to realize that their accounts must be paid in 30 days. They know you need the money to pay your bills, and that by helping you, they are helping themselves in securing improved service and better goods, at a possibly lower price than before.

Next week the writer will lay before you, two concrete cases, which will illustrate in figures the wonderful advantage of the discounter over the time man.

Robert Lockhart, Manager of the Gurney-Massey Co., Montreal, was in Toronto on Thursday.

HOCKEY LEAGUE STARTS.

Toronto. — The Mercantile Hockey League which is in all respects governed by O.H.A. rules, and which is now in exceptionally good financial standing, opened its season on Saturday with two games, Aikenheads winning from Johnstone on Little Vic., and Howlands defeating the Brocks on Varsity ice. The score in both games was 2 to 1.

At the primary meeting it was voted to limit the league to eight teams, represented by the following:

Aikenheads—W. H. Johnston.
W. R. Brock.—Mr. McLean.
Can. General Electric.—Mr. Ship.
H. S. Howlands.—S. E. Leavitt.
W. R. Johnstons.—K. P. Symington.
Kodaks.—S. G. Bishop.
Massey-Harris.—F. H. McLean.
Nisbet & AulAd.—A. McDonald.

Mr. Aikenhead has been re-elected as honorary president; E. O. Byam, re-elected president; W. H. Johnston, vice-president; S. E. Leavett, secretary; and K. P. Symington, treasurer; and F. H. MeLean, as press representative.

The schedule for the coming season continues as follows:

Jan. 8—Massey-Harris at Nisbet & Auld.
Jan. 12—Massey-Harris at Aikenhead.
Jan. 13—Nisbet & Auld at Brock, Howland at Johnston.
Jan. 16—Brock at Massey-Harris.
Jan. 17—Nisbet & Auld at Howland.
Jan. 20—Aikenhead at Brock, Nisbet & Auld at Johnston.
Jan. 22—Massey-Harris at Howland.
Jan. 23—Brock at Johnston, Nisbet & Auld at Aikenhead.
Jan. 27—Aikenhead at Howland.
Jan. 29—Brock at Nisbet & Auld.
Feb. 2—Brock at Aikenhead.
Feb. 3—Johnston at Nisbet & Auld.
Feb. 6—Howland at Massey-Harris.
Feb. 8—Aikenhead at Nisbet & Auld.
Feb. 10—Johnston at Brock.
Feb. 12—Howland at Nisbet & Auld.
Feb. 13—Aikenhead at Massey-Harris.
Feb. 14—Johnston at Howland.
Feb. 19—Brock at Howland.
Feb. 20—Nisbet & Auld at Massey Harris, Johnston at Aikenhead.
Feb. 22—Massey-Harris at Brock.
Feb. 24—Howland at Aikenhead.
Feb. 27—Massey-Harris at Johnston.

Three Close Contests.

Montreal, January 17.—Another large crowd watched three games played in the Wholesale Hardware Hockey League last night. The team representing Canada Fairbanks-Morse Co. played dashing hockey, defeating the men from The Jas. Walker Hardware Co. by 5 to 0. The other two matches were closer, resulting as follows: Thos. Robertson Co. 2, Starke-Seybold 0; Frothingham & Workman 2, Lariviere Incorporee 0.

Veteran Figures in the Canadian Hardware Field

No. 4.—C. A. Baskerville, Winnipeg.

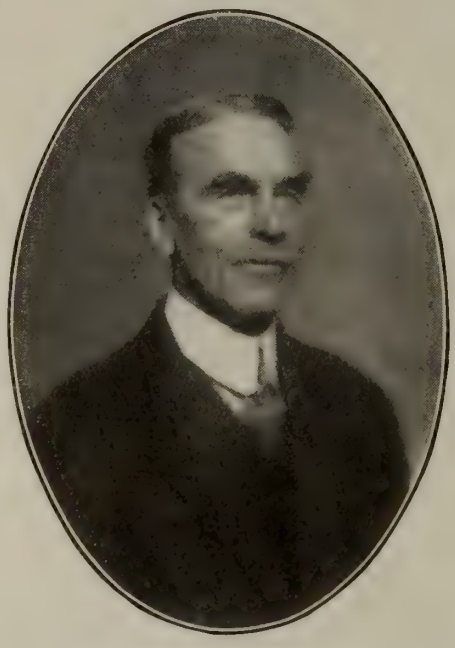
"If at first you don't succeed, try, try again," has been one of the guiding mottos of the business career of C. A. Baskerville, of Winnipeg. Mr. Baskerville has built up a retail hardware business which ranks as one of the finest in the West; but, though the course of trade has run smoothly of late years, his early career was marked by serious reverses. Twice his store was burned out, resulting in almost total losses. Each time—like the giant Antaeus who, as mythology teaches, came up stronger every time he touched Mother Earth—Mr. Baskerville went back to the point where he had started and with indomitable courage and resolution built his business up again better than ever.

He started in business in Winnipeg in 1882 in partnership with W. Brownlee. Seven years after, he bought his partner out; and one week after that the first fire occurred. His loss that time was about $6,000. Nothing daunted Mr. Baskerville went to work and in two years had built his business up again to the point attained before the fire. Conflagration No. 2 occurred then, wiping out the store and causing a total loss. The average man would probably have given up in despair after this second attack of adversity; but not C. A. Baskerville. Owing to the fact that he had won a good name in the trade and had always kept his credit good, assistance was not hard to obtain. After the second fire, he received a telegram from Benny, MacPherson & Co., Montreal, stating that they would supply him with all the goods he needed at his own terms. This offer was accepted and in a very short time the Baskerville store again opened its doors to the public.

From that time on, hard luck ceased to dog his footsteps. Everything ran smoothly, the business grew rapidly and Mr. Baskerville was able to clear off his indebtedness within a reasonable time. Since then the business has progressed rapidly. The proprietor is now selling out to Leon Abramvich, believing that, after twenty-nine years of steady work, he is entitled to a rest.

Learn the Business.

His success he attributes to several causes. One of his maxims has been to "learn every phase of the business through every available medium."



"If at first you don't succeed, try, try again," has been one of the guiding mottos of the business career of C. A. Baskerville, of Winnipeg.

Keep Credit Good.

Another tenet of his business creed is that strict attention must be paid to the buying end. "The hardwareman must keep his credit good," he declares. "There is money in the business and no reason why credit cannot be kept good. I may return to it, because I know of no business more clean and honest. I have made a life study of hardware."

Is a Tinsmith.

Mr. Baskerville's first association with the trade was as a tinsmith. He has always since kept in close touch with that department and believes that the tinshop is a valuable adjunct to any and every hardware business. From tinsmithing, he worked his way up to the position of manager of the retail department of the J. H. Ashdown Co., and from there branched out into business on his own account.

An Association Man.

Mr. Baskerville has been interested in the Hardware Merchants Association from the moment of its inception. He has served as president of that body and has contributed many valuable suggestions and ideas for the betterment of retail conditions. It is with regret that the association will lose his co-operation.

CONDITIONS SATISFACTORY.

Cleveland, O., Jan. 18.—The Iron Trade Review to-day says:—

Mill orders against contracts placed in November and December, while not as heavy as expected in some lines, continue to come in at a very satisfactory rate. Strictly fresh buying is comparatively light with only moderate tonnage involved in new inquiries. Prices on nearly all finished lines are being maintained. Taken as a whole, the market is not as active as during the last six weeks of the old year, but recent developments are not discouraging, as it was generally expected that a let-up in new buying would come about the middle of January.

Demand for billets and sheet bars is extremely heavy, the leading interest and some of the larger independents showing a big gain in mill orders during the first 15 days of this month. The Carnegie Steel Co. is operating its steel works practically full and during the week refused moderately heavy tonnage on account of the filled-up condition of its mills. The business went to smaller mills. Car builders are specifying liberally against contracts for plates, although new business is light. The markets on steel bars and shapes are quiet. Shipments of sheets and tin plate are heavy for this season of the year and mill activities have been extended. An advance of $1 a ton in prices of wire products about Feb. 1, would not be unexpected.

CLERKS ASK REFORMS.

Quebec, Que.—A delegation of retail clerks waited on Sir Lomer Gouin at the Parliament Buildings and submitted a series of resolutions which were passed at the Convention of Clerks of the Province of Quebec held in Quebec last August.

That for the health and general welfare of clerks, stores be not permitted to remain open more than 60 hours a week.

That women and children working in stores should benefit by the law regulating to labor in manufactories.

That important stores and manufactories should be inspected once a year.

That the early closing of stores, as asked in Montreal, be made general throughout the Province.

That an inspector be named for the retail stores of the Province of Quebec.

Letters to the Editor

THE CARE, ABUSE, AND VALUE OF TRADE CATALOGUES.

Editor Hardware and Metal,—A trade catalogue, with the average Hardware and Metal merchant, is about the most despised and abused article kept in his whole establishment. And yet,—how useful?

Dear reader, what kind of care are you giving this very useful information in connection with your business? Literature, which costs the manufacturer and wholesaler thousands upon thousands of dollars annually in good hard cash to produce and mail you, for mutual benefit.

Listen: Have you ever taken a real good look at the conglomerated mass of trade literature chucked behind boxes, counters, or desks, or just thrown one on top of another into an old cupboard? In fact, sometimes, without even the wrapper removed.

Now, I fancy I hear someone say:—We receive many a catalogue and pamphlet which does not concern us, either personally or in connection with our business. I don't doubt it, my friend, although as a general rule, what is done with it? I will tell you,—It is just thrown on top of those which you may wish to lay your hands on "quick," to-morrow.

For instance, a short time ago I watched a successful hardware merchant, who keeps a nice clean stock and store, spend exactly twenty-two minutes, along with his office help looking for a furnace catalogue, and you should just have watched them dive through no less than three old cupboards, and four old drawers, outside of the office. What they went through in there I cannot say, because Mr. Merchant was getting hostile about that time, so I calmly looked on at a safe distance. The customer, a shoe merchant, says to me, "I am surprised, why I can lay my hands on any catalogue or discount sheet worth keeping inside of two minutes." Of course he may be an exception in his trade also. However, after about twenty minutes the customer left. Mr. Merchant and his lady clerk were both sure they had seen it only a few days ago, and possibly they were right, for lo, behold in less than two minutes after, the pesky thing turned up.

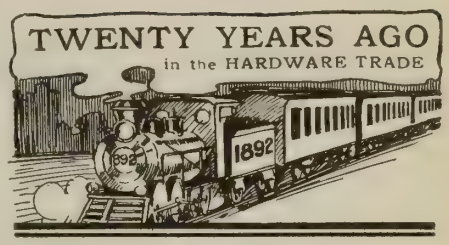
The lady clerk was then dispatched with it and the discount sheet over to the customer to find out what he really wanted. When she returned, I learned that the total sale (including express) only amounted to $2.85. What trouble and energy wasted for the possible profit derived, and all on account of not having a proper place and system for keeping this class of stock-in-trade; I hear some merchants say: The above does not apply to me, my literature of this nature is all properly assorted and kept in alphabetical order. Well, I hope so, but in order to show the trade just how "odd" a firm like that is, I cover either part or whole of sixteen counties, in western Ontario and I think my 'calls' comprise fully two-thirds of the hardware, plumbing and tinsmith, retail trade. Since January last, I have been taking notes, and up to the present, I have only found 14 firms who keep their 'trade literature' in such a shape, whereby they can promptly show a customer an illustrated 'cut' of the article he may require, and the latest price thereof, in fact (large cities barred) I only found 9 of these fourteen, who keep such literature alphabetically arranged.

Now, I want it distinctly understood that I don't consider the merchants in the hardware and metal line, are one whit more careless than those of any other lines, regarding the subject under notice. In fact there is little doubt I think but that the same 'unconcern-edness' is general. If so, then the question is, what inducement or method, can be suggested which would bring about an improvement, and thus benefit all parties concerned?

As previously stated, numerous firms spend large sums of money each year, not only in exemplifying their goods, but in really furnishing to the various trades many a "pointer," both illustrated and otherwise, which without doubt serves to make both the employer and employe a much better salesman.

In conclusion, I have the following suggestion to offer. Let the manufacturers, jobbers and wholesalers place a certain sum in the hands of Hardware and Metal each year, and let them appoint a committee of, say three or more travelers, in each province, have each man report separately, sending in the names of, say, ten firms who keep their trade literature alphabetically arranged, properly sorted, and in the most up-to-date manner, then let Hardware and Metal, at the end of each year divide the "POT" into say say three prizes. If some such scheme could be inaugurated my humble opinion is that before many "moons" they would find that money thus spent was the most profitable method of circulating advertising matter they have ever experienced.

Yours respectfully,
G. F. I.



The following items were taken from the issue of Jan. 16, 1892:

"The Dartmouth Rope Works have been transferred to the Consumers Cordage Co., of Montreal. The consideration is said to be $815,000."

* * *

"The firm whose place of business we illustrate this week is that of the Smith & Ferguson Co., Regina, N.W.T., wholesale and retail hardware merchants. The firm is composed of three former eastern business men, namely, J. H. Smith, J. W. Smith and A. B. Ferguson, who started separate businesses in that place in the year 1882. The present partnership was formed in 1891."

Editor's Note.—The firm of Smith & Ferguson is still doing business in the city of Regina.

* * *

"As usual, the McClary Manufacturing Co. presented their married men employes, and any man or boy supporting his home, with a Christmas turkey."

Editor's Note.—This practice is still carried out by the McClary Co. Many farmyards were depleated this year to supply Christmas dinners for the McClary staff.

ADVERTISING LAMP OIL.

Alliston, Ont.—The Cain Hardware Co. are making a special effort to sell lamp oil. They have secured the agency for that district for a high class oil and are announcing the fact with a three-column spread advertisement in the local papers. In arguing that it pays to buy quality goods nowadays, they say:

"The prosperity which Canada has been experiencing of late, as witnessed by her wonderful development, and the growing intelligence and discriminating taste of her people, has made possible the marketing of higher grade products in all lines of commerce. This is equally true of lamp oils as of other commodies. In fact the demand of today is for a burning oil which will offer the brightest and clearest light possible, without smoke and foul odor to destroy the eyesight and poison the sweet air of our dwelling houses."

Progressive Methods of Hardware Retailing

Toronto Firm Pay Car Fare to People Who Attend Sale—Details of Range Contest—Western Firm are Progressive Advertisers—Methods of Selling Thermometers and Lamp Oil.

HAVE EXTENDED SALE.

Victoria, B.C.—The B.C. Hardware Co., who have been holding a big clearing sale in prepartion of a move to their new store, have extended the time limit of the same. They announce the fact as follows:—

"By the courtesy extended to us by our landlord, we are enabled to stay in our present premises until the end of the present month. We have had a very successful sale up to the present, and we will still carry this on during the time that we remain in our stand on the corner, as we wish to dispose of all our stock as nearly as possible, and we offer our still well assorted stock to the public regardless of the cost."

Special bargains in certain lines are being offered each day, with the object of exhausting the stock.

PRE-INVENTORY SALE.

Vancouver, B.C.—Cunninghams, Ltd., are conducting their "January Hardware Sale," preparatory to taking the annual inventory. Their idea in holding the sale before stocktaking is to reduce the stock and lessen the work connected with the inveptory.

The sale began on Jan. 8, and will continue until the end of the present week. A fairly large discount is being given in most lines. Twenty per cent. is offered on enamelware, tinware, cutlery, silverware and brass goods. Good-sized reductions are also offered on such lines as washing machines, wringers and other household goods.

The sale up to time of writing has been a great success and a large amount of stock has been cleared out.

ARE HOLDING CONTEST.

Owen Sound, Jan. 15.—Cole and Robertson, proprietors of the "Market Hardware," have begun a series of new methods. The first step has been the offer of a range, valued at $50.00, to the winner of a contest inaugurated a week ago. With every purchase at the store a printed receipt check is given and each one of these checks entitles the holder to a guess as to the number of nails placed in a jar. This jar was filled and sealed by two prominent business men before being placed in the window. The contest will close on February 29, when the same two men will open the jar and count the nails. The person who has guessed nearest the correct number will get the range.

In the meantime, a number of special sales are being held. These sales are in various lines and are advertised to last "during the stove contest only."

PROGRESSIVE ADVERTISING.

Victoria, Jan. 15.—A firm which believes implicitly in advertising is the Hickman Tye Hardware Co., a sample

of whose efforts in this line is shown. The advertisement occupied a full page in the daily papers and attracted considerable attention. The results have been fully in keeping with the wide scope of the advertising.

A REMOVAL SALE.

Kingston, Jan. 15.—Simmons Bros. are moving into new and larger quarters. To save the work involved in moving their complete stock, they are holding a removal sale which will last right through the present month. Skates and enamelware are offered at 20 per cent. off. Tinware, cutlery, galvanized ware, sleighs, sleigh bells, hockey sticks, horse blankets, heaters and ranges are being offered at reduced prices. All articles included in the list thus offered are price marked.

A feature of the sale is the strict provision that all transactions are on a cash basis.

SELLING THERMOMETERS.

St. John, N.B., Jan. 16.—Specialties are being offered by the local firms in order to induce business. For instance, since the coming of a very cold spell of several days ago, the hardware firm of W. H. Thorne & Co. have been featuring the advantages of having a thermometer about the premises. A cut of a thermometer is presented in their ad. display, and their reading matter accompanying it is to the effect that "It is better to know how Cold or Warm you are than to guess at it." The advantages of keeping regular the temperature about one's place of business or home is distinctly set forth, and the prices in range are presented. The sale was timely, and the constant reminder produced good results. Other dealers specialized as well.

PAYING CAR FARE.

Toronto, Ont.—A ten-day mid-winter sale is being conducted at Walker's hardware store, 450-452 Spadina Ave. The sale commenced on Thursday morning, and the store will be kept open in the evenings during the ten days. Price inducements are being offered. Advertisements have been inserted in the daily papers, the most conspicuous feature being a large illustration of an axe, which is stated to be "up to the hilt in every price item in the store."

The difficulty experienced in a large city in getting people from a distance to attend the sale is being met by a coupon system. Large posters have been sent around with coupons. Anyone presenting a coupon at the store will receive their car fare. This plan is outlined in the advertisements as follows:

"Are you too busy to come? Use your telephone. Your car fare paid if you bring a 'coupon.' If you did not get one of our large posters containing a coupon, ask at the store for one."

Current News of Canadian Hardware Trade

Joins Tourtelotte Co.

Port Arthur, Ont. — L. Devereaux, hardwareman, has secured an interest in the Tourtelotte Hardware Co. He has assumed a position with that concern.

First Keg of Nails.

Milton, Ontario.—The first keg of nails made in Milton is a unique attraction in front of Nixon's hardware store. They were manufactured by the P. L. Robertson Co.

Mr. Fowler Honored.

Wetaskiwin, Sask.—A presentation took place at the hardware and general store of Fowler & Co., on Saturday evening, when the members of the staff gave Mr. Fowler a gold-headed cane.

Buys Newboro Store.

Newboro, Ont.—James V. Moriarty who has been manager for four years of the Newboro tinware and stove store, has purchesed the business. He took possession on Monday, January 15.

May Get Glass Factory.

Lethbridge, Alta.—A glass manufacturer has written the Board of Trade, and says that he is ready to bring a glass factory to Western Canada, and thinks Lethbridge is ideally located for the purpose. The industry would have a capital of $250,000.

Buys Chown Property.

Edmonton, Alta.—In behalf of a Belgian syndicate, J. D. Hyndman purchased fifty feet of Jasper avenue property at a price of $100,000, or $2,000 a foot. He purchased the frontage of the Chown Hardware Co., close to First St., from the Bank of British North America. A seven or eight story building will probably be erected on the property.

H. W. Glassford Dies.

Montreal, Quebec.—Apparently in perfect health Tuesday night, Hugh W. Glassford was found lying dead in his bed room, Wednesday morning. Heart failure was the cause of the sudden demise.

Mr. Glassford, as president of the Rockwood Sprinkler Company, was well known to many in the hardware trade.

Humphrey Store Robbed.

Vancouver, B.C.—The ubiquitous burglar is continuing his depredations, and the stores in the outlying sections of the city are being entered almost nightly. In the parts away from the business centre, the police are comparatively few, and there is little fear of apprehension on the part of those who are breaking into stores. One of the latest thefts occurred at the hardware store of W. G. Humphrey, on Granville Street near Seventh Avenue, entrance having been effected through a back window. About $60 worth of knives and razors were stolen from a showcase.

New Retail Firms.

Leamington, Ontario.—The Leamington Hardware Co. has been registered by the firm who purchased the business of C. A. Willits & Co. will be known.

Montreal, Que.—The Montreal West Hardware Co. haI been registered by Walter Douglas Otter.

Business Changes.

Southey, Sask.—J. R. Blough has bought the Perkut hardware store.

Bowmanville, Ont.—Rice & Co., hardware dealers, have suffered a loss by fire.

Montreal, Quebec.—L. P. Vinne, hardware dealer, has sold out to C. E. Melancon.

Victoria, B.C.—Brooks & Barfield have bought out the paint business of Frank Keown.

Baldur, Man.—Thomas E. Poole, has bought out the hardware business of H. Eggerton.

Prescott, Ontario.—A. Keeler is going out of business and all his stock is being sold out.

Vancouver, B.C.—J. Jackson has taken over the business of the Standard Hardware Co.

London, Ont.—Sutherland Bros., dealers in stoves and tinware, are going out of the retail business.

Macleod, Alta.—W. G. Andrews has moved his tinshop to 23rd street in the rear of his former location.

Vibank, Sask.—Weisberger & Driscoll have bought out the hardware and implement business of Edwards & King.

Moorefield, Ont.—A. Malcolmson has sold his hardware business to H. Copeland of London. Stock-taking is now in progress.

North Bay, Ontario.—After carrying on business for 20 years, the hardware firm of McDonald & Hay have sold out to G. W. McDonald, who will continue the business on the same premises.

Medicine Hat, Alta.—R. C. Black, formerly of the Prairie City Oil Co., has gone into partnership with J. J. Hewitt, hardware dealer. The business will be conducted under the firm name of Hewitt & Black.

Listowel, Ontario.—Roderick Ross, hardware dealer on Wallace Street, has sold his business to Grant Gordon, of Guelph. The store has been closed for stock taking but will be opened again at the end of the week.

Fire Losses.

Calgary, Alta.—A fire occurred in the hardware store of H. S. VanBuran & Co.

Roland, Man.—James Mowson & Co., hardware dealers, have suffered a loss by fire.

Strassburg, Sask.—Rodger Bros., who recently sustained a loss by fire have sold their entire stock of paint to Cottrell & Stutchy.

Halifax, N.S.—Cragg Bros., hardware dealers were among those who suffered in the big fire which carried away the Herald building.

Ottawa, Ont.—Walters' axe factory, Hull, was the scene of a serious fire. Overheated furnace pipes started the blaze, and damage estimated between $1,500 and $2,000 was done.

Bowmanville, Ontario.—A fire broke out here in the business section, Rice & Co., hardware dealers, being among the sufferers. An explosion of dynamite occurred in their warehouse and it was feared for a time that the entire section was doomed. Rice & Co.'s loss will be about $1,300.

Personal Notes.

Mr. Dandy, of Streetsville, visited Toronto wholesalers on Wednesday.

E. C. Hall, of Linton & Hall, Calgary, has returned after his trip to the east.

Mr. Berryman, manager of Metals Ltd., Calgary, has returned after a business trip in the east.

William Hare, formerly in the sporting wares department of W. H. Thorne Co., in St. John, but now employed with an ammunition company in Winnipeg, is visiting his old home for a few days.

J. T. McDonald, one of Calgary's prominent hardwaremen and Masons, visited a number of manufacturers and jobbers in Montreal last week.

Vancouver, B.C.—E. B. Ryan, who for a number of years was with H. S. Howland Sons & Co., Toronto, but for the past six years has been associated with Lewis Bros., Montreal, in the sales and claims department, has arrived here to assume his duties in the sales department of the McLennan & McFeeley Co., A large number of friends were at the station at Montreal to see him off.

Lesson 7--Complete Course in Cardwriting

The Edwards Short-Cut System—Demonstrating the Lower Case of the Capitals in the Preceding Lesson on Brush Stroke Roman.

By J. C. Edwards. Copyright, Canada, 1911.

MUCH has been said in favor of the brush stroke Roman lettering by card-writers. This style of show card letter can be executed very quickly and a large amount of legibility can be obtained. The accompanying plate shows the lower case or small letters which are allied with the letters of last lesson—the brush stroke Roman capitals. If you refer to the previous lesson (No. 6) you will notice the card made exclusively with Roman capitals is not so readable and neat as the card accompanying this lesson which is made with capitals and lower case letters of the same style of lettering.

There is one very important point to learn in writing the Roman, and that is the great care required in putting the spurs on the letters. This either makes or mars the letter, for the beauty rests entirely on the evenness of the spurs.

Keep in mind the absolute necessity of holding the brush properly as illustrated in the picture shown in the left hand corner of the lesson plate. Another important point to observe in Roman lettering is the fact that much greater speed can be attained by making the whole word or line of letters before adding the spurs and moreover, a much neater and more symmetrical effect can be obtained. The hand is steadier and produces better and truer spurs where it has quite a number to make all at one time, instead of adding the spurs to each letter as you go along.

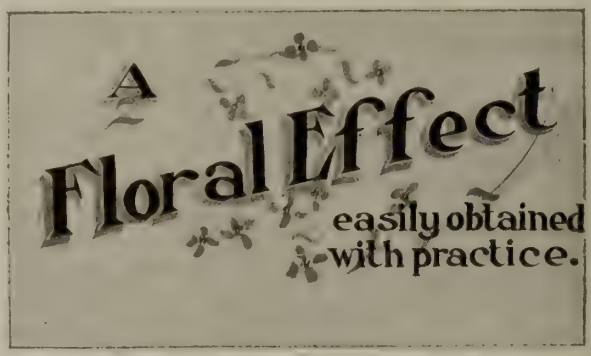
The idea in writing brush stroke Roman is to produce neat cards quickly and this is accomplished more readily when the capitals and lower case letters are used together as shown in the main line of the card "Floral Effect."

The strokes of this letter will be recognized as being the strokes that appear in the first alphabet that appeared —brush stroke block. This, one might say, is rather singular but you will find that if you have been successful with the first and have practiced every stroke and become quite familiar with each and every one, that you are on "easy street" during the balance of the lessons, whether they be for pen or brush. Your attention was drawn to this fact in the first lesson and is one of the features that the Edwards' shortcut system embodies. Of course, there are many new strokes shown in this lesson that have not been used before in former lessons.

In executing the Roman letters, the position of the brush in the hand never varies except in a few instances, and the secret of success lies in the rigid adherence to this rule. The exception is the letter "S."

The hand turns in this case to give the full breadth of the middle stroke which is necessary and could not be done if hand and brush were held in the same position as in the execution of even the top and bottom strokes of the same letter.

There are only a few minor points in this plate which will not be perfectly clear to the student, but upon close study of the strokes, these can be overcome.



Card showing application of the brush stroke Roman.

The most important is the finishing of such letters as "a," "c," "f," "r," and "s." It will be noticed that the finish is not unlike an attached "comma" and if you turn back to plate No. 2, you will find that the strokes for the comma are given along with the strokes which form a "period." Practice this part of the letter and you need have no trouble in getting it properly. The shading we recommend for this style of letter is the left hand lower shade—the same as shown in plate No. 1.

The decoration of the card here shown is simple and yet quite effective. It can be carried out in colors or in shade of grey. It serves as a relief and takes the bareness off the card without destroying the legibility. The same brush, No. 7 or No. 6 red sable flat in albata, was used to make this card throughout.

When making the stems of the flowers allow the hand to run lightly on the finger as shown in the corner illustration of the plate, holding the brush in such a manner that the edge rests very lightly on the card. Do it quickly, practice it often and don't be afraid to try. If you go at it slowly, you will get it very uneven and also get amateurish-looking curves. For lining the card, hold your brush as indicated in the accompanying illustration, letting the fingers rest lightly but firmly on the "T" square and keeping the brush even always. Do not move your hand but move the whole arm.

If further particulars are required regarding brushes, outfits, etc., write to the author, J. C. Edwards, care MacLean Publishing Co., Toronto, or to this paper.

Showing position of brush in hand while drawing straight lines.

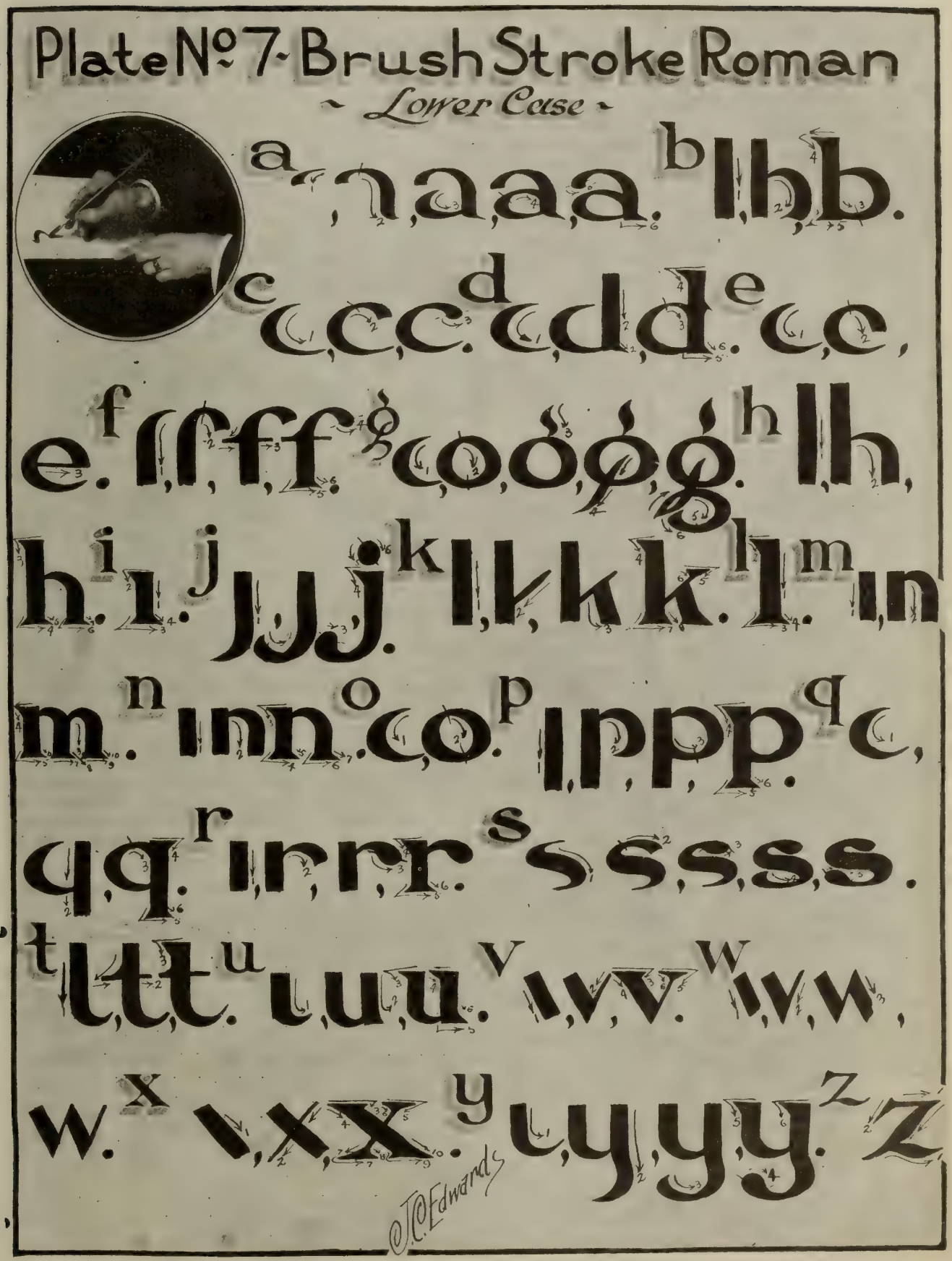


Plate illustrating brush stroke Roman, lower case. Follow arrows carefully and practise persistently.

CANADIAN METAL MARKETS

See Itemized Market Quotations on Page 62.

TIN STRENGTHENS.

The feature of the metal market has been the change of control in tin, signalized by an advance in the price of that metal. On Thursday tin advanced briskly, the change being in sharp contrast to the tending toward weakness previously noticed.

Other metals have remained steady.

MONTREAL.

Montreal, Jan. 19.—Using a theatrical term it might be said that tin still occupies the centre of the stage. Upon it the spot light is focused. The metal is acting strangely, and all thought is centred upon it. Late last week there came a further drop in the primary market. Then came an advance of £6 in one day. Since drops have occurred, but not of sufficient size to offset the advance.

Rumor is rife regarding this metal. The syndicate, which has controlled it for so long, is said to be giving over the reins to a new syndicate. This would indicate that the lower level will not last much longer. A variety of opinions are held, but when all is said and done it would seem that the bottom price which tin will reach for some time has about been attained. It is hard to see what can cause a lower level. The syndicate, if it has been getting rid of its holdings, has done this now. The demand is greater than it has been for some time. Everything points to higher prices, though these may not come at once.

Copper Vacillating.

Copper has been vacilating somewhat, regaining these last few days what it lost early in the week. Spelter is strong, East St. Louis selling for $6.50. Iron is scarce. The situation with regard to this metal in Canada is serious.

Tin.—Since last week's report was written this metal has dropped. Monday the pendulum seemed to change and on the primary market metal for spot delivery rose from £184 to £190. Since there has been a fall off a little more than £1, but this is not considered indicative of another general decline. Some Montreal dealers, who had bought largely, and who were naturally somewhat chagrined that tin dropped still lower, wired selling instructions to New York. Their agents there declined to sell—claiming that money would be made, rather than lost by holding on.

A Possible Explanation.

There is no great supply of tin in sight. Locally stocks are short, while the demand is better than ever it has been before. Abroad there is a great scarcity. East India tin is practically not to be had, and now it seems possible that those who took contracts on the new agreement, which allows them to deliver East India tin, will find when their time is up, that they can not get all they need of this. They may have to buy Straits. Perhaps this is the situation the syndicate—old or new—has been striving for.

Lead.—This metal is a little more plentiful than it has been. Prices remain unchanged. The demand, for this time of year, is good.

Copper.—Really lower prices have not come here yet. Monday saw a drop in England, which was followed by a considerable advance on Tuesday, so local conditions hardly varied at all. The supply on hand in Canada is very fair. There appears little likelihood of a demand arising which the handlers will be unable to fill.

Spelter.—Though this metal has advanced across the line no change has been made here. Local stocks are good. This is practically the first time such a thing could be said, but now the handlers are well suupplied and are finding no trouble at all in meeting the rather large demands.

Iron Supplies Short.

Iron.—It is here that the pinch is being felt. As has been pointed out formerly, the stock brought in before navigation closed was inadequate. If handlers thought the demand for the metal would decrease they miscalculated. The call has been good—so good that iron is steadily being brought in now. This means extra freight, in fact the buyer has to pay $2.60 a cwt. to cover this advanced rate.

No chance of relief is in sight. The metal will have to be brought at winter freight rates until river navigation opens up once more.

TORONTO.

Toronto, Jan. 19.—The general tone is good. It is seldom that the first of the year sees such uniform activity and metal men draw the conclusion from this that conditions this year will be better than ever. Certainly there is no reason why such should not prove the case. With the industrial situation in the United States showing a great improvement and briskness manifesting itself in all parts of the Dominion, the prospects are all for increased prosperity.

Tin is Stronger.

Tin.—As usual, tin has provided the most interesting developments in the metal world. In the first place, a new syndicate has taken charge of the situation at London. This may presage a resumption of high price conditions. At any rate things have started off that way. To-day the market, which has been sagging considerably, jumped several pounds at London. Whether the new order of things was responsible is matter for speculation.

The advance on the primary market has led to an increase here of one cent, making the price 47 cents.

Lead is Quiet.

Lead seems to be falling back to the semi-obscurity from which it emerged a few months back. There is plenty of lead now in sight and stocks have been pretty well replenished. The demand is not heavy but the price of lead remains steady.

Tinplates Selling Well.

Plates and Sheets.—The demand for plates and sheets is unusually good. Tinplates are selling particularly well. Local stocks are not very heavy but such is the usual condition at this time of year. There has been some talk of lower quotations on tinplates but the only basis for the rumor was the fact that the price in England had fallen off a few shillings, in sympathy with the decline in tin. Now that tin has firmed up this tendency will be checked. No change has been made in local prices.

Copper Firm and Active.

Copper.—Despite rumors of uncertainty on the primary markets, copper has been firm and active locally. There is a good demand and things seemed to point to a continuation of like conditions. The activity of the demand has kept prices firm.

Good Demand in Spelter.

Spelter is in good demand. Stocks are now satisfactory. The price of spelter is steady.

Pig Iron.—The buying movement is fair. Prices remain unchanged as follows:—Canadian Foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3, Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

HARDWARE MARKETS

GOOD FOR THIS SEASON.

Business is reported good for this time of the year. In some lines there is an unusually good demand.

A few changes are noted in Montreal quotations.

MONTREAL.

Montreal, January 18.—Drops in prices have featured the hardware market this week. Generally, business is much improved, still the volume is not such that the jobbers and manufacturers are unable to handle it. The principal interest, therefore, centres in the activity caused by the cold weather and the snow, the coming of spring orders, and the lower price level fixed on shoe caulks and on horse nails.

In both cases these decreases are attributed to American competition. Trade is bad across the line. Some of the manufacturers are unable to dispose of their goods at a fair profit, so they are turning their eyes in the direction of Canada. It is to keep them from seizing a large part of the trade that the Canadian makers have dropped their prices.

Weather Strip Much Wanted.

Seasonable Goods.—Those forty or fifty mile an hour winds which blew last week and the early part of this, did not leave many cracks undiscovered. Consequently there was a great call for weather strip. Every day saw many persons asking for this, and the retailers had to send hurry up orders to the jobbers for fresh supplies.

A few shovels have been selling too, while door mats and brooms have had an active sale. Tar paper has been in large demand, and it is likely the call for it will continue, since people have been made to see what they must expect when the weather becomes intense.

Sporting Goods.—This snow and crisp weather is just what has been needed to help the hardwareman. Skates have been selling quite well. Snow shoes have been in good demand; and skis too, are being purchased. It begins to seem now that the aggressive dealer will be able to dispose of the greater part of his winter sporting goods before the season is over.

Hockey Sticks Going Well.

There is little call upon manufacturer or jobber for these lines at the present time, though hockey sticks must be noted as an exception. These are in great demand.

Household Goods.—Good orders are being received. This line is one for which the demand keeps up the year through.

Building Hardware.—Large orders are reported. One concern this week was called upon to supply one thousand dozen sets of locks. As well, a number of smaller sized orders were reported, so it appears these goods are being bought in good time. Those locks will likely be needed, too, for there is every likelihood that next year will be busier, from a building standpoint, than was even 1911.

Heavy Hardware.—This line is quiet, yet the price of horse shoe nails has been dropped. The exact figures are not given here, but will be found by reference to the current market report.

Screen Doors Being Ordered.

Spring Goods.—These lines are now coming to the front. This week a number of orders for green screen doors have been received. Spring hinges, too, are in demand. The careful hardwareman, it seems, has planned what he will want in this line, and is placing his order early so that he will run no chance of missing the early trade.

Lumber Supplies.—This line is becoming more in demand weekly. Saws are wanted. So are axes. There is a call for cant hooks and peveys, and even chain is beginning to be bought. The drop in caulks made this week is the surprising feature in this line. It is no ordinary five or ten per cent. drop, but one approaching 100 per cent. Ball Caulks, which have sold for $4.00 a thousand, are now quoted at $2.50; while heel caulks, formerly priced at $4.25 are now lowered to $2.75. Keen competition from the States has brought the lower level about. Better machinery is also said to enable the goods being turned out cheaper.

TORONTO.

Toronto, Jan. 19.—Local jobbing houses state that business at the present time is fully as good as during ing January last year. Some jobbers are inclined to believe that they have made advances but are not yet in a position to speak positively on that score.

Prices are remaining steady but they are, in some lines, on a low scale. Although a large volume of business was done last year, it was noticeable that prices became lower in these lines around the end of the year. The same quotations are holding with no immediate prospect of a return to the figures which prevailed early in 1911.

Seasonable Goods.—Some orders are being placed still for winter goods, notably for weather strip. Practically all other winter lines are showing little activity. Dealers report that their stocks are complete and that the retail demand for that matter is practically over.

Spring Booking On.

The most satisfactory feature is the large amount of spring business being booked. Orders are being placed for screen doors, wire netting, wire fencing, hose, garden tools, etc. This business is all, of course, for spring requirements and no shipments are yet being made.

Builders' Hardware Dull.

Builders' Hardware.—The demand in this department has now reached mid-winter proportions; which means, briefly, that business is very dull indeed. What is being done if confined almost exclusively to the City of Toronto.

Enquiries, however, are coming in and the jobbers state that they are most confident of a bigger year than ever in this line. Some enquiries from the West point to the probability of an demand in that section.

Heavy Hardware.—Some booking is being done. Price quotations are:—Discounts on carriage bolts, $\frac{3}{8}$ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and $7\frac{1}{2}$.

Household Goods.—A healthy demand is noted for kitchen articles, such as washing machines, wringers, tubs and woodenware of all descriptions. One firm reports that sales in these lines have approximated very largely above the business being done at this time last year.

Sporting Goods.—The demand here is not overly active, although skates can still be described as steady. Supplementary calls are now the rule. A marked tendency among late buyers of skates is to order good quality skates, pointing to a demand for quality from the public. Hockey supplies are selling briskly.

GERMAN FIRM OPENS BRANCH.

Montreal, Jan. 18.—Steffens & Nolls, of Berlin, Germany, have opened an office and sample room at 77 Beardmore Building, 59 St. Peter street. Here complete lines of carpenters' tools, machinists' tools, plumbers' tools, furniture fittings, trunk fittings, harness fittings, builders' and contractors' supplies, aluminum ware, cutlery and general hardware are carried, also plates, plain and corrugated sheets, nail wire, and all heavy hardware.

W. Steffens is manager of the Canadian branch, assisted by R. W. Bartram, for some time purchasing agent for the Allis, Chalmers, Bullock Co.

Electrical Men as Electrical Goods Salesmen

Hardwaremen Have Found That it is Wise to Have a Man Who Understands More Than the Rudiments of Electricity Handle This Line—People's Confidence is Thus Gained—They Want to Buy From Men Who Can Explain Their Goods.

"To earn more, learn more." A great deal of truth is wrapped up in these five words which form the motto of the trades unionists. And this truth may be applied in many ways, for instance, it will be seen that to sell more, the merchant and his clerks must learn more. It is not possible for a merchant to be a specialist in every line, but by a wise division of labor he may see to it, that at least one man in the establishment knows a great deal that is to be known about each special line. This is of the first importance, for there are some articles which people will not buy, unless they are convinced that the salesman knows what he is talking about Electrical goods, perhaps, stand out most prominently among this class of goods.

Need an Expert.

Electrical fixtures and specialties are more and more being handled by hardwaremen. Hardly a town of good size now but has one hardware store carrying these lines. The great majority are doing a good business; but those are succeeding best who have among their selling staff some man who is an electrical expert.

Some dealers declare that they would not handle this class of goods at all if they had not a man with a good knowledge of electricity in the establishment. W. F. MacPherson, of Prescott, has a clerk who formerly worked on the town electrical plant. This man can do practically anything in the way of electrical wiring. He can install lights, and can remedy any trouble which may occur. He knows how to explain the workings of the specialties which he is showing to customers. "I think it is practically imperative to have a skilled man to look after the electrical work," stated Mr. MacPherson. "I know we have found this a good system."

Some Install Fixtures.

A great many dealers take this same ground. Some have their men undertake the work of installing the fixtures. Some merely make it a point to refer their customers to some man who will do this work for them well. But all those who have been most successful, have as salesman of the electrical goods, men who know how to explain these; men who will be able to remedy any trouble which may arise. There is nothing which adds to a customer's confidence so much as to have the salesman remedy some little defect. There is nothing which shakes his faith and causes him to think of dealing elsewhere, so much as to find that the man who is recommending him to buy some fixture or some specialty cannot remedy a trifling fault—a burned out fuse, an imperfect connection—which may be found in it.

Electrical Men for Electrical Work.

Every month sees new dealers adding electrical fixtures to their stock. These men should remember that what other merchants have found, will surely apply to them—that is, that it is impossible to obtain the best results unless electrical goods are handled by electrical men. This does not necessarily mean a man who has had a long technical education, but it does mean a man who knows a little more than the rudiments of electricity. It means a man who through natural aptitude or education is able to install fixtures if necessary, and who is able to fix any of the simpler troubles which buyers of the electrical goods may meet.

By "Mack."

I wrote recently of making good resolutions for the year, and since some of the suggested changes and improvements in conducting store management involve perhaps, a greater strain on the will power than can be sustained until attainment is reached, it may predispose to the habit of failure if too large a task is attempted. Sitting quietly in office or at home, a plan to reform habits of many years' standing seems both virtuous and practicable, but when opposed to the friction and obstruction of business and social life, the ability to endure the unaccustomed condition is measured by the strength of will which has been developed. Upon the will showing early signs of fatigue and the hold of the mind on the project in hand weakening, the disposition to regard the object of the good resolution as too high for ordinary folk to reach, presses itself against our imagination and we cease to try, and drop back defeated.

In the circumstances of a merchant of modern time but antiquated equipment and methods the desire for betterment may cause him to register a resolve to emulate the achievement of a more efficient contemporary who has reached a higher position in the business scale through observing and obeying certain inexorable commercial laws. If he has never enumerated his resources by the laborious plan of stock-taking at the outset many irksome features of business detail are certain to rise to the surface and the inclination to return to the old conservatism may here prevail.

Should this unfortunate ending take place then the last state of that man is worse than his first, for he acquires by practice a move intimate acquaintance with failure. Added to the reform just described is another often inaugurated during the early days of the year, the transmutation of credit into cash selling for goods wanted by his customers. The inability to live up to one of these much-to-be-applauded resolutions, causes the abandonment or indefinite postponement of the other. The undertaking was much too large and that which was commendable actually become a bad resolution in its consequences.

The preliminary training of the mental powers to confront the difficulties of the work or the reform that is contemplated would have clearly shown the man what to expect and then believing all that he was able to anticipate regarding the possible tax in his capacity and fortitude, proceeded to perform the task that he has set for himself with perseverance. The same person who abandoned the work of reform in his store would be almost certain to succeed if, upon examining his personal qualities, found that for him the carrying through of the large idea was an impossibility and to outline one of less magnitude that is finishable would result more happily and give him the impulse toward efficiency that was lacking through his being unable to develop the habit of success.

A GREETING CARD.

A handsome greeting card has been received from the officers and board of directors of the Mechanics' Supply Co., Quebec.

The Western Hardware Market Situation

Business is Very Slack Owing to the Weather Conditions—Some Orders Are Being Received for Stoves—People Win Out in Fight With the Railroad Interests.

"Lying around and taking it easy," was the greeting extended by one wholesaler to-day when called upon, and when asked to explain himself, he pointed out that the continued severe weather not only had the effect of delaying shipments and orders by delaying trains, but that in many cases travelers had not yet returned to the road as it was simply impossible to travel especially in the country districts under existing conditions. During the last two weeks they have been busying themselves stock-taking and at the present time the majority of the firms in the city have almost completed this yearly task. Retail merchants in the country are now hard at work summing up their year's trade and from every corner comes the report that a record year has been established. Collections though delayed considerably are, notwithstanding, being met fairly well and it is now agreed that the west will by no means be as bad off as it was predicted some months ago.

Owing to the 30-degree-below-zero weather threshing is completely abandoned and it is the question of the day as to the best treatment to be awarded many thousands of acres of shocked grain still in the country It is expected that this important question will be dealt with on the forthcoming Grain Growers' Conventions and all are watching with great interest.

Some Stove Orders.

As stated before orders have been very light this week and very little is doing. In stove lines, however, a few late orders have been received especially for large ranges and general sorting up orders, and these have been sent out immediately. The continued cold weather has forced many to buy heaters and ranges who had contemplated waiting until next year before making this expenditure. These are about the only lines that show any movement whatever.

The People Win.

At last the western peoples' interests appear to have won out against the railroad interests of the west and these magnates have agreed to supply rolling stock to prevent any serious car shortage again. Not only this but the C.P.R. has already brought an expert from the Chicago terminals to take charge of the work of increasing the local terminals so as to prevent a congestion of cars as occurred last year. It was not till forced upon that the railroads paid attention to the yearly loss which was occurring to western farmers through their neglect.

The Storage of Grain.

The question of storing the grain at the head of the lakes is attracting as much attention as ever. Elevators are already taxed to their utmost capacity and it was hoped that some arrangements could be made whereby the railroads could grant a lower freight rate on grain to Minneapolis and Duluth, thus enabling Canadian grain holders to store their wheat in bond in these large American centres. It has been announced within the last week, however, that the interstate commission has decided that they cannot grant this reduction in freight rates as the question of lowering freight rates on grain for any cause is of such a ticklish nature that it is liable to throw the complete freight system out of gear. When further steps are to be taken is not known at the present time but the case is being watched with interest.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in.,$5.45 ;1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 3c.

Sheet Zinc—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½ ; brass, 77½ ; round head, iron, 82½ ; brass, 72½ ; coach, 67½ per cent.

Terne Plate—I.C., $9.75 ; I.X., $11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25 ; ½ box, $5.50; I.X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $13.50 ; ½ box, $8 ; I.X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Stoves, Furnaces and Cooking Accessories

Allow Margin of Efficiency in Furnace Installations

This is Necessary to Insure Satisfaction, Declares Heating Expert, for Furnaces Are Not Going to be Tended by Skilled Men Who Can Get the Best Out of Them—The Need of Considering the Locality of a House as Well as Its Size is also Emphasized—Points Illustrated by Concrete Examples Which Will Appeal to Furnace Men.

"When it comes to penny-wise pound-foolish policies, when it comes to economy which is the worst kind of extravagance, then recommend me to the practice of putting small furnaces in houses."

The speaker was the Manager of a Montreal furnace supply house. He had received a number of complaints of cold houses, and so, obeying the rule of contrast, spoke with heat.

And what this man had to say is of great interest to every furnace man in the country. He spoke from exprience, and backed up every statement with a concrete example. What he urged was a special consideration of the needs of each building in which a heating plant is to be installed. He urged the necessity of a margin of efficiency—a margin which would enable furnace handled by an unskilled man to give the service that a smaller plant might give if tended by an expert.

Two Heating Systems.

"I put a heating system in my own house, about three years ago," remarked the Manager in question. "My neighbor, who lives in a house equally well built and of equal size, looked at my new plant with interest. 'Why you're throwing money away,' he said.

"Well," said the Manager, "I haven't got any money to throw away, but all the same, I decided I would throw some there. I want my house warm. And," he added, "my house was warm; whereas, a year ago, my neighbor came to me and asked that I get him a larger size of furnace. He had saved a little initial cost, but had been compelled to spend more for coal, and had not enjoyed the comfort of a perfectly warm house.

"Then," continued this heating expert, "there was the case of a friend of mine who bought a house on Dorchester Street. His furnace was not giving satisfaction, and he asked me to come in and look it over. I suggested a larger one.

"'Great Scott!' almost shouted the householder, 'do you think I'm running a coal mine here? I'm burning more coal than I can well afford now.'

"I said: 'what would you think if the larger furnace meant you spent less and not more on coal.'

"'If you make that a guarantee,' the Dorchester Street man said, 'I'll order that larger furnace right away.'

"We seldom do that," the furnace man declared, "but I thought this time it would be all right to break a rule. I gave the guarantee. The larger furnace was installed, and though that winter was an exceedingly bitter one, 3½ tons of coal were saved and the Dorchester House was heated properly for the first time in several years."

Here the Manager of the Furnace Company broke off, to lay the blame for the situation which he was decrying. "The trouble is with the contractors and furnace men," he declared. "They try, many of them, to make a cheap estimate on a job. They figure as closely as possible, and in many cases fail utterly to remember that the furnace is not going to be cared for by a man who knows how to humor it and get the most out of it. They don't consider location either. They seem to think what will do for a ten-room house in one district will do for a house of the same size situated in a more exposed position."

System for an Exposed House.

Again the furnace man illustrated what he meant. "An elderly couple were having a house built on the Boulevard Westmount, which as you know is about as badly exposed a spot as there is in Greater Montreal. The old gentleman came to me with his blue prints and asked me if the heating system there outlined was all right. He said: 'We are not as young as we once were, and we want to be thoroughly warm. I can afford to pay for this comfort.'

"Well," continued the critic, "I looked the system over, and I suggested that he have a larger furnace. The next day I heard from the Architect who had made the plan. The architect questioned my corrections. He said there had been an adequate system prescribed in the first place. I didn't want to interfere, but I did tell that architect that he had outlined a system which would have nicely heated a house of the size in question, had it been situated in a terrace in the heart of Montreal. But such a system would have meant a cold house on the Boulevard—a cold house when the owner wanted a warm one and was willing to pay for the warmth.

Grates Caused Trouble.

"Well, my suggestions were followed; and to show satisfaction was given, I may say that the next year, when the old gentleman was having another house built for his son, he again consulted me on the heating system."

Another point which heating engineers might well bear in mind was brought out by one more story which this man of wide experience recounted.

"It is only a little time ago," he seated, "that I got a letter from an Englishman living in St. John, N.B. This man said he was using one of our furnaces. He said: 'My house is cold, while neighors' houses, no smaller, and served by similar heating systems, are warm.' Naturally, he wanted to know how this was.

"I wrote asking for a plan of the heating system, and this is what I found. In that house there were no less than thirteen open grates. It wasn't the unlucky number which was causing the trouble, but those grates were just sucking up the hot air.

"I suggested to the complainant that he close the flues of all those grates which he was not using. He did this, and wrote me a few days later that the heating system was working perfectly."

A BUSY YEAR.

In reply to the circular letter sent out by Hardware and Metal, the D. Moore Co., Hamilton, stove and range manufacturers, say: "We have found conditions in our field very satisfactory. We have had all the business we could handle until December and shipments and sales have been considerably in excess of the year previous. We are most optimistic regarding the outlook for the coming year."

How Cupid Helped the Stove Campaign

Clerk Tells Novel Story—How a Dealer's Gift of a Range, and the Newspaper Notice of This, Brought a Number of People to the Store to Ask the Young Bridegroom for a Model Similar to the One He Had Received—They Thought He Knew a Stove When He Saw It, and Would be Sure to Get a Good One from His Employer.

"Of course," remarked the head clerk of an Eastern Ontario Hardware Store, "there are all kinds of ways of advertising stoves. But I think the boss and I accidentally hit upon as good a scheme as has ever been worked."

The head clerk chuckled, and the other hardware and stove men who were present calld for a cessation of the chuckle and a continuance of the story. Finally, after more laughter and sundry slaps on the thigh, the clerk regained his composure. "Well," he remarked, "I don't mind telling you the scheme, though the laugh is somewhat on me. It's over now though, so there's no reason why I shouldn't let you all hear."

The Start of it All.

Thus prefixing his narrative the clerk proceeded.

"I was married last spring you know," he remarked in self conscious tones.

"It happens to us all," commented a middle aged dealer, present. "Don't see what your marriage has to do with your stove advertising scheme. Get to your story."

"But I am telling the story," grinned the clerk. "My marriage was the big event, not only in my life but in our spring stove campaign. Sure it was. I'll leave it to the boss."

The boss, being thus appealed to, merely supported the clerk. "You're all right," he said. "But it's your story. Go ahead."

Stove as Wedding Gift.

"Well," continued the clerk. "Before I was married the boss gave me a stove as a wedding present.

"He gave your wife a stove, you mean," interrupted a listener.

The narrator paused, smiled a somewhat sheepish smile, and then continued. "The boss gave me or my wife a stove. I don't care which he gave it to, we've got it. But that isn't the point. The point is that the news of the presentation got into the papers—one of those pre-wedding locals you know. They gave the make of the stove and all.

"I was a little sore at the prominence or notoriety, or whatever you want to call it. But the soreness soon wore off, for reasons which you will very soon see.

"I wasn't away from the store long, and when I got back people began to ask me, 'Frank,' they would say, 'Let us see one of those stoves the old man gave you.' After this remark the clerk looked up suddenly. But "the Old Man" only smiled, so he went on.

Knew All About Range.

"Well, I took those people to see the ranges similar to the one which had been given me—or my wife. 'It must be a good stove, Frank,' they would say, 'or the Old—the boss—would not have given it to you.'

"Naturally, I could tell them all about that stove. I knew more about it than about any other. I could explain all the draughts. I could explain the points which made the somewhat high price necessary.

"How many of those stoves did we sell, Frank?" inquired his employer.

"I'm not going to say," replied the smiling bridegroom, "but I know it was a lot. You see," he continued, addressing the others, "every one in town, practically, had read that local about me getting a stove. I guess they thought, 'this fellow knows a good stove when he sees one. His boss wouldn't have the nerve to give him anything but the best.' So they believed that stove I got was the best, and they came to ask about it. They weren't so far wrong, either," commented the clerk. "The stove surely was a good one. It is giving us fine satisfaction and I guess it is doing the same for all those we sold to.

The Best Ad. Ever.

"But it was this ad. I started in to tell you about," he proceeded. "Did you ever hear of such a business-getter as that newspaper local? We never thought of it as an advertisement, but it surely worked that way. And the best of it is that its effect will probably be lasting, for those people who bought the stove because I got one given me, will tell their friends they have the best range to be had. They'll tell them how they came to get it; then their friends will come and ask for a similar stove."

ALD. CHOWN'S RECORD.

Belleville, Ont.—Ald. R. C. Chown, hardwareman, was head of the waterworks department last year, and he managed it so well that a net profit of $6,649 was shown at the end of the year. In commenting on this, the Daily Ontario says:—"The management of a heavy department like the waterworks means no small sacrifice for a busy man, but the City Council did well in selecting Ald. Chown for the job, and the report shows that Ald. Chown did well for the city."

JACK WILLIAMSON'S PLIGHT.

Toronto, Ont.—Jack Williamson, traveling salesman for the Kennedy Hardware Co., en route for home from the east last week, left his seat for a few minutes, and when he returned, found that his grip was gone. He got the conductor and they finally found the grip—empty. Before the train reached its next stop, they located a suspicious character, who was preparing to get off at Whitby. His pockets were crammed with razors and knives. He restored the goods and was summarily dropped at the first stop.

Catalogues and Booklets

Manufacturers or jobbers sending printed matter for review, should draw attention to the new lines listed; and retailers sending for catalogues or other matter, should write on their regular printed letterhead and mention this paper to make clear that they are in the trade.

Guide for Millmen.

The Simonds Canada Saw Co., Montreal, have sent out their 1912 "Guide for Millmen." The cover contains a panoramic view of the Niagara Falls and the contents are given up to a description of the works of the company at Lockport, N.Y. The booklet makes interesting reading.

Griffin Hinges.

The Griffin Manufacturing Co., Erie, Pa., have issued a neat catalogue illustrating their various lines of hinges, butts, shelf brackets, door bolts, door hangers, track and miscellaneous hardware. The catalogue contains 66 pages, printed on coated paper. It has a complete index, which is found handy in looking up any special line.

Garden and Verandah Seats.

The Stratford Manufacturing Co., Stratford, Ont., have issued a very neat catalogue illustrating their complete line of gilding settees, park and garden seats, folding chairs and tables, suspended verandah seats, chairs for assembly seating, camp and verandah furniture, and ladders for every conceivable purpose. It has a neat green cover and is printed on coated paper. A unique feature of the catalogue is that most of the lines included in the list are illustrated by photographs of actual scenes where Stratford goods are in use. It makes a highly creditable publication.

STOVE AND HEATING MARKETS

STOVE MARKET DULL.

Business in stoves and heating goods is dull. This is the dull season, so the condition of trade does not cause any uneasiness. In some lines, in fact, trade is better at present than usual at this time of year. Manufacturers are confident of an early return of stove activity.

MONTREAL.

Montreal, January 18.—Snow, which has been falling in good quantities here this week, has not harmed business at all, while the improved sleighing has done much to make country business brisker. The cold weather, too, has had its effect upon the stove business, orders for heaters having come in rapidly.

Tin plates have been selling well. It does not seem that there will be any change in the price of these. Owing to the great drop in pig tin the price of plates has been somewhat lowered in England. But that a corresponding reduction will be made here is far from likely. The reason for this is easily understood. When tin plates were being advanced in England, owing to the rapid advance of pig tin, no higher level was fixed in Canada. And now that the lower price is being made in the old land, the former figures are being retained here. Moreover, it is not expected that the present low price of tin will endure long, so a drop could hardly be made with any likelihood of permanence.

Copper Goods Going Well.

Copper goods are moving well. The higher prices fixed seem to have had no effect in this line.

In all departments a fair demand is being experienced—in all, at least, except furnaces. Preparations for spring are being made, and the orders coming to the manufacturing places already indicate that trade during the coming months will be brisk.

Ranges, Heaters and Furnaces.—As far as the ranges are concerned the whole thought is for the future. Sales for this winter are largely over. It is only a few of the most progressive dealers who are getting sales now. The demand is largely satisfied. But the travelers are working hard for orders. They want the retailers to have some of the models on their floor, so that those doing business there will be able to examine the different styles.

Cold Has Helped Heaters.

Heaters have been moving rapidly this last week. January seems a little late for selling these, but it appears the month is never too late when the weather is cold. If people are finding difficulty in heating their houses they are only too glad to consider the purchase of a heater. So, this last few days, the retailers have been making good sales. Their reserve stock has been exhausted, and they have sent supplementary orders to the manufacturers. From the country these orders for heaters have been coming, but somewhat strangely the big demand has been from Montreal itself.

Furnaces are exceedingly quiet. Some contract work is being completed, but few systems are being installed in private houses. Repairing work is being done and the manufacturers are meeting a steady demand for parts.

Gas Stoves Becoming Active.

Gas Stoves.—After hibernating for a few months, this line is becoming active again. A few weeks and it will be possible to instal these stoves in the new houses which have been completed durthe winter. The retailers know this, and so are willing to listen to the travelers advice that they get in orders for some models. They will need these for display in a surprisingly short time now.

Kitchen Furnishings.—Of this class of goods it may be truly said that there is no off season. Some times of the year are better than others—notably spring and fall, but all the year round there is a good demand. It seems that people must replenish their culinary equipment whenever it falls below par, and as pots, pans, kettles and boilers are liable to wear out at any season, there is sure to be a good call the year through. The heavy spring demand is now in sight, moreover, and retailers from all parts of the country are sending in their orders. Some have placed these some weeks ago, and are now calling for delivery. They do not wish to take any chance of being short of supplies.

TORONTO.

Toronto, Jan. 19.—There is more activity in the stove market at present than is usual at this time of the year ; but, to be perfectly frank, that is not saying a great deal. Manufacturers never anticipate an active demand immediately after the first of the year .

It is stated, however, that already there is considerable booking being done for future delivery. The travelers are covering their territory and report better progress than usual.

Ranges.—The demand in this line has fallen off appreciably. A few lone orders are reported by the manufacturers. One or two shipments of large proportions have been made but these have been the exception, not the rule. The range trade will not be particularly active for some time now.

Gas Ranges Selling.

This does not apply to gas ranges. A good demand is now starting for gas stoves and some large orders for spring shipment have been placed. The certainty of a brisk building business this year is responsible for the early interest being manifested in the question of gas stove stocks.

Some Heaters Slling.

Th cold weather has resulted in a prolongation of demand for heaters. Even a few base burners are being sold but the demand centres in oak heaters and the smaller varieties. There has been a big demand especially for oil stoves. They are needed during severe weather for heating single rooms, offices, etc., and for two or three weeks back there has been a fairly consistent call.

Furnaces Dull.

Furnaces.—The end of the furnace season seems to have been reached pretty well. While some orders are still being placed, mostly in Toronto, it is quite apparent that the installation work is now over. Most of the orders filled during the past week were on orders placed earlier in the season.

Plates and Sheets.—Lower prices are being quoted in tinplates, due it is believed to the continued slump in the price of tin. The change is not general, however. There is only a seasonable demand for plates and sheets at the present moment.

Dairying Supplies. — Activity is reported in dairy supplies. Trimmings are being sold in large bulk. Many tinshops are now devoting full time to making up dairying supplies, and this has created a steady demand for trimmings.

Kitchen Furnishings.—There is not a great deal of business being done in utensils and cooking accessories at the present moment. Some good sorting orders are being received, however.

Piston Packing.

J. G. Sims, Little Current, Ont.—"Where can I procure Lindsay Piston Packing ? "

Can any reader give this information?

Methods of Retailing Paints and Varnishes

Paint Dealers Can Make a Dollar a Minute

One Man Did—By Giving an Hour's Consideration Early in January to His Plans for a Paint Campaign, He Increased His Business Fifty Per Cent.—Now is the Time to Make Your Plans.

"That's the fourth paint traveler who has been in here in two days," declared an Ontario hardware dealer the other day, as he turned to greet a representative of Hardware and Metal. The traveling man had just taken his departure.

"Give him an order?" was asked.

"No. I couldn't. And he had a mighty interesting proposition too. But the fact is, I haven't thought of what I'll do in paints this year yet. Until I've gone into it, I won't place any orders."

This dealer was right in one respect It pays to think out your plan of campaign ahead of time. But he was late. He should have done that mental figuring long before. The fact that four travelers had called on him was pretty conclusive evidence that the time for spring ordering had come. Those travelers were getting orders from other dealers.

Hardwaremen who have laid plans yet should get down to work without any more lost time. Collect all the available data and then start to figure out your 1912 paint campaign.

The most valuable information will be found in the lists prepared during stock-taking. Get the facts relating to the paint department and study them up thoroughly. You will find there how much stock you have on hand and, if the inventory has been a thorough one, how much you sold during the year. There will be food for thought in the figures thus supplied.

Then get whatever information is available with reference to building operations during the year. Call up someone you know in the contracting line and talk it over with him He will be able to give you a pretty good idea as to the amount of building to be done during the year. It is important that the dealer should be in a position to judge just about what the demand will be.

Went After the Painters.

The case is recalled of a Manitoba dealer. We will call him Brown. As soon as stock-taking was over last year, he gave an hour or two to each department, planning how he could improve trade in that line during the year. When he came to paints, he gave his stock lists a pretty close scrutiny. Although the total of sales for the year showed up pretty well, Brown knew that he had been getting a small share only of the trade of the master painters in the town. His opposition had managed to get the inside track somehow or other and only an occasional order had come Brown's way. He knew the other dealer was an indifferent salesman; that he depended on selling the master painters their supplies, leaving them to mix up their paint for themselves. Now Brown, himself, was a firm believer in ready mixed paints. "If I can only get the master painters to look at it my way, I can double my paint sales this year," he concluded.

Monday was never a particularly busy day, so he decided to devote an hour or two every Monday morning to calling personally on the master painters. Brown followed this idea up at once. "Nothing like starting early," he thought. The first few calls he used more to get acquainted with the painters than to talk sales. He discussed town topics, only occasionally putting in a word about paint. Gradually, however, he opened out and talked his line of paints to them with all the eloquence of settled conviction. The painters were not easily converted to his way of thinking. They had settled opinions of their own and were perfectly willing to stick up for them. He won a few of them over, however, and gained from most a promise to try his brand of paint on some of their jobs.

His spring business showed an increase of 30 per cent. During the summer months, the increase crept up around 40 per cent. and during the fall he was sailing along with a good 50 per cent. improvement. He is still making his Monday morning calls and finds that even the most obdurate of the master painters are beginning to increase their orders. What is more important, the painters are transferring their trade entirely to him and he is selling more white lead and linseed oil than he ever did before.

A Dollar a Minute.

The improvement in his paint business can be traced back directly to the hour or so that he took early in the year to figuring out plans for the year's campaign. He made considerably more than a dollar a minute that January afternoon.

An hour's careful planning ahead of time will be found more effective than continuous labor later on in the season. Mistakes can be avoided in that way which no amount of hard work can rectify after the season has advanced.

A dollar a minute can be made by every dealer who takes the time to plan out matters ahead. Sales later in the season will prove this.

After the Building Trade.

As stated before, one of the most necessary steps is to ascertain what buildings are projected. It is not difficult to secure this information. Watching the daily papers will be found effective. The newspaper reporter has the faculty of finding out the secrets of the real estate world and getting them into print bright and early. It pays the dealer to clip all items relating to building operations, which appear in the press, and keep them. This is found useful in other departments—builders' hardware, stoves and furnaces.

It will be found useful, however, to keep in touch with the builders and contractors. Information can be secured from them with reference to residences and small buildings, which the newspapers are apt to overlook.

In conclusion, it cannot be too strongly urged that it pays to lay out plans before the selling season begins. And it pays to plan early.

A POWDER PAINT.

The fact is advertised that A. L. Rice, a prominent manufacturer of Adams, N.Y., has discovered a process of making a new kind of paint without the use of oil. He calls it Powderpaint. It comes in the form of a dry powder.

This idea is not a new one, as there are already on the market a number of "dry" preparations, several of which have had good sales in Canada.

PRATT & LAMBERT CONVENTIONS.

The conventions of Pratt & Lambert salesmen at Chicago, Buffalo and New York gave the new year a proper start. This year the usual plan of bringing all men together for one meeting at Buffalo was varied, and three distinct conventions were held.

The first meeting was held in Chicago January 2 and 3, and the men from this

territory gathered at the Chicago office for the business sessions, which were followed by a dinner and a bowling contest at the Chicago Athletic Association.

Then came the convention at Buffalo on January 4, 5 and 6., which was attended by those men travelling the Buffalo territory as well as the new men and the special manufacturing salesmen from all parts of the country. The Buffalo dinner was held at the Buffalo Club and a bowling contest there also supplied the recreation and entertainment.

At the New York office the eastern men gathered on January 9 and 10, and after the business session there was a dinner, long to be remembered, at Delmonico's.

The keynote of these conventions was "Efficiency"—efficiency in manufacturing, sales and advertising. Mr. Andrews, President of the company, gave one of his inspiring talks at each meeting. Mr. McNulty, General Manager, pointed out in detail just how all lost motion in each phase of the business could be and was being eliminated. The extensive advertising campaign for the coming spring was fully outlined.

Prepare for Spring Campaign Work Now

Dealers Do Not Find Time to Make Use of Manufacturers' Literature in the Middle of the Season—Why Not Prepare Lists Now?—Discretion Must be Used.

The excuse—and a poor excuse it is—most frequently urged by retail dealers for not making more use of manufacturers' literature is that they haven't got time.

"I haven't a second's spare time," declared a hardwareman last spring. "I had intended to send out some of the circulars the ——— people supply about their paint, but how can I get out the lists when I hardly have time to snatch three hasty meals each day? I'm rushed to death."

He was. His spring stock had been pouring in on him and only part of it had been unpacked. Customers were keeping his staff of clerks busy at the front of the store. The bookkeeper was away, an attack of influenza or some other spring ailment being the cause of his absence. The sadly worried proprietor hardly knew whether he was standing on his hands or his feet; and there were those two hundred circulars that the manufacturer had sent him, waiting to be addressed and mailed out.

That the circulars were never sent out goes without saying. They finally found the waste basket in all probability. The manufacturers had spent quite a little money in getting those leaflets out too.

On the surface of it, one could hardly blame the dealer. Spring is a busy time and it is not the proprietor's fault if his help take sick in the midst of the season. The dealer was to blame nevertheless.

Avoiding the Rush.

He was to blame for this reason. Earlier in the season, during January and February for instance, he had plenty of time to look after such matters. Why did he not then make out the lists of people to whom circulars were to be sent? The chances are that he never gave a thought to paint all through the comparatively dull trade season which begins around the first of the year and ends with the first sign of spring. It never occurred to him then that he might utilize his time to good purpose and save himself that work later in the season when he could not very well spare the time. As a result, the work was neglected in the end.

What He Lost.

Procrastination is the thief of time and a wholesale purloiner of profits. In this case, it cost the dealer the extra margin of business that the circulars would have brought in. It cost the manufacturer the same. The latter was out the expense of the wasted circulars as well.

It cannot be too strongly urged that dealers should anticipate the rush of work which the spring ushers in by getting as much of it done now as possible. Do not leave it all until the very last moment.

Preparing of Lists.

The preparing of lists is a matter calling for considerable judgment. It does not do to send out circulars to the whole voting list. Some dealers do this. They mail out literature to people who have moved away, to boys living at home, and bachelor denizens of boarding houses. If the list contains the names of people who have died, it is all the same; the literature is mailed out to those names.

It should be borne in mind that only a small percentage of people are paint prospects and it devolves on the dealer to decide who they are. One of the best methods is to take a list of property owners in the district and go over them carefully, deciding just who are likely to invest in paint. Some dealers make a "paint census." That is, they have their clerks make a tour of the streets and mark down the numbers where paint is badly needed. The dealer then sends out literature to the owners.

The circular policy is one which involves considerable loss, insomuch as the literature is bound to fall into the hands of a great many people who have not the remotest prospect or intention of profiting by the information contained. It is doubly important, therefore, that the dealer should exercise care and judgment in compiling his lists.

Finally: do it NOW.

NEW PLANT NEARLY READY.

The new factory of Lowe Bros., Ltd., on Sorauren Avenue, Toronto, is now almost ready for occupancy. All the new machinery and equipment has been installed and the work of moving over from the old factory has commenced. It is expected that manufacturing will start in the new plant in a week or ten days.

The temporary offices on King street will be maintained until the office quarters at the factory have been finished.

THREE GOOD MATCHES AT OPENING OF LEAGUE.

Montreal, January 10.—One tie game, and two other exciting contests, marked the opening of the Wholesale Hardware Hockey League at the Victoria Rink last night. The good crowd which was on hand witnessed a fine evening's sport.

There seemed nothing to choose between the teams representing Frothingham & Workman, and that which carried the colors of the Canadian Fairbanks-Morse, and at the end of play the score stood one all.

The Thos. Robertson team proved a little too strong for the seven men representing James Walker & Co. The game was fast, but the Robertson men got a four goal lead in the first half and were never headed.

The Lariviere Incorporee men, newcomers in the league, showed that they have the required skill. They were beaten by the Starke-Seybold team, it is true, but that means no disgrace. The Starke-Seybold team played great hockey. The final score in this match was 5 to 1.

UNIQUE CASH PAD.

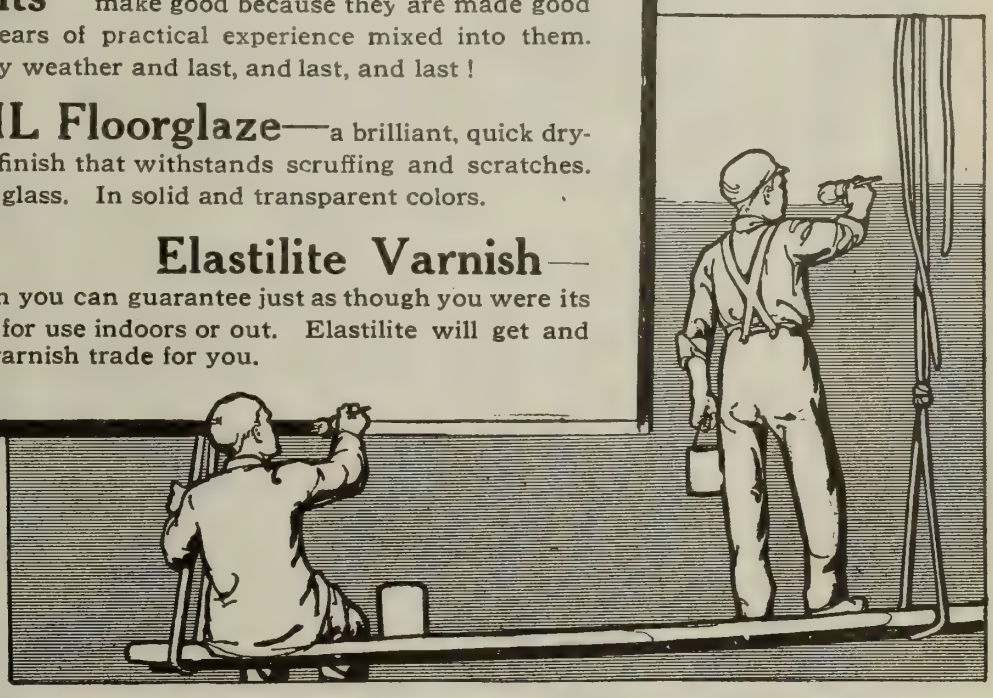
The Canada Glue Co., Brantford, Ont., have issued an attractive and serviceable cash pad to customers and friends. The pad contains imprints of the company trade mark and reproductions of their one pound packages, in the form familiarized through advertisements in Hardware and Metal.

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. **ML Paints** defy weather and last, and last, and last!

ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.



SAMPLES FROM

The Imperial Varnish & Color Co., Limited,

6-24 Morse St., Toronto
108 Princess St., Winnipeg
524 Beatty St., Vancouver

A New Year's Resolution

For the year 1912 we have made the same resolution that we made in 1911, namely, that the high quality of our goods will be maintained down to the minutest detail. We lived up to our resolution last year and we are going to do the same this year. To sell these goods we need your co-operation. We have a good proposition, one that is worthy of your consideration. Let us tell you about it.

THE VARNISH THAT LASTS LONGEST.

The Dougall Varnish Co., Limited

J. S. N. Dougall, President

305 Manufacturers Street, - - - Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

PAINT AND OIL MARKETS

SPRING BOOKING DONE.

The feature in paints and oils has been the amount of spring booking done. Business otherwise is dull.

Turpentine is reported down two cents in Montreal. Otherwise no price changes have been made.

MONTREAL.

Montreal, January 18.—Quietness has marked the paint market during the past few days. There has been no great activity. Neither has there been a rapid fluctuation in prices. The only change noted was in turpentine, and it was not of such a character as to arouse great interest.

The truth is that this has been a quiet week as far as paint is concerned. The heavy snow falls in this section have made traveling uncertain, and some of the travelers did not go out at all. Others could not get about with any rapidity, so the orders coming from this source fell off materially.

Large Spring Orders.

Some large orders for spring delivery have been coming in. Indeed this is where the interest centres at present. The selling being done at the present time is not great; but the thoughtful dealer, by ordering early, is securing his spring supply in good time, and is enabling the manufacturer to prepare so that supplimentary orders will receive prompt attention.

White Lead.—No material change has occurred as far as pig lead is concerned, so the price asked for white lead remains steady. There seems little likelihood of a change in this line.

The demand for white lead continues good. It has been a remarkably good seller throughout the fall and winter. Everything seems to point to a busy year's business.

Linseed Holds High.

Linseed Oil.—Here there has been some fluctuation, but little actual change. Still reports are being received about the Plata crop, and it appears that this is not to be as large as was at first hoped. In a way the scarcity will not affect Canada, for the western seed is sufficient to supply the local crushers. But if the scarcity in England forces the price up there some exporting from Canada may result which would naturally cause a higher level here. There is not the close relation between English and Canadian prices that there was, still a certain sympathy exists. Present quotations are raw, 95c., boiled in oil, 98c.

Turpentine.—A drop here from 72 to 70 cents seems without much cause. More firms are offering turpentine now than formerly. Perhaps this is producing the effect. It is not so much that the supply seems greater, as that there is a greater competition.

Future in Doubt.

The future of turpentine seems uncertain. It would appear that the prices will drop somewhat lower, but this is a hard product to understand.

Putty.—Some demand was stirred up last week by reason of the cold weather. Any chinks which there were in doors or window casements had to be closed up to keep the cold air out. In the case of cracks, putty could be used, and so the demand for it became somewhat brisker.

Glass.—The heavy ordering is over until spring. But still glass is being sold. There are continually repairs to be made. Great energy, however, is now being expended on business for the coming spring. Travelers are booking orders, and the size of these, even at this early date, indicates the general feeling that building will be carried on extensively during the coming spring, summer and fall months.

Some Big Orders.

Mixed Paints.—Orders here are coming in for spring delivery. Some concerns report fine business—orders of car load lots and quantities nearly as large. As far as present retail sales go business is quiet. Varnishes and Japans are selling pretty well, so is white lead, but paints are inactive.

TORONTO.

Toronto, Jan. 19.—Business is looking up in all lines. Booking for spring delivery is becoming more or less general and there is also a surprisingly good demand for immediate shipment. On the whole, jobbers and manufacturers are well satisfied with the trend of trade.

No price changes are quoted this week but developments in some lines are expected very shortly.

Oil Selling Well.

Although the demand for linseed oil has been small from the painters, owing to the extremely cold weather, the demand has been quite equal to the supply, due to the fact that the manufacturers have been making contracts and using considerable oil. Prices locally are firm with no change. Prices in Great Britain have declined slightly.

Turpentine is Steady.

In regard to turpentine, prices have remained steady, the advance that was expected not having taken place. This is partly accounted for by the suit instituted by the American government. Weather conditions in the southern states are such that the business of producing turpentine and rosin has been practically at a standstill since December 20. There has been an extraordinary amount of rainfall and it has been next to impossible to do any work in the low-lying lands of Georgia and Florida. If this state of affairs continues the prices of both turpentine and rosin will likely be advanced. It is claimed that the export of turpentine for the year 1911 from Savannah and Jacksonville has been about 20 per cent. more than it was in either of the years 1909 or 1910.

The demand for turpentine locally has been heavy during the past week.

Extraordinary Rosin Price.

Rosin.—A week ago the speculators in Savannah and Jacksonville ran the price up to an extraordinary figure. The same conditions that have affected turpentine the past week have affected rosin and a slight decline has taken place of about 10 to 15 cents per barrel on common rosins. The finer grades, however, do not seem to have been affected in this way.

Smaller Demand.

The demand is smaller. Dealers are showing some hesitation about ordering for spring trade and it is believed that they are holding off in the expectation of lower prices prevailing. The tendency toward easier quotations in pig lead has helped to create this impression.

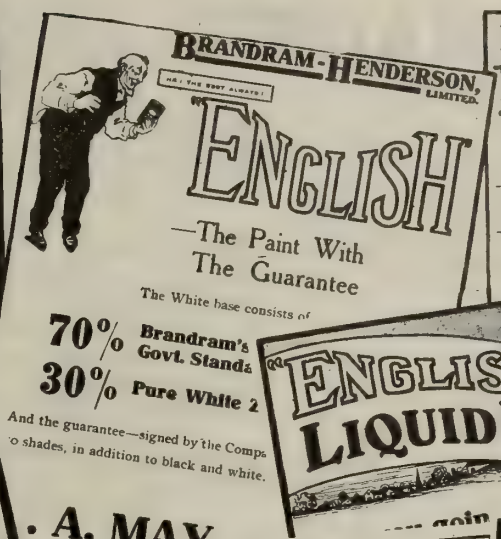
Glass.—The amount of business being done is now small. Some orders have been placed but they have been largely of the sorting order. Talk of higher prices is still heard.

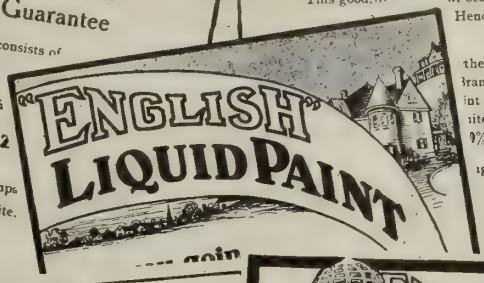
Putty.—The situation here shows no change, business being light. Standard putty is quoted as follows: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Spring Booking in Paint.

Quite a little spring booking is being done but there is also quite a little interest being shown for immediate delivery.

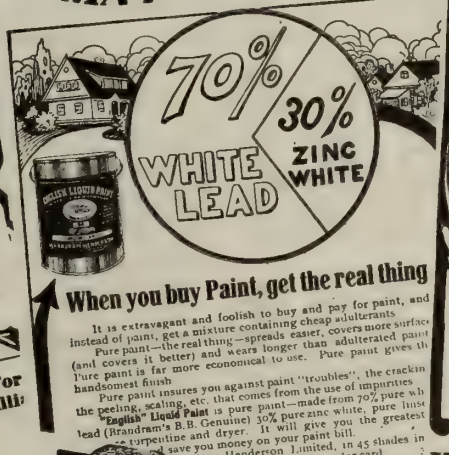
Mr. Coleman, of Elma, a former hardwareman of Listowel, is in poor health. He is visiting at the home of his son, W. H. Coleman, Listowel.





Brockville.

A. MAV



J. & T. M. Piper, For Willi

H. W. RALPH, Dundas.

Maxime Dube, Montmagny.

Turner & Co., Truro.

One of the B-H Selling Helps

Well-written, illustrated ads. run in newspapers throughout Canada by Brandram-Henderson, Limited, to help Agents for B-H "ENGLISH" Paint to get the largest share of the paint trade of their territory.

Write for the B-H Agency Proposition

BRANDRAM-HENDERSON LIMITED

MONTREAL HALIFAX ST. JOHN TORONTO WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c; White Brass, 48c; Metal ic, 45c; Special, 33c; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

			Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..			2 20	2 20
Heads, per 100 lb			2 45	2 45
Tank plates, 3-16 inch			2 30	2 40
Tubes per 100 feet,	1½	inch ..	9 50	9 00
" "	2	" ..	8 25	8 50
" "	2½	" ..	10 50	10 00
" "	3	" ..	12 00	12 10
" "	3½	" ..	15 00	15 30
" "	4	" ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 21
Rods, base ½ to 1 inch, round..	0 16	0 18
Tubing, seamless base, per lb		0 21
Tubing, iron pipe size, 1 inch base..		0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water ga te valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montrea

COPPER

	Per 100 lb.
Casting ingot	15 00
Cut lengths, round bars, ½ to 2 in.	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1	....	19 50
" " No. 2	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles .... base	2 50	2 50
Common bar, per 100 lt	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird		0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90	
All bright, 52 sheets	3 70	4 00	
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

'Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch ..	$ 5 50	68 p.c.	51 p.c.
½-inch	8 50	71 p.c.	61 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 5	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 50	4 50
Imported pig, per 100 lb	4 60	4 60
Bar pig, per 100 lb	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll..	5 20	5 00
Sheets, 3 to 6 lb. ft	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—		
I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne.

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, "
} 7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	7 75	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½. $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $2 10; No 19, $2 80 Al. prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

		In casks per lb
Sulphate of copper (bluestone)..	....	0 07
Litharge, ground	....	0 05
" flaked	....	0 05½
Green copperas (green vitrol)	....	0 01
Sugar of Lead	....	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	....	0 09
Chrome yellow, pure	....	0 18
Golden ochre, pure	....	0 11
French ochre, pure	....	0 09
Chrome green, pure	....	0 11
French permanent green, pure..	....	0 15
Signwriters' black, pure	....	0 17
Marine black, 25 lb irons	....	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.)	1 80
Cee Pee Co. enamel	4 50

GLUE.

		Per lb.
French medal	....	0 10
German common sheet	....	0 10
German prima	....	0 15
White pigsfoot	0 15	0 20
Brantford medal	....	0 10
" golden medal	....	0 11
" brown sheet	....	0 10
" golden sheet	....	0 13
" gelatine	....	0 22
" white gelatine	....	0 20
" white glue	....	0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	....	0 13
XL	....	0 11½
CL	....	0 12
C	....	0 11½

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¾	0 18¾
Packets, 1-lb., 100 in case	0 20¾	0 20¾
" ½-lb., "	0 22¾	0 22¾
Tins, 1-lb., 100 in case	0 21¾	0 21¾

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base	....	2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)	....	1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C		1 65
Brandram-Henderson's "English."		1 95
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand	1 60	

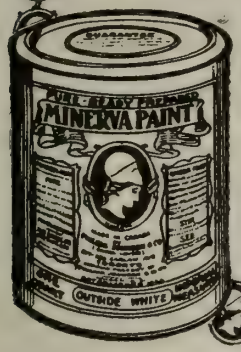
Co-operation Our Watchword

Having perfected our product and methods of distribution we have devised the most extensive and effective selling helps ever introduced, which make the

MINERVA PAINT PROPOSITION

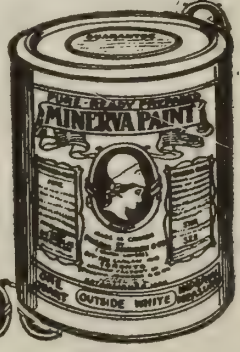
a live wire for progressive dealers.

"Minerva" Paints and Paint Specialties are backed by 78 years' reputation for quality, and each can is guaranteed and contains Full Imperial Measure. **Compare size of our cans and contents with others. They speak for themselves.**



Attractive folders, counter display cards, forceful consumer advertising, window trims, metal signs and other selling helps are provided the dealer free of all charge.

We will be at the Hardware Convention.



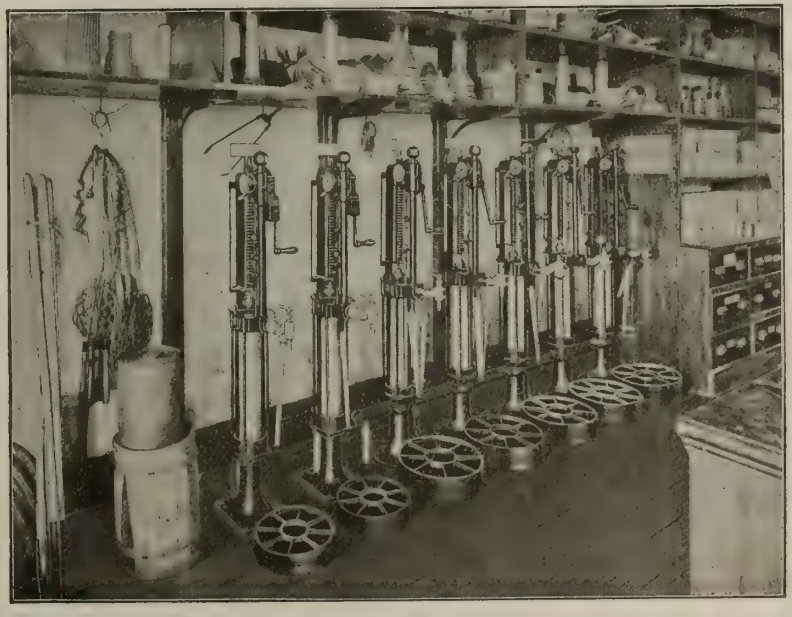
PINCHIN-JOHNSON CO. (Canada), Limited

377-387 Carlaw Avenue, - - TORONTO

Established in England in 1834

This Illustration was made from a photograph of a Bowser installation for

Mr. Samuel Hobbs,
1434 Queen St. W.,
Toronto, Ont.



This system handles

Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 Fraser Avenue

PLASTER OF PARIS.

Per barrel	2 30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine, single barrels	0 70	0 73
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil, " raw	0 95	1 00
" " boiled	0 98	1 03
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	[illegible]
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Co's "Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40	2 85
41 to 50	3 25
51 to 60	3 56
61 to 70	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White	7 00	7 15
Elephant Genuine	7 00	7 15
C.P.C. decorators. pure	6 90	6 75
Moore's Pure White Lead		6 90
Lily Pure	6 30	6 90
Tiger Pure	6 30	6 65
Monarch (Windsor)	....	6 50
Essex Genuine (Windsor)	..	6 90
Brandram's B. B. Genuine	7 75	7 90
"Anchor," pure	6 50	6 90
Ramsay's Pure Lead	6 30	6 90
Ramsay's Exterior	5 80	6 90
C.P. Co.'s Decorators' Pure	6 30	6 90
Crown and Anchor. pure	6 50	6 65
Island City Decorators' Pure	6 50	6 65

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws. new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre. per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs.	1 10

Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch .... per gross	8 00
" " ½ " "	10 50
" " ¾ " "	13 50
Leather, 1-inch .... per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16 in. $10.20; ½-in. $11.40 9-16-in. $13.2; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. .... per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 .... per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co.,"Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c. per lb.

Amatite ROOFING

AMATITE has a real mineral surface and therefore needs no painting.

There have been other ready roofings in the past which had a mineral surface, but they were not practical.

Amatite, however, is successful because the mineral matter is embedded in *pitch*. Pitch is very tough and has great adhesive power. Year after year these roofs will give faultless service without anybody giving a thought to them. This is the kind of roofing to have! The day of these smooth coated roofings that require a heavy coat of paint every year or two is past. They cost too much to maintain. More money can be spent on the paint alone during ten years than a new Amatite roof would cost.

A free sample of Amatite Roofing and further information can be obtained by addressing the nearest office.

Everjet Elastic Paint. A very low-priced black paint—very tough and durable. Stands heat so well that it can be used on boilers. For wood or metal, ready roofings, fences, iron work, farm implements, tanks, etc.

THE PATERSON MANUFACTURING CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

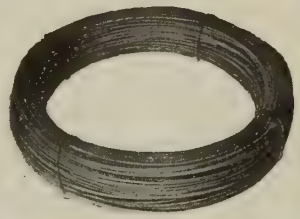
We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost---a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.



THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

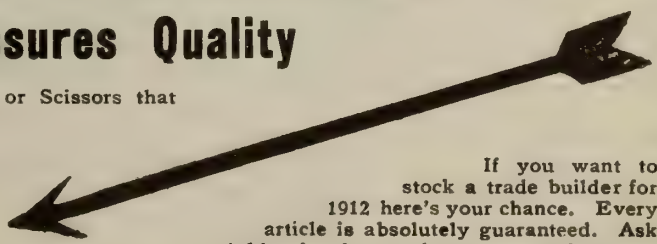
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

The Name "HEINISCH" Assures Quality

when it is applied to Tailor Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

85 years of practical experience in their manufacture accounts for their superiority over other makes.



If you want to stock a trade builder for 1912 here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.

R. Heinisch's Sons Company

Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz … 0 40 0 75
Mincing knives per doz … 0 50 0 90
Potato mashers, wire, per doz… 0 60 0 70
" wood " … 0 50 0 80
Vegetable slicers, per doz … 2 25
Universal meat chopper, No. 1… 1 15
Enterprise chopper, each … 1 30
Spiders and fry pans, 50 and 5 p.c.
Star A1 chopper 5 to 32 … 1 35 4 10
" 100 to 103 … 1 35 3 00
Kitchen hooks, bright … 0 60
Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast….per doz. 6 75
Lift Tubular and Hinge Plain, " 6 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from … 12 00
Axes, dozen, from … 6 50
Axe handles, dozen, from … 1 15
Cross cut saws, per foot … 0 25 0 43
Axe wedges, dozen … 0 25
Ball and heel calks … 4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz … 1 25
Carpenters', round hickory, 6 in., per doz … 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz … 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste … 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz … 1 20 1 50
Folding ironing boards … 16 25 18 00

NAILS

	Wire
1—1¼ inch	3 35
1½ inch	3 00
1¾—1⅞ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ….per 100 lb… 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen … 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent

PLOUGH LINES.

Russian snap … per gross 30 00
Indian snap … 25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS. per doz.

Boker's … 7 50 11 00
" King Cutter … 15 00
Henckel's … 7 50 20 00
Clauss automatic safety … 27 00
Clauss perfect stropper … 16 00
Gillette Safety, each … 3 75
Clauss Razors and Strops, 50 per cent
Ever Ready Safety … 9 00

ROPE AND TWINE.

Sisal rope … 0 08½
Pure Manilla rope … 0 10½
"British" Manilla … 0 08½
Cotton, 3-16 inch and larger … 0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.
Lath yarn, single … 0 08
Lath yarn, double … 0 08½
Sisel bed cord, 48 feet, per dozen… 0 65
Sisel bed cord, 6 feet, per dozen… 0 80
Sisel bed cord, 72 feet, per dozen… 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb… 0 27
Wrapping, cotton, 3-ply twine … 0 26
" " 4-ply twine … 0 30
Mattress twine, per lb … 0 45
Staging " " … 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz … 1 15
Ivory, No. 1282, 2 foot, each … 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished….per set 0 80
" No. 50, nickle-plated, " 0 85
" handles, japaned, per gross 8 40
Common, plain … 4 25
" plated … 5 50
Asbestos, per set … 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each. per 100 lb … 2 25
Sectional, ½ lb. each, per 100 lbs… 2 40
Solid, 3 to 30 lbs… 1 55

SASH CORD.

No. 8, per lb … 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS Doz

Common doors, 2 or 3 panel, walnut stained, 4-in. style … 7 80
Common doors or 3 panel, grained only, 4-in. style … 8 10
Beaver window screens, 14x18, open 28½ inches … 1 60
Perfection window screens, 14x15, open 22½ inches … 1 80
Model window screens, 14x22, open 36½ inches … 2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.

Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS Per cent

Wood F.H., bright and steel … 85 and 10
" R.H., bright … 80 and 10
" F.H., brass … 75 and 10
" R.H., brass … 70 and 10
" F.H., bronze … 70 and 10
" R.H., bronze … 65 and 10
Drive screws … 85 and 10
Set, case hardened … 60
Square cap … 50 and 05
Hexagon cap … 45
Bench, wood, per doz… $5 00
" iron, per doz… 4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen … 0 65 1 00
North Bros., No 30, per dozen … 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ….per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES

Poultry netting, 100 lbs … 5 70
Bed, 100 lbs., No. 14 … 6 75
Blind, per lb … 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths … 7 62
7 inch … " " … 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common….per doz. 1 22
7-inch … " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock … 18 75

STONES—OIL AND SCYTHE.

Washita … per lb. 0 25 0 37
Hindostan … " 0 06 0 10
" slip … " 0 18 0 20
" Axe … " … 0 10
Deer Creek … " … 0 10
Deerlick … " … 0 25
" Axe … " … 0 15
Lily white … " … 0 42
Arkansas … " … 1 50
Water-of-Ayr … " … 0 10
Scythe … per gross 3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each… 0 94
" steel, No. 264, 66 ft., each … 3 50
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821… 1 95
" Steel, No. 1840, 50 feet …

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE) Doz

Out O' Sight Mouse Traps … 60
" " Rat Traps … 1 20
Easy Set Mouse … 0 45
" " Rat … 0 95
Blizzard Mouse Traps … 0 45
" Rat Traps … 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers … 0 80

VISES

Per pound … 0 12 0 12½
Hinged pipe vise, 25 lbs … 3 55
Saw vise … 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario … 41 25
Round, re-acting, per doz … 81 25
Square, re-acting, per doz … 77 50
Dowswell … 52 50
New Century, Style A … 101 25
Ideal Power … 180 00
Daisy … 73 25
Stephenson … 74 00
Puritan Motor … 165 00
Connor, improved … 52 50
Ottawa … 55 00
Connor Ball Bearing … 112 50
Connor Gearless Motor Washer … 189 00
20 per cent.

WRINGERS

Royal Canadian, 11 in., doz … 47 75
Eze, 10 in., per doz … 46 75
Bicycle, 11 inch … 60 50
Trojan, 12 inch … 100 00
Challenge, 3 year, 11 inch … 53 25
Ottawa, 3 year, 11 inch … 58 25
Favorite, 5 year, 11 inch … 61 75
20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen … 21 20
Garden, steel wheel, dozen … 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in… 0 70
" " " 34 in … 1 00
" " " 36 in … 1 25
" " neckyokes, 36 in … 1 05
" " doubletrees, 40 in … 0 95
" " lumbermens, 44 in … 1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval aud round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

Paint Success

Always with a Ramsay Paint agency goes success. It is very simple. Ramsay's Agents carry nicely labelled goods. Ramsay's advertising prompts a quick sale. The color cards and schemes help a customer to decide. Then there is no haggling over the price. Ramsay's Paints are reasonable for pure paints, as everybody knows. The quality always satisfies, and there is a reputation and a guarantee behind them. A Ramsay Paint agency carries besides mixed Paints, those well-known lines, Ramsay's Varnish Stains, Ramsay's Enamels, Ramsay's Leads, Ramsay's Carriage Paints, Ramsay's Oil Colors, every one of them money makers and quiet satisfaction. Ramsay's Catalogue is brim full of interesting sellers. Are you interested?

A. RAMSAY & SON CO.

MONTREAL

Paint Makers since 1842

WESTERN DISTRIBUTORS

A. McBride & Co., Ltd., - Calgary
Revillon Bros., Ltd., - Edmonton
Bogardus-Wickens-Begg, Ltd., Vancouver

Trade Mark Reg'd 1877

"DOMINION"

"The Crown of Quality"

Galvanized Canada Plates

"DOMINION CROWN" work up quicker and easier than ordinary brands.

Have your jobber supply them

A. C. LESLIE & CO., LIMITED

MONTREAL

You Must Prepare

for the Spring Painting Season by putting in a stock of Paints that have a record of good service and bring you good profits.

Stephens

Pure Ready Mixed PAINT

has been on the market for over thirty years. Endorsed by practical painters.

It is of one quality—the best, and sells at a price that appeals to most customers.

Drop us a card and we will mail you color cards and particulars.

G. F. STEPHENS & CO.,

LIMITED

WINNIPEG CANADA

BRANCH AT CALGARY

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Star Expansion Bolt Co., New York

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Henry Rogers, Sons & Co., Montreal

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Buffalo Mfg. Co., Buffalo, N.Y.

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Dominion Belting Co., Ltd., Hamilton
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Belting, Hose, etc.

Gutta Percha and Rubber Mfg. Co., Toronto

Binder Twine

Consumers Cordage Co., Montreal
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E. T. Wright & Co., Hamilton

Boilers and Radiators

Pease Foundry Co., Toronto
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Bolts and Nuts

London Bolt and Hinge Works, London, Ontario
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Bolts—Expansion

Star Expansion Bolt Co. New York

Brass, Sheets, Tubes and Rods

Tallman Brass & Metal Co., Hamilton

Brass Goods

Jas. Cartland & Son Ltd., Birmingham, Eng.
Taylor-Forbes Co., Ltd., Guelph, Ont.
Tallman Brass & Metal Co., Hamilton

Bridle Rings—Galvanized, Brass and Plain

Star Expansion Bolt Co., New York

Brushes

Boeckh Bros. Co., Ltd., Toronto
Stevens-Hepner Co., Port Elgin

Burners

Ontario Lantern and Lamp Co., Hamilton, Ont.

Builders' Tools and Supplies

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Caverhill, Learmont & Co., Montreal
Frothingham & Workman, Ltd., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lufkin Rule Co. Saginaw. Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.
Taylor-Forbes Co., Guelph, Ont.

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Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel

Hamilton Brass Mfg. Co., Hamilton

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Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Heaters.

Chicago Flexible Shaft Co., Chicago

Carriage Springs and Axles

Guelph Spring and Axle Co., Guelph.

Cartridges

Dominion Cartridge Co., Montreal.

Cash Registers

National Cash Register Co., Toronto

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Corbett Foundry & Machine Co., Owen Sound

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Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
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B. & S. H. Thompson & Co., Monsreal

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Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd , Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds

American Shearer Mfg Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks

The Western Clock Mfg. Co., La Salle, Ill.

Clothes Line Reels

Corbett Foundry & Machine Co., Owen Sound

Clothes Reels and Lines

Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton.

Clothes Wringers

Cummer-Dowswell Ltd., Hamilton, Ont.
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Plymouth Cordage Co., N. Plymouth, Mass.

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McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

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Thos. Davidson Mfg. Co., Montreal.
McClary's, London. Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Frothingham & Workman, Ltd., Montreal
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Howland, H. S. Sons & Co., Toronto.
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F. W. Lamplough & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

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Wm. Keating, Toronto

Door Hangers

F. E. Myers & Bro., Ashland, Ohio
Richards Wilcox Mfg. Co., Aurora Ill

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Star Expansion Bolt Co., New York

Drills—High Speed

Alexander Gibb, Montreal

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Hero Mfg. Co., Philadelphia

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Canadian National Carbon Co., Toronto

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Canadian Hart Wheels Limited, Hamilton, Ont.

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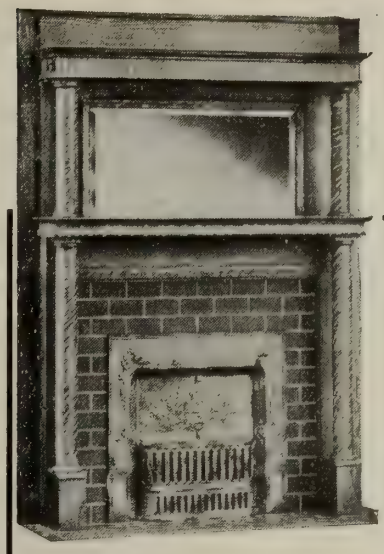

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Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol. Eng.
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Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

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Dennis Wire & Iron Co., London, Ont.

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Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

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Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa

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Corbett Foundry & Machine Co., Owen Sound

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White Mop Wringer Co., Fultonville, N.Y

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Steel Co. of Canada, Limited, Hamilton

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Wright, E.T., & Co., Hamilton, Ont.

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Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
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Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F., & Co., Toronto.
Corbett Foundry & Machine Co. Owen Sound

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Dennis Wire & Iron Co., London, Ont.

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W. T. Bigsby & Sons, London, Eng
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Pinchin Johnson Co., Toronto
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Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

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Greening, B., Wire Co., Hamilton

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Steel Co. of Canada, Limited, Hamilton

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International Tool Co., Detroit

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R. McDougall Co., Galt, Ont
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Canadian Fairbanks-Morse Co., Ltd., Montreal

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Steel Co. of Canada, Limited, Hamilton

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Canada Wire & Iron Goods Mfg. Co., Hamilton

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Canadian Hart Wheels, Ltd., Hamilton

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Canadian Supply Co., Toronto
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McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

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Jas. Chesterman & Co., Ltd., Sheffield, England

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Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

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Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
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Henry T. Seymour Shear Co., New York
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Lundy Shovel & Tool Co., Ltd., Peterborough

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T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
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E. T. Wright & Co., Hamilton

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Chicago Spring Butt Co., Chicago, Ill.
Taylor-Forbes Co., Ltd., Guelph, Ont.

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Steel Co. of Canada, Limited, Hamilton

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Alexander Gibb, Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

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Canadian Heating & Ventilating Co., Owen Sound
David & Thos. Mfg. Co., Montreal.
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Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co, New York

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Taylor Forbes Co., Ltd., Guelph, Ont.

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Woodstock Wagon Co., Woodstock

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Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Wm. Stairs Son & Morrow, Halifax

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Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

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Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Stee Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton
Wire Goods Co. of Canada, Montreal

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WAREHOUSE AND FACTORY HEATING SYSTEMS. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

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HARDWARE MAN, young, energetic, with thorough knowledge of the trade, will accept position February 1st. Best references from present employer and others. Apply Box 622, HARDWARE AND METAL, Toronto.

SCOTSMAN, aged 26, who is junior partner in large London hardware store, is desirous of obtaining post with sound Canadian house, wholesale or retail, with a view to partnership or opening branch business. RANKIN, 200 High Road, Wood Green, London, England. (4)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS AND PAPER HANGERS—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paper hanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

Interested?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches All These Men

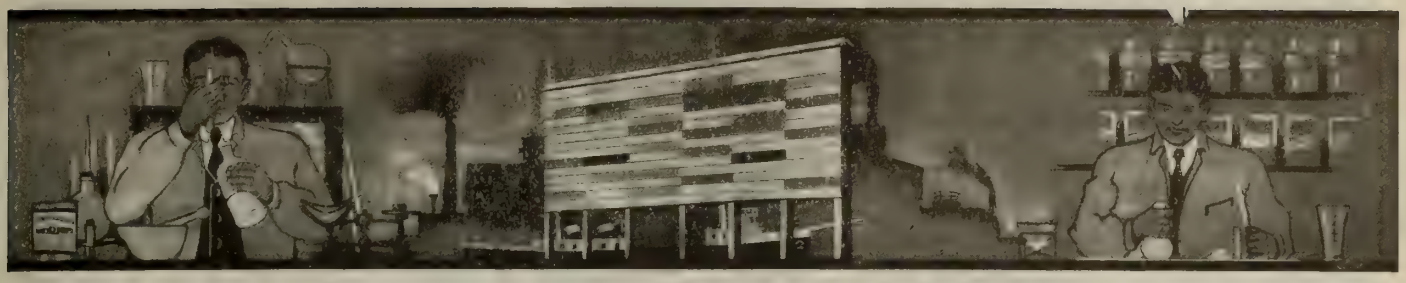
RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.



Why do the Martin-Senour Paints bring customers back?

See what we are doing to keep up their quality, then answer that question for yourself.

Our chemists test all Linseed Oil and Dryers before they go into our storage tanks. If they do not test perfectly pure they are rejected. This protection for the dealer takes a slice from our net profits, but we have found it pays in the long run to co-operate with him by looking out for his interest.

The finished product is thoroughly tested to withstand the bite of inclement weather — to defy the destroying elements of sun, rain, and the gnawing tooth of time.

Martin-Senour Paints are not merely a mixed compository, but they are paints that are built upon a scientific basis — to render a given amount of service.

Permanent Color is just as important to the dealer as the durability. Even though the paint may protect the surface, if the color fades the property owner thinks the paint has lost its protecting qualities. Every shipment of dry colors is carefully tested — if it comes up to the standard it is passed on to the mills, otherwise it is rejected.

We believe you can now guess the answer very easily.
Don't you think this protection is a feature that deserves your worthy consideration, and is a very good asset to your paint business?
We also have an advertising campaign that sends you *new customers*.
Let's hitch together, we'll make a good team.

THE MARTIN-SENOUR CO., Limited

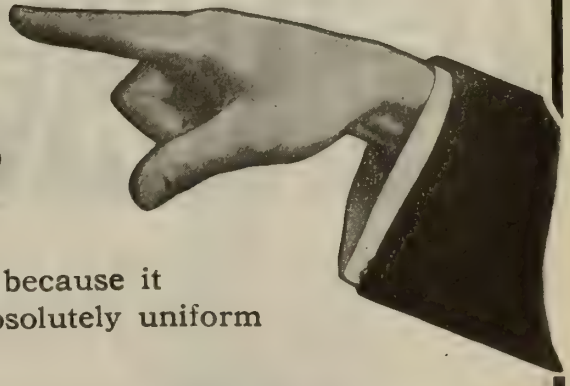
Pioneers of Pure Paint

MONTREAL **CHICAGO** **WINNIPEG**

Dealers! Dealers! Don't You Know

that there is big money in selling

ROGERS' Portland Cement?



Engineers and architects specify this brand because it has great stability, great strength, and is absolutely uniform in its action.

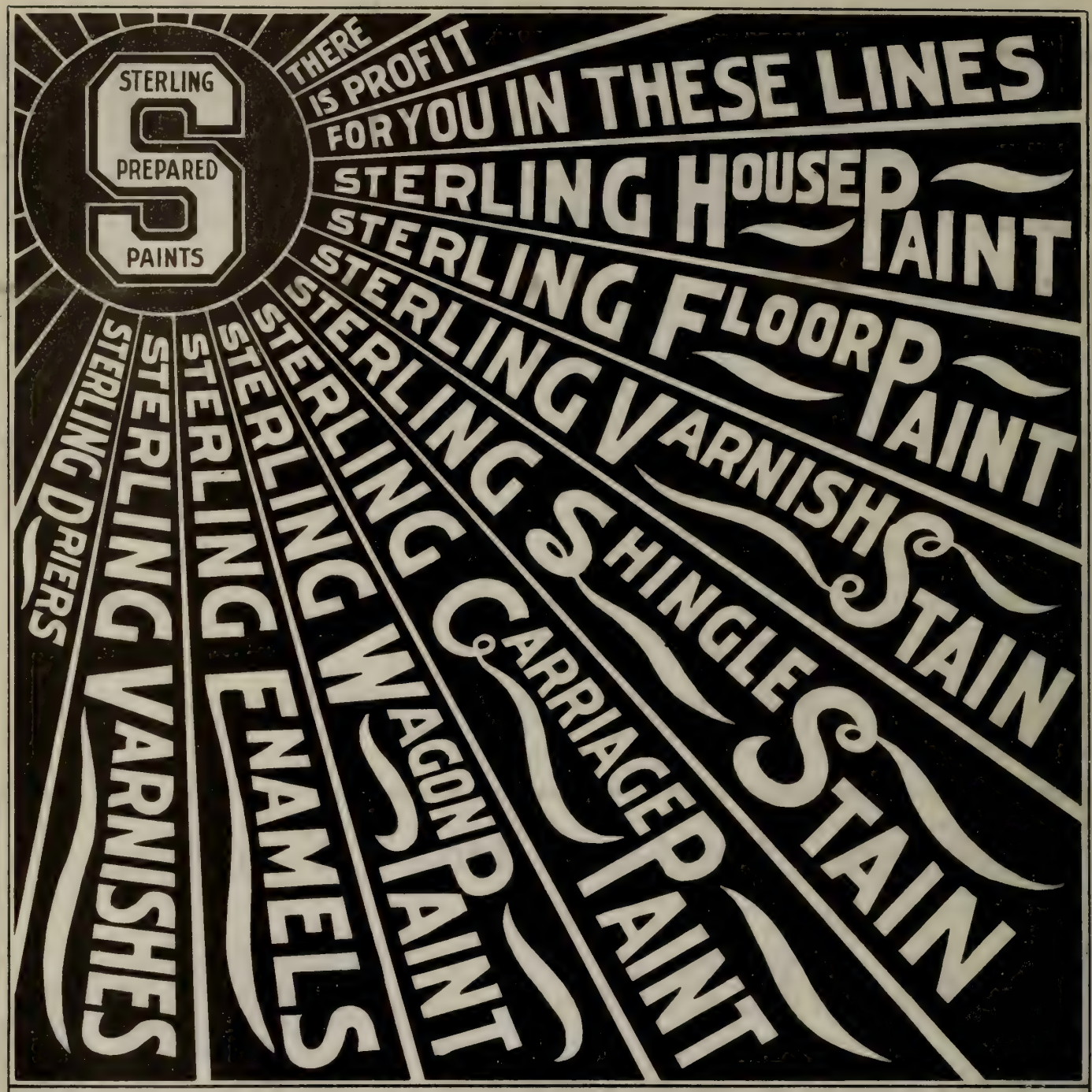
Our proposition will appeal to you, Mr. Dealer, if you have an eye for making money.

Our prices are right. Try us for quick service.

ALFRED ROGERS LIMITED

28 West King Street, Toronto

N. J. DINEEN & CO., Western Sales Mgrs., WINNIPEG



We are looking for a few more to join the happy "STERLING" family. Why not be a member?

It is the end of paint worry, and the only sure way to PAINT HAPPINESS.

Write us for particulars

CANADIAN OIL COMPANIES Ltd.,

Toronto

Halifax, St. John, Montreal, Quebec, Winnipeg, Calgary, Edmonton
Hamilton, London, Ottawa

A TIP FOR 1912

Buy the Queen Square Fruit Jar

The biggest selling Lightning Style Jar in the United States and Canada. This jar is tried and true and should not be confused with the ordinary type of jar.

Made in clear white flint glass, with wide mouth, seamless rubber base and smooth polished top. Has the adjustable fastener.

Insist on the Genuine. Beware of Imitations. There is only one "Queen"

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U.S.A.

For sale by all first-class dealers in Canada and United States.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

You cannot make a

Clean Sweep

with a poor broom.

Every woman desires her house to be swept clean and it is therefore important that every dealer should supply his customers with the best Broom to be had.

There is no surer way than by handling only the

Keystone Brand

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO

Test it at our Expense!

It's not difficult to make a claim, but it's often a hard matter to make that claim good.

Our special treatment and ageing of the oil used in

TRADE ELASTICA MARK

FLOOR FINISH

have produced a varnish that won't crack or turn white, but remains elastic and waterproof for all time.

Try this test! We will send you a piece of paper treated with two coats of "Elastica." Bend it, crumple it, roll it in a ball, and the paper won't crease and you can't find a single crack in the "Elastica."

These are mighty fine talking points for your customers.

Recommend "Elastica" and reap the extra good profit and satisfaction resulting from its sale.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

New York, Chicago, London, Berlin, Brussels, Melbourne.

"Elastica" stands the rocks.

JAP-A-LAC

Is a More Profitable Proposition For You NOW Than Ever Before

If you don't know our **new** and astonishingly generous discounts on Jap-a-lac---write us.

Use the attached coupon.

Don't lose another minute of your good time, or another cent of your good money.

Don't experiment with imitations.

The attached coupon will bring you, by return mail, full details of the biggest, best and broadest money-making proposition we ever made.

Let us explain our proposition.

Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Toronto, Canada

Gentlemen:
Send me full information of your new offer to the trade on Jap-a-lac, understanding it will place me under no obligations.

Name.....

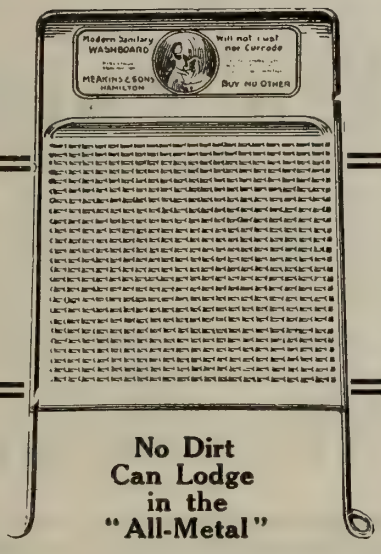
Address.....

THE GLIDDEN VARNISH CO.

Factories:—Toronto, Ontario Cleveland, U.S.A.

Branches:—London New York Chicago

Nowadays Home Management is a Science



No Dirt
Can Lodge
in the
"All-Metal"

MEAKINS' SANITARY WASHBOARDS

have no joints or wooden parts to catch and hold the dirt or germs, which means it is sanitary.

Meakins' Sanitary Washboards are built upon scientific principles. They are made in one piece, will not rust or corrode, have no nails to come loose or rough edges of zinc to cut hands.

Meakins' Sanitary Washboards command a steady sale, which will pay you well to stock.

Ask us for Particulars and Prices

Meakins & Sons
Hamilton, Ont.

The Trade-Mark on Varnish is Much More Important than Some of Your Clerks Realize.

The outside of the can is all your customers see when they buy varnish.

And that's *all* they need to see or need to know when you offer them Berry Brothers' Trade-Mark Label.

Wide-spread advertising in which the can itself is given first prominence has made the Berry Brothers' Label better known than any other on the market. It's a popular trade-mark, recognized at sight.

That's why you should see it is given a prominent place on your shelves.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK
For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH
For the finest rubbed or polished finish on interior woodwork.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather.

BERRY BROTHERS, Ltd.
The World's Largest Varnish Makers
WALKERVILLE, ONT.

FILES OF QUALITY

CLEAN, STRONG, SHARP TEETH

A Mill File of extraordinary Cutting Quality

Note the depth of the **clean, strong, sharp Teeth.**

You will do well to bring this file to the attention of Saw Filers in the Sawmills of your section and see how easily you get the business.

"Good merchandise easily finds a buyer"

TRADE MARK
DELTA

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto
Stark-Seybold, - - Montreal
Wm. Stairs, Son & Morrow, Halifax

YOUR PAINT DEPARTMENT

will be your specialty—your customers will stick to you, if you sell the high-grade

New Era Paint

It brings a cleaner and more satisfactory profit than any high-priced paint you can buy.

New Era is noted for its lasting quality. It will cover more surface, hold its color better, stand more changes of the weather and give a more brilliant finish than any other paint of the day.

New Era Paint is guaranteed to be just as we claim.

Write To-day for Particulars.

STANDARD PAINT AND VARNISH WORKS CO., LTD.,
WINDSOR, - ONTARIO.

AN ALL-YEAR ROUND SELLER!

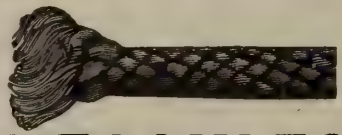
Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING
BUSTER BROWN
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.

Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO



HERCULES
SASH CORD

BUY THE BEST
Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine
For Sale by All Wholesale Dealers

Mention this paper when writing Advertisers.

Are You Selling Paint, or Paint Value?

The dealer who sells "paint value" is thinking of his customer's profit as well as his own. He is paint wise, and believes in making continuous profit rather than the larger one-time profit. He is a "business builder."

The far-sighted dealer (the man we want to interest) looks into the future. He realizes that the great revenue of economy for his customers means a greater revenue in trade for him.

The quality of "High Standard" Paint puts a powerful selling weapon in the hands of the dealer. There are features embodied in this paint too pronounced in value for any dealer to overlook.

Once you sell a man "High Standard" Paint, he will always be a "High Standard" customer, and usually he is the kind of a man who wants and buys the best of everything you sell—a good man to have for a customer.

The "High Standard" kind of dealers would do well to write us.

Lowe Brothers LIMITED

TORONTO

DAYTON NEW YORK BOSTON CHICAGO KANSAS CITY

TEES & PERSSE, LIMITED

ESTABLISHED 1884

WINNIPEG WAREHOUSE

Manufacturers' Agents and Warehousemen

PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON

Resident Salesmen calling on EVERY jobber EVERY day

Agencies and Consignments Solicited.

Solid Brick and Stone Warehouses of approved Mill Construction, located on private spurs, low insurance rates.

Handling and storage facilities the very best.

Flats to rent in our new Moose Jaw and Saskatoon Warehouses.

MOOSE JAW WAREHOUSE

SASKATOON WAREHOUSE

REGINA WAREHOUSE

CALGARY WAREHOUSE

TEES & PERSSE, LIMITED

WINNIPEG PORT ARTHUR FORT WILLIAM
REGINA SASKATOON MOOSE JAW

TEES & PERSSE OF ALBERTA LIMITED

CALGARY EDMONTON.

"From the Great Lakes to the Rockies."

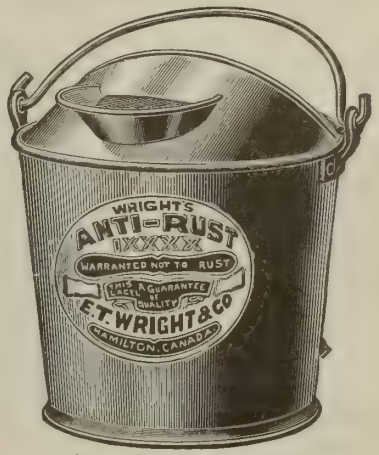
EDMONTON WAREHOUSE

LOOK FOR THE LABEL IT is YOUR GUARANTEE that the goods are GENUINE

"Anti-Rust" Dairy Pail.

"ANTI-RUST" Indestructible redipped stock,

every piece of which is guaranteed, and will be replaced if found defective.



"Anti-Rust" Strainer Pail.

E. T. WRIGHT & COMPANY, Hamilton, Ont.
(H. G. WRIGHT)

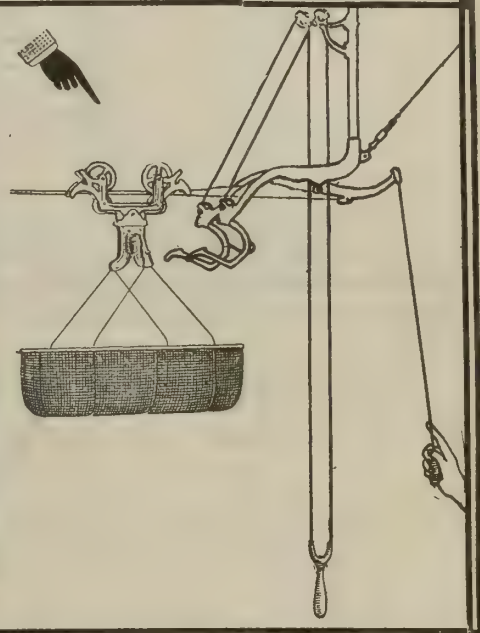
Winnipeg Distributing Agents—Merrick-Anderson Company.
Vancouver Distributing Agents—Macpherson & Teetzel.
Winnipeg Agents—W. Reynolds & Company.
Toronto Agent—F. B. Wilson, 33 Maitland Street.

A Time Saver for You and Your Customers In Our Up-to-date

Package Carriers

which work more smoothly and more rapidly than any others. They are well and strongly made, and as the weight and strain are divided between two wires there is less liability of breakage of the wires than with single wire systems.

Our package carriers are of simple construction, and occupy less space and obstruct the view less than any other system.



The Hamilton Brass Mfg. Co., Ltd.
Hamilton, Ont., and Montreal, P.Q.

MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

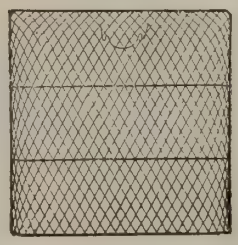
Shurly-Dietrich Co., Limited
GALT, ONTARIO and VANCOUVER, B.C.

We are Headquarters for

SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.**

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering



Send for illustrated price list

CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

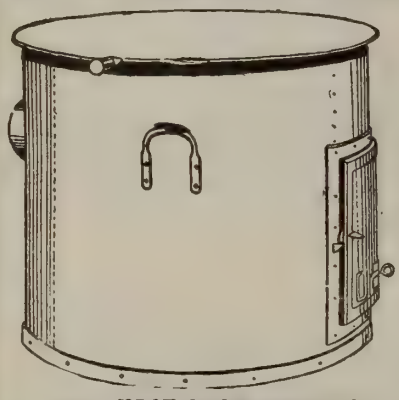
The Chicago Heat Regulator

Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited

OTTERVILLE, ONTARIO



Erie Steel Feed Cooker

These cookers are indispensable to farmers, butchers or stockmen. Grains that are useless for other purposes, by the use of the cookers are made as valuable as the best marketable product. Made in 7 sizes for burning wood. Nos. 20, 30, 40, 60, 75, 90, 120. Grates for burning coal supplied when ordered.

Made by **ERIE IRON WORKS, Limited** ST. THOMAS, ONTARIO

Cap Screws, Set Screws, Studs

Special Milled Work

Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

METALS

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.

ED. BRAND

Specialist in the Wire Trade for 15 years.

472 Moss Lane East

MANCHESTER, ENG.

Plants working in all parts of the world giving complete satisfaction.

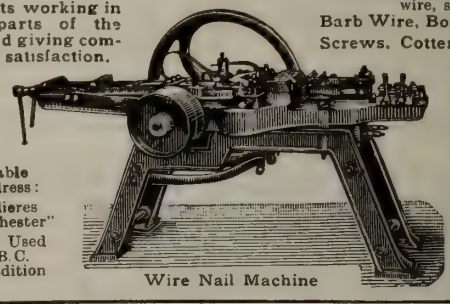
Machinery for

Wire Drawing — Wire Netting
Wire Cutting — Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, Etc., Etc., Etc.



Wire Nail Machine

Cable Address: "Filieres Manchester" Code Used A.B.C. 5th Edition

Turpentine Producers' Agency

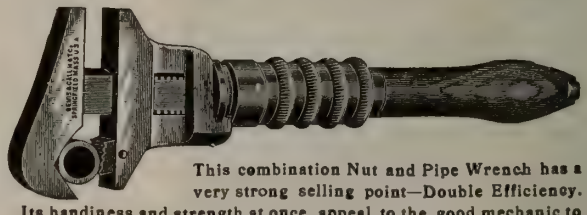
TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.
Warehouse: MacDonnell Ave.
C.P.R. and G.T.R. Sidings

Phones:
Office: Main 4391
Warehouse: Park 2781

A Strong Selling Point

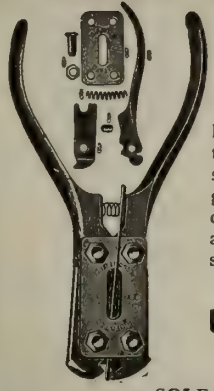


This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency. Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.



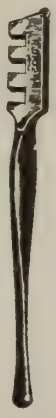
UTICA COMPOUND END NIPPER

has a greater leverage than any plier on the market. Can be used with or without spring. Jaws are made of the highest grade steel brought down to a very keen cutting edge. All parts are interchangeable and can be replaced. Our guarantee stamped on each tool.

WRITE FOR DESCRIPTIVE MATTER

UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.

SOLE AGENTS FOR CANADA
SMITH HARDWARE CO. Ltd., 240 Lemoine St., MONTREAL



GLASS CUTTERS

Our **RED DEVIL** 024 Glass Cutter is used by the largest Glass Manufacturers in Canada. Guaranteed to cut 1000 feet of glass, either plate or sheet.

"A tool needed by every glazier." Our guarantee is behind every tool stamped "Red Devil."

PRICES ON APPLICATION

Smith Hardware Co., Limited
240 LEMOINE STREET, MONTREAL

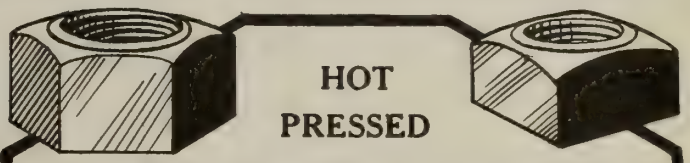
BLACK JACK

QUICK, CLEAN, HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb. tins—3 doz. in case.



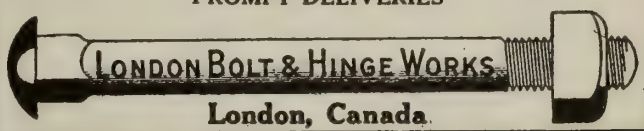
HOT PRESSED

NUTS OF QUALITY

SQUARE AND HEXAGON

We make a specialty of sizes for ¾ in. to 1½ in. bolts

PROMPT DELIVERIES



London, Canada

THE SANITATION PROBLEM SOLVED

by the invention and patent of Aerated Sanitary Dry Closet. No waterworks or sewerage required. No polluted matter to be carried out regular. Just as convenient as the flush closet, at a very small cost. The liquids carried off by a small ¾ gas pipe and run in a hole outside. By the use of a chemical the solids are disposed of. Sold on trial.

Kendrick & Co., Simcoe

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

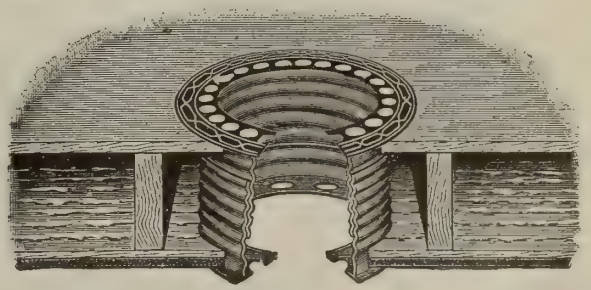
REGISTERED TRADE MARK

GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

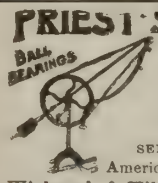
CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

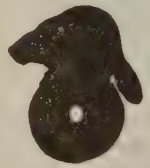


SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

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No rink is complete without a J & R Rink Ice Scraper, just scrapes up the Ice, no brooms required, write

JAMES & REID
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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
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The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

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If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

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IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
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Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Castings of all Kinds.

Write us for our list of Plow Castings.

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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

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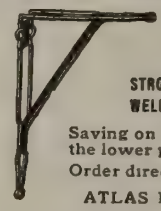

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STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

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If you want to buy or sell any store equipment article, to buy or sell a business, engage as clerk or manager, etc.,

TRY A

Condensed Ad.

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Hardware and Metal

For two cents a word you can talk across the continent.

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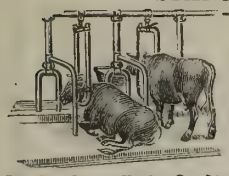

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will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

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All kinds—All sizes.

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Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

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We make Trucks for every purpose. Catalogue and Prices for the asking.

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WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

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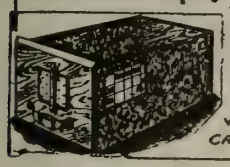
Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

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Saves 20% Shelf Room over wooden boxes

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FLEXIBLE DRAG TOOTH HARROW

Agents { Asselin & McMaster, 207 St. James St., Montreal
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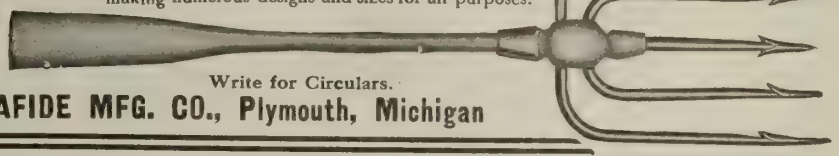
We are the largest makers of Fish and Frog Spears in the world, making numerous designs and sizes for all purposes.

Our No. 20



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"ACME"

are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold dai y to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

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The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

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Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

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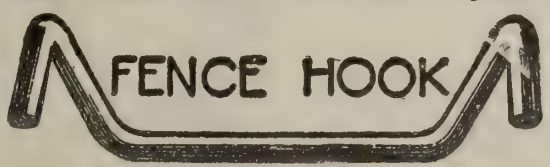

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HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

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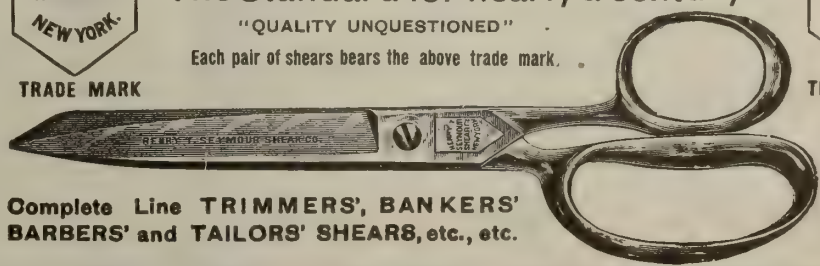

Latest catalog will be sent in exchange for your business card.

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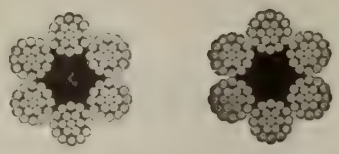

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Wire Rope

We manufacture different rope for different purposes.

Swedish Charcoal

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State kind of rope required or purpose to be used for.

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British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
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Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
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Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

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We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

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There is a Nicholson-made File for every filing purpose

Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are:

"AMERICAN" **"ARCADE"** **"GREAT WESTERN"** **"GLOBE"**
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Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

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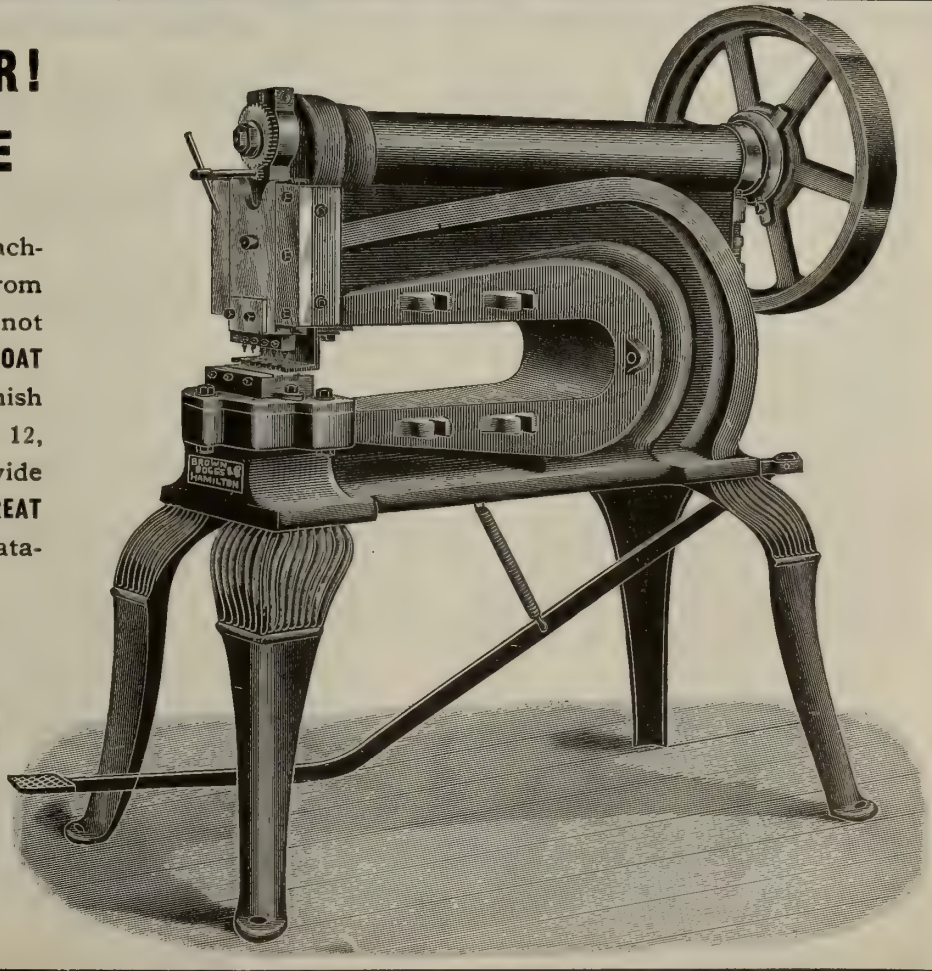
YOU RANGEMAKER! OR ANYONE ELSE

requiring a **POWER PUNCH** for punching holes at **LARGE** distances from the edge of the sheet, should not **OVERLOOK** our **No. 126 DEEP THROAT POWER PUNCHING PRESS**. We furnish this machine in three sizes with 12, 18 and 31 inch gap. It has a wide range and can be used for a **GREAT VARIETY** of work. Write for catalogue and further particulars.



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HAMILTON, ONT.
TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, CANNING MACHINERY

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS for all purposes

SAWS The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

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The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

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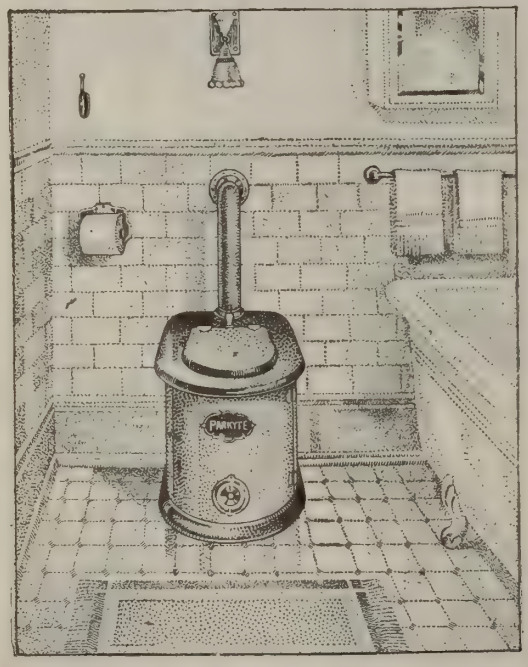
The New Leaders for the Up-to-date Dealer



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A Most Modern Necessity for the Modern Home.

No water; no plumbing; no sewage;—perfectly Sanitary and Odorless.

Over **25,000** installed throughout Canada in the last eighteen months.

"Parkyte" Kilgerm, **"Parkyte"** Karbol, and **"Parkyte"** Chemical, proved by tests made by world-famous Bacteriologists, to be the most powerful and perfect germicides and disinfectants known to science.

"Parkyte" Liquid Soap and **"Parkyte"** Soap Fixtures, the Modern Economic and Sanitary Method of keeping clean.

If you are not already among the satisfied **"Parkyte"** dealers you ought to be.

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WINNIPEG TORONTO EDMONTON VANCOUVER

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¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—**snakes, rats, 'chucks** and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

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Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

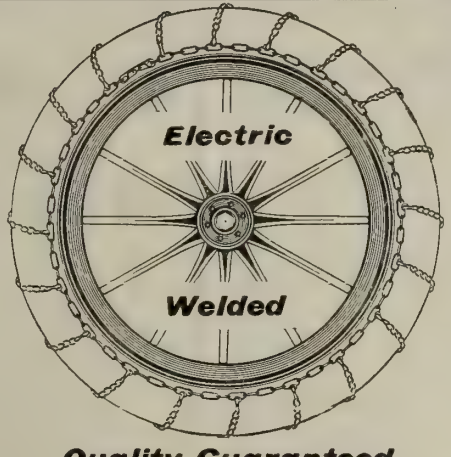
¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

McKinnon Electric-Welded Anti-Skidding Chain

are sold throughout Canada by all the leading jobbers of Automobile Supplies.



Quality Guaranteed

McKinnon Attachments for Anti-Skidding Chain

are cross chain, hooks, snaps, etc.

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McKINNON CHAIN CO.

Buffalo. St. Catharines.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

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Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
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Antimony, Copper, Tin, Lead, Zinc.

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M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
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The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

National Hardware Company, Limited
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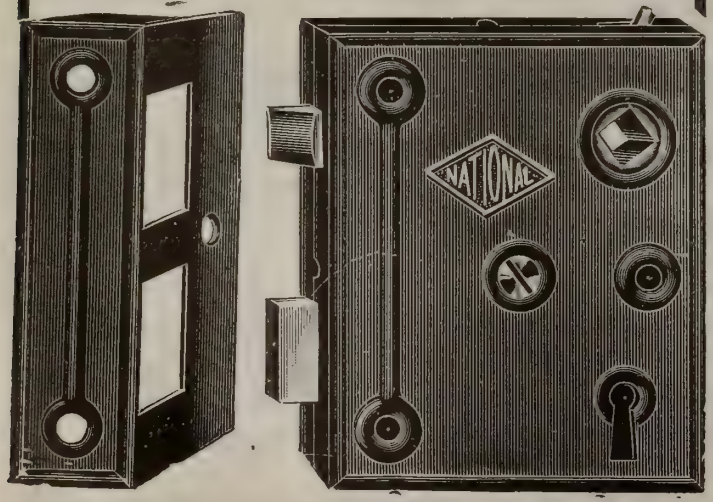

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Our Up-to-date
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are so simple, so attractive and so convenient that they sell rapidly at all times.

Many live dealers are selling them and netting big profits. Why don't you? The highest class restaurants and hotels buy them on sight, and are always satisfied.

We guarantee our urns to give the best of service and command the best trade.

Try them once and you will come again.

Write To-day

THE BUFFALO MFG. CO., Buffalo, N.Y.

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"ONE MINUTE"
Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line.

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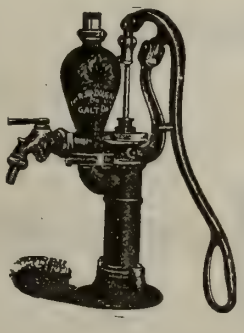
Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through. "Aremacdee" Brand.



Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

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(WATERPROOF)

Leather Belting

is the satisfaction of your belting customers.

"AMPHIBIA"

is especially made to run in damp or wet places, such as laundries, breweries, bleacheries, etc. It will never come apart or lose its efficiency under action of moisture.

You should carry a stock of the smaller standard sizes and be prepared to fill "hurry up" orders promptly.

See to the ordering of that stock NOW and be prepared for the Spring trade—the biggest time in the belting trade.

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ESTABLISHED 1876

For Over Thirty-five Years the Makers of the Best Belts

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Better write us to-day about getting an exclusive "Safelock" agency for your locality

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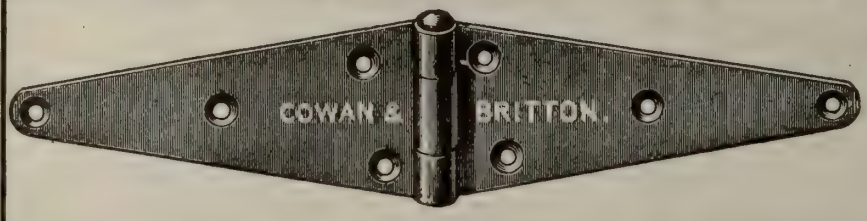

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Our high grade Builders' Hardware is the result of fifty years' diligent effort to produce the best goods at a reasonable price. The many repeat orders that we are constantly receiving prove that we have more than accomplished our purpose.

Do not restock until you have full information on these trade pulling goods.

Write us at once.

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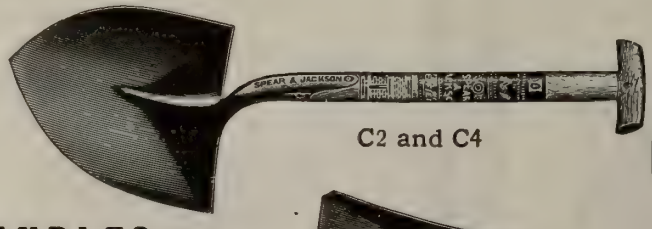
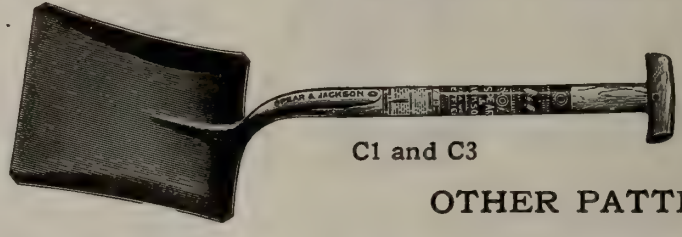


C2 and C4

RIVETED HANDLES

LONG HANDLES



C1 and C3

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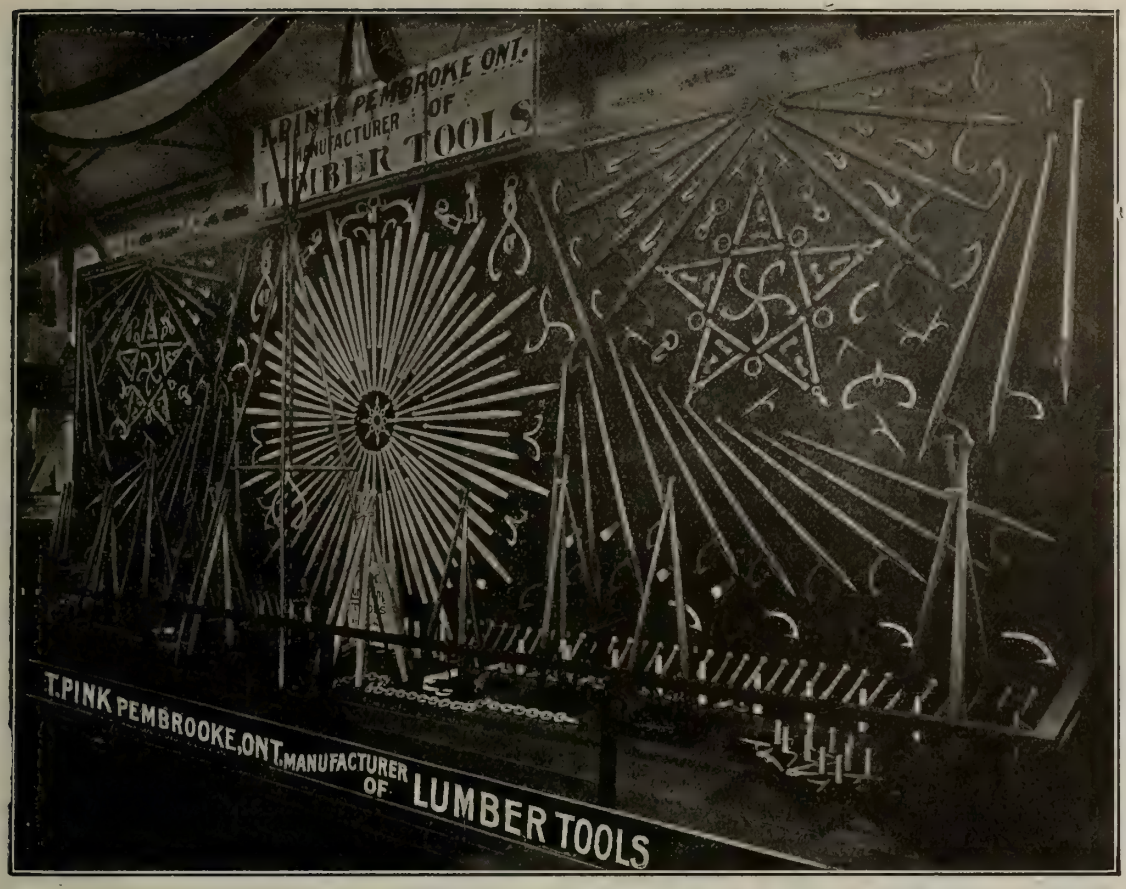

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The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

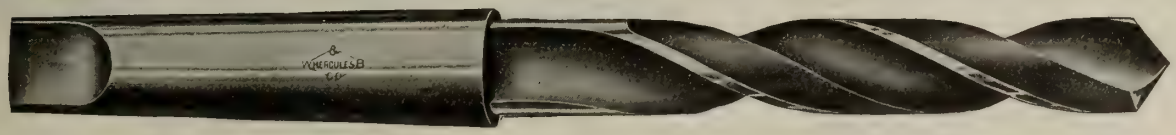
We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Results Obtained By Using "Hercules" High Speed Twist Drills Will Convince You



Have you a record of the efficiency of your tools? If not, it is time to prepare one and determine your factory cost of production. When you make your comparative tests of drills you will find all others outclassed by "Hercules."

They are the STRONGEST and TOUGHEST made, will LAST LONGER, give GREATER EFFICIENCY, INCREASE YOUR OUTPUT, REDUCE your FACTORY COST and are ACCURATE TO SIZE.

Conduct a test and be convinced. You can verify these statements. Join the host of satisfied users of "Hercules" Drills. Every one has the "W&B" Diamond Trade Mark, a guarantee of quality, stamped on the shank. Jobbers in all large cities will supply, or write us. *Ask for Catalogue 74 B.*

Tools of Quality
Trade
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Bear these Marks

Tools of Quality
Trade
W&B
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The Whitman & Barnes Mfg. Company

Established 1854 St. Catharines, Ont.

Stocks carried at Winnipeg and Montreal.

EVERY SPORTSMAN WANTS ONE

WRITE TO-DAY

This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

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B-32 BOARD OF TRADE BLDG., MONTREAL, CANADA

Maxwell's "Blue Belle" Washer

is easily the best of its type. The upper rubbing board revolves in one direction while the tub, with its rubbing surfaces, turns the opposite way, making it wash very fast. Powerful coil springs underneath the tub keep it going with very little effort on the part of the operator. A feature of the "BLUE BELLE" is that there is nothing about it which can possibly tear the clothes. Tub made of Red Cypress and finished in fine style.

DAVID MAXWELL & SONS, ST. MARY'S, Ont.

WHEEL BARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

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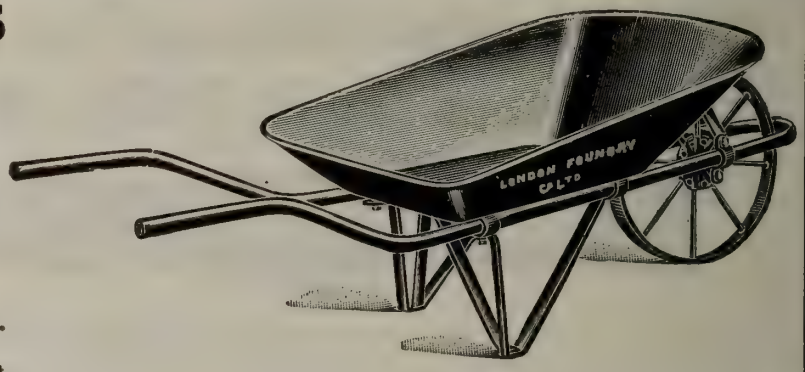
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent



SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

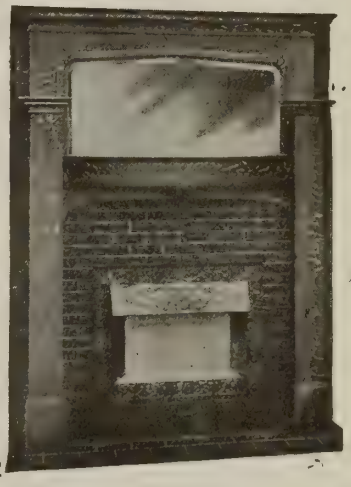
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



When "CANADA" Cement is Specified

the builder is assured of uniform strength, fineness, color and setting qualities. Rigid tests, under the supervision of our general superintendent and general chemist, maintain this high standard of quality.

Each barrel is guaranteed to weigh full 350 pounds (gross) the maximum cement barrel weight.

Mills in all parts of Canada enable us to make prompt delivery.

Being in competition with, and controlled by the market for such materials as steel, wood, clay products and natural stone, the price of cement is governed by conditions. At present these permit of a high grade material at a very reasonable price.

Specify "Canada" Cement for buildings, bridges and concrete blocks, and be sure of satisfaction.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Brockville, Ont., Jan. 23rd, 1910
Messrs. J. W. Harris Mfg. Co., Ltd,
129 Sanguinet St , Montreal

Dear Sirs :

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

INCREASING WEALTH IN CANADA FAVORS THE SALE OF HIGH GRADE RIFLES

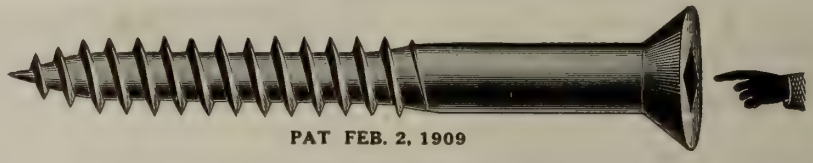
Don't be afraid to show the Ross "High Velocity" which retails at $75.00.

You may not appreciate the fact that there are a great many people in Canada who want the best and who are willing to pay for it.

The Ross "High Velocity" is the aristocrat of Sporting Rifles and is in the lead for power, mechanical perfection and style.

Discounts on application.

Ross Rifle Company **Quebec, Que.**



PAT FEB. 2, 1909

ROBERTSON

SOCKET HEAD

WOOD SCREWS

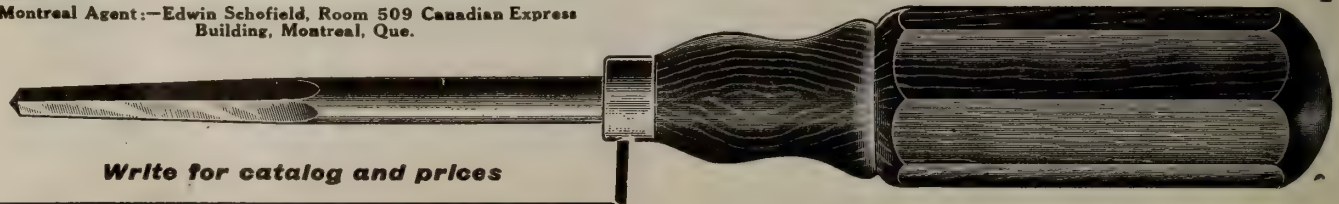
have a new and very important feature in the square hole It is a feature that wood workers are quick to notice, as it not only preserves the screw, but also saves much of their valuable time, as it does away with all possibility of the screwdriver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire and other high grade products.

The P. L. Robertson Manufacturing Co., Limited - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.



Write for catalog and prices

BLACK DIAMOND TARRED FELT

Is a necessity for every up-to-date house because it keeps the house warm in winter and cool in summer.

It is made of the highest-grade material and guaranteed to last as long as the house on which it is used.

We also make a full line of wrapping papers.

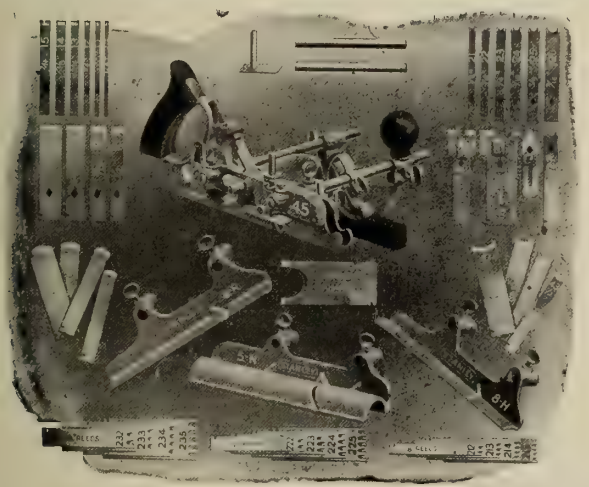
F. J. COX, - WINNIPEG
WESTERN AGENT

BLACK DIAMOND
ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

Supply Your Farm Trade
WITH
STILL'S
Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want—the durable, service-giving kind.
Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.
Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS - ONT.



© COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO

Stanley Tools
"45"
Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletster Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

Extra cutters may be used to advantage by substituting specially formed detachable bottoms.
Carpenters will find this tool almost invaluable.
Send for catalogue giving complete description.

STANDARD THE WORLD OVER

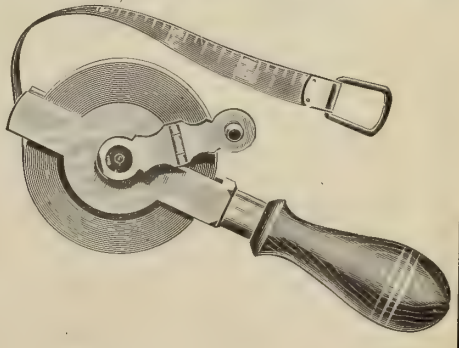
Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A

EVERY TOOL GUARANTEED

MEASURING TAPES
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear this Trade-Mark **LUFKIN**

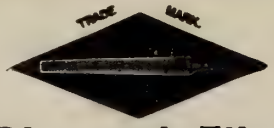


are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST



Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

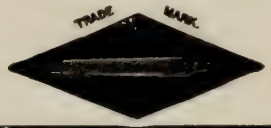
By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.



GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE **RADIUM** MARK.
PAT. IN CANADA 1907

VALVE DISCS

"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

INSURE YOUR BUSINESS

against loss of customers and profits because of goods of inferior quality by ordering

STANLEY'S

Wrought Steel

BUTTS and HINGES

THE GUARANTY TRADE S.W. MARK OF QUALITY

Stamped on the Goods
Printed on the Labels

THE STANLEY WORKS

NEW BRITAIN CONN. - U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada. No. 4.

January 27, 1912

LOWE BROTHERS PAINT GIVES BEST RESULTS

HIGH STANDARD

THE PAINT OF PERFORMANCE

Value in paint means a great deal more than purity, quality, materials and price.

As paint is made to use, it's results that count—what it will do—*performance.*

Compare "High Standard" Paint with any other paint, and you'll understand how the hiding power, uniformity of covering, and spreading qualities, add to value—because they add economy and satisfaction to the consumer.

The best evidence of "High Standard" merit is the number and character of the Hardware Dealers who have recently taken up the "High Standard" Agency.

These men compared the relative value of different paints. They know that "High Standard" Paint meets every requirement of most people's definition of the word *best*—best in performance rather than in assertion.

They entertain no doubts—no uncertainties. These far-sighted dealers know that the quality of "High Standard" Paint is a powerful selling weapon.

They realize that in addition to quality, the advantages and strength of the unique "selling helps" back of "High Standard" Paint, will do much toward the *upbuilding* of their business.

Other far-sighted dealers in territory not already taken up should investigate this "High Standard" Proposition—this paint of performance

Send us a postal, and learn about the "High Standard" way of business building.

N-O-W reversed spells W-O-N.

Write, right now.

Lowe Brothers LIMITED

Toronto, Ont.

Dayton, New York, Boston, Chicago, Kansas City.

Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any one of them will tell you Big Ben is the best selling alarm that's ever been put out.

In broken and dozen lots, $2.20 less 5%. In lots of 24, $2.10 less 5%.

The Western Clock Co., La Salle, Ill.

THIS is the Carborundum Four-Drawer Display Case. There should be one on your counters. It is one of those displays that attracts attention, stimulates sales, and shows your patrons that you are a Carborundum dealer — that you sell the quickest-cutting, most uniform, and durable stones made or mined.

The case has four spacious drawers—just right for keeping a good stock of stones. It is richly finished and well made. The four-drawer display case is one of a line of splendid displays offered free to the dealer with a stock of Carborundum Stones. The triangular quartered oak, glass paneled case is another.

Suppose you write for the complete details regarding these and other Carborundum trade helps.

THE CABORUNDUM COMPANY

NIAGARA FALLS, NEW YORK
Branch in London, England

THE LIGHTNING AND BLIZZARD

FREEZERS

stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.

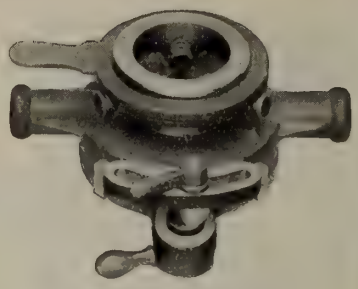
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

Fairbanks Counter Scales

WE PROTECT THE DEALER



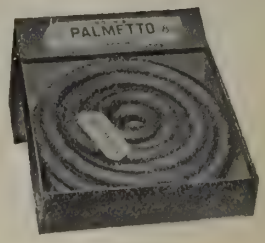
Oster Stocks and Dies

Now is your opportunity to stock our lines for 1912. We have everything that should appeal to the wideawake, progressive dealer—Valves, Steam Specialties, Scales of all descriptions, Motor Boat Accessories and Supplies of all kinds.

We carry the largest stock of these lines in Canada. Our Catalogue No. 10 shows our complete line, and it should be every dealer's reference.

A card to our nearest house will bring it to you.

Heinz Coils



THE

Canadian Fairbanks-Morse Co.

LIMITED

Montreal	Toronto	Saskatoon
St. John	Winnipeg	Vancouver
Ottawa	Calgary	Victoria

THE S.M.P. RAILROAD MILK CANS

8 and 10 gallon cans supplied with either dome or seamless covers as required. 4 and 6 gallon cans have dome covers.

INSIDE HOOP PATTERN

Roll-Rim and Inside Hoop Pattern, Dome or Seamless Covers, with Drop or Stationary Malleable Iron Side Handles.

Prices on Application

Gallons

4 6 8 10

ROLL-RIM PATTERN

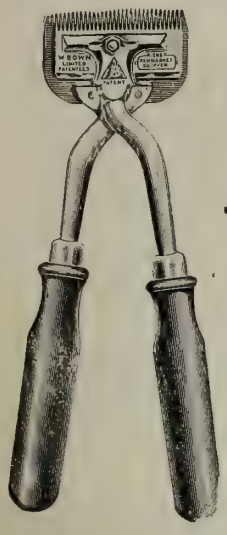
Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallon cans 18 gauge.

The SHEET METAL PRODUCTS COMPANY

OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG



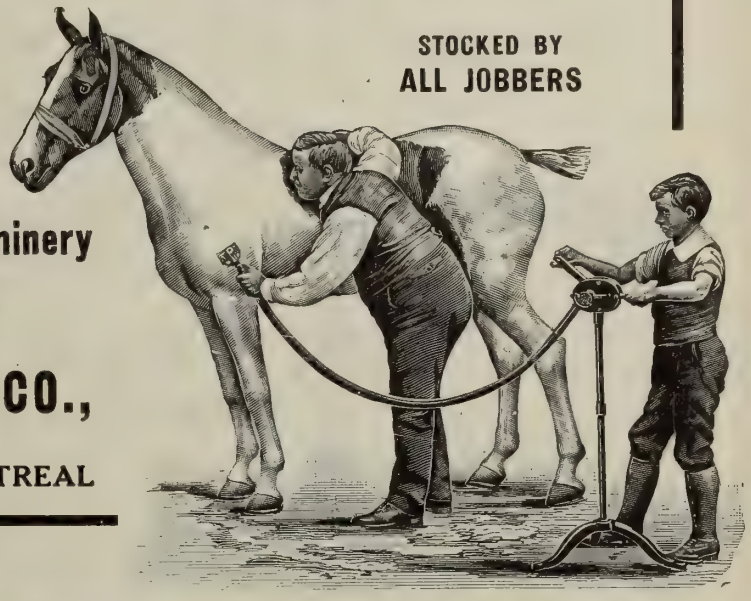
THIS IS THE ORIGINAL

NEWMARKET CLIPPER

MADE BY BURMANS

Horse Clippers
Barber Clippers
Power Clippers
Sheep Shearing Machinery
Clippers of All Kinds

STOCKED BY
ALL JOBBERS



B. & S. H. THOMPSON & CO.,
LIMITED

Sole Agents for Canada — MONTREAL

Order From Your Jobber

Here's the Rifle you have been waiting for—

The New **Model 29** *Marlin* **Repeater**

THE SIGN OF A
SOLID TOP
SIDE EJECTION
Marlin

It's an up-to-date .22 caliber repeater that handles without change or adjustment the .22 short, .22 long and .22 long-rifle cartridges, black, semi-smokeless and smokeless, of all makes and styles, yet sells at a surprisingly low price.

Write Us For Circulars For Distribution

¶ The Model 29 is similar in general construction to the well-known ***Marlin*** Model 20. ¶ It is a **take-down,** convenient to clean quickly and thoroughly, and can be packed in a small space. ¶ It has the **popular trombone action,** quick and easy in operation. ¶ The modern **solid top, side ejection and closed-in breech** insure greatest safety, comfort and convenience.

¶ It has a **barrel long enough for all requirements;** it shoots **all .22 short, long and long-rifle cartridges,** including the hunting cartridges with mushroom bullets; it is a **thoroughly accurate and efficient** arm for rabbits, squirrels, hawks, crows, foxes and all small game, and for target work. ¶ **Guaranteed in accuracy and reliability.**

The Marlin Firearms Co. 91 WILLOW ST. NEW HAVEN, CONN.

Yes we know you are rushed STOCK TAKING

But Now is the Time to Book your Orders for the Spring

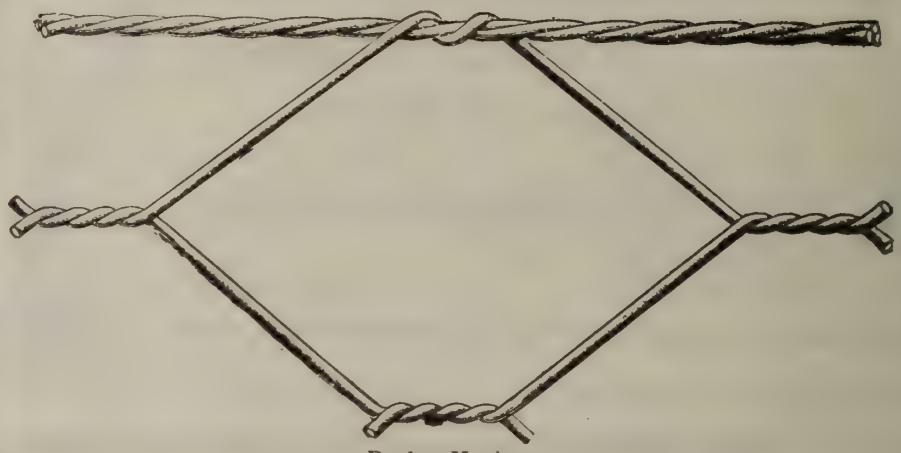
Poultry Netting,
Wire Fencing,
Screen Wire Cloth,

Screen Windows,
Screen Doors,
Screen Hinges,

Screen Catches
and
Garden Tools

SHOULD BE BOOKED NOW

Screen Doors



Poultry Netting

OUR PRICES ARE RIGHT

Screen Windows

OUR DELIVERIES ARE PROMPT

By placing your Spring Orders with us now you receive your goods in time for the early Spring Trade and avoid losing easy sales.

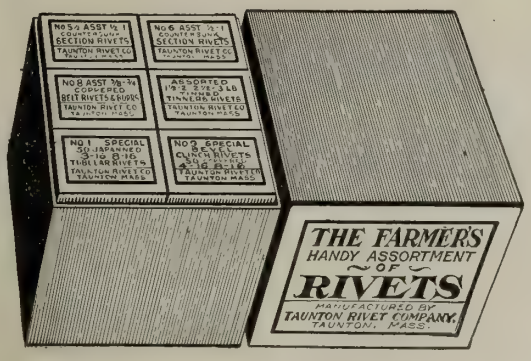
Have Goods in Stock, it will help to swell your Sales.

WE SHIP PROMPTLY — WE SHIP PROMPTLY

FROTHINGHAM & WORKMAN, LTD.

WHOLESALE HARDWARE AND IRON MERCHANTS

F.&W. MONTREAL - - CANADA F.&W.



Farmers' Handy Assortment Rivets

FOR ALL KINDS OF REPAIR WORK

Only $1.50 dozen boxes like cut

Assortment Includes, BELT, SECTION, TINNERS', TUBULAR and CLINCH RIVETS.

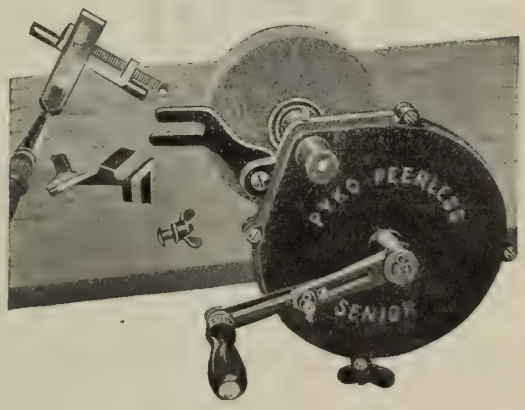
PIKE GRINDERS

For Tool Sharpening

PIKE PEERLESS SENIOR

THE Peerless line of hand tool grinders stands absolutely without an equal on the market to-day. There are no other competing machines which combine in one article so many attractive and useful features. The patented tool rest and chisel guide enables even the veriest amateur to sharpen chisels, plane irons, shears, twist drills, etc., with but little practice. Gears are cut from steel blanks, pinions are case hardened and the casings are machine turned.

It is equipped with a 6 x 1¼" Pure Corundum Wheel, manufactured especially for all-round grinding.



PIKE PEERLESS JUNIOR

THE Junior Model is exactly the same pattern as the Senior except it is smaller in size. All the attractive features of the larger grinder are retained in the Junior. It is equipped with a 5 x 1" Pure Corundum Wheel.

PIKE HOUSEHOLD

A WONDERFULLY well built little machine. Extremely useful where there is not a great deal of grinding to be done but where there are some dull edges to be sharpened. It is especially desirable around the house, and the addition of one of our Polishing Outfits makes it an ideal home sharpener. It is equipped with a 4" Pure Corundum Wheel and the range of work that can be performed is truly remarkable.

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The

Steel Company of Canada

Limited

WHITE LEAD

Tiger Brand

MEANS

PURITY

The name TIGER is a guarantee of quality.

For over forty years this Brand has been considered by the leading painters in Canada to excel all others in quality and durability.

Send trial order now. It will convince you that once used they will buy no other.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Concentrated Energy

brings results in sales as well as in any line of physical endeavor.

Concentrated selling energy backed up by the indisputably high quality of lines trade-marked

"SAMSON"

results in absolutely the highest point of efficiency in sales work that has yet been reached. The reason is easy to understand. Honest materials, high-class mechanics and up-to-date methods of marketing uphold our guarantee that any line bearing

The "Samson" Brand Gives Satisfaction

If you are not already handling this well-known line let us send you a trial order with our guarantee of satisfaction with every article carrying the trade mark "Samson."

LET US HAVE YOUR ORDER.

H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY

OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST

LOOKS GOOD

CRESCENT BRAND

C S G Co.

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

DAVIDSON'S

"Eureka" Cheese Factory Milk Cans

The neatest, cleanest and most Sanitary Milk Cans made.
22 gauge tinned iron bodies with Flush Side Handles.
Made in all sizes from 10 to 40 gallons.

The absence of the Centre Hoop improves the appearance of the Can, and greatly adds to its wearing qualities.

The absolutely plain body offers no opportunity for moisture or dirt to lodge and cause corrosion and rust, as it frequently does when cans are furnished with Centre Hoops.

Fitted with our Patent Heavy Rolled Rim Bottom, they slide easily, and will not tear and mutilate factory floors or waggons.

Order now to ensure prompt delivery.

THE THOS. DAVIDSON MFG. CO., Limited

MONTREAL TORONTO WINNIPEG

Estd 1809 **EVERED** & Co LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

SHOWROOMS:

27-35 Drury Lane, London, W.C.

Actual manufacturers of every description of Brass Fittings for

Domestic Furnishing and Lighting

Metallic Bedsteads, Cots, Wire Mattresses.

Brass and Copper and Brass Cased Tubes.

Rolled Brass and Copper.

Switch Gear.

CANADIAN TRAVELLING REPRESENTATIVE:

Geo. H. Saywell - Saskatoon

LOCAL REPRESENTATIVES:

H. A. WHITEHEAD, 86 WELLINGTON ST. WEST, TORONTO

THOS. CARLYLE, 177 WATER ST., WINNIPEG

ASK OUR SALESMEN TO WAIT UPON YOU.

The Buyer for the Home

She believes in the merchant who does business on the Quality basis—in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have "Wear Ever" advertising—magazine and dealer aid—working for **You.**

Write

The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H

The Facts About Rope

Why not consider some of the common-sense reasons why PLYMOUTH Manila rope is a good investment for you — a profit-maker in every sense of the word? These facts have started hardwaremen thinking:

PLYMOUTH ROPE
"The Rope You Can Trust"

1st. *Gives more pounds of satisfaction to an ounce of weight than any other rope made.* Isn't it reasonable to expect that when a rope gives good value for the money, the buyer will come back for more?

2nd. *Outlasts all other ropes.* When the marked durability of rope will convince buyers that they want no other, isn't their steady trade fairly well assured?

3rd. *Is the best possible advertisement.* When you get the reputation of handling a *very fine rope*, isn't it natural that you get customers that would otherwise go elsewhere?

Is it good business to offer your customers cheap rope when you know that PLYMOUTH Manila gives them more for their money and at the same time helps to "boost" your trade? Why not ask your jobber to send you PLYMOUTH next time?

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO MONTREAL HALIFAX
ST. JOHN WINNIPEG VANCOUVER

WEATHERPROOF CASCO PRODUCTS

LEEKNOTT ROOFING

SANKOTE ROOFING

"CASCO" ROOFING MATERIALS

were used on many of the largest buildings erected in Ontario during 1911—the LOWE BROS. New Paint Factory being one of our most recent undertakings.
Quality tells in landing big contracts, just as quality helps to build up a retail business. Be sure, therefore, to see our samples and GET OUR PROPOSITION before tying yourself up on a roofing contract for 1912.

The Best Roofing Proposition for Retailers

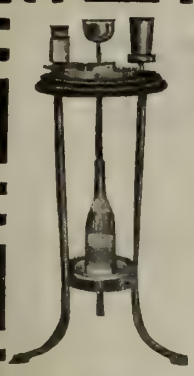
LEEKNOTT roofing will satisfy the most exacting customers; it being made from the best long fibre wood felt, thoroughly saturated with genuine Trinidad Asphalt. It is guaranteed absolutely.

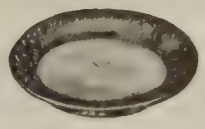
SANKOTE asphalt roofing is lower in price but is made expressly for Canadian climatic conditions. It has a sand-coated surface and is everlastingly waterproof.

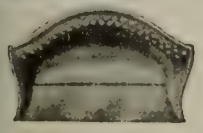
In Quality, Selling Helps and Margin of Profit we can interest you. Write for our proposition.

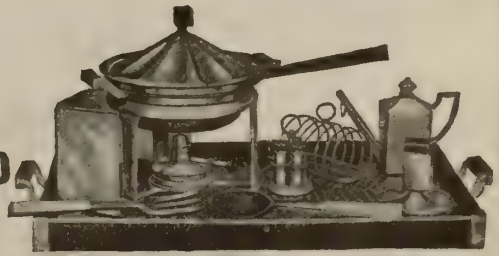
CANADIAN SUPPLY COMPANY

220 KING STREET WEST, TORONTO









Sternauware Season is NOW

¶ You might set that down on every leaf of your calendar. Usefulness and beauty are *always in fashion.* Occasions for gifts of Sternauware—Weddings, Anniversaries, Birthdays, etc. Make *daily sales—opportunities for progressive dealers* who keep Sternauware attractively displayed where gift-seekers are sure to see it.

¶ Housekeepers who have made one purchase of Sternauware are certain to call for more of it. *Do not disappoint them. Give them what they want when they want it.* Thus do you strengthen your reputation for enterprise and go-aheadness.

¶ It does not take a community long to find out which dealers are live wires and which are has-beens. Those who are stocked with *Sternauware all the year round* are recognized leaders in the live-wire class. Are you one?

¶ Watch our announcements for news of novelties. They will be numerous, interesting and profitable to you.

¶ *Send for the Blue Book, full of ideas for creating more business.* Handsomely illustrated. Free on request.

S. STERNAU & CO.

MAKERS OF STERNAUWARE

Office and Factory
195 Plymouth Street
Brooklyn, N.Y.

New York Showroom
305 Broadway
N.W. Cor. Duane Street

Keen Buyers

of Horse Clipping Machines

BUY THE BEST MACHINES. IT'S MERELY A MATTER OF BUSINESS—NOT SENTIMENT

It really makes no difference to the hardware dealer where the machine was made. He is in business to sell ***good*** goods—goods that satisfy customers and bring more business. The merit of a machine lies in what it will do—how long it will last—and how much it costs.

ON THE STRENGTH OF ITS MERITS

Stewart Horse Clipping Machines

are being used by horse-owners and sold by dealers in every civilized country on the globe.

One concern pilfered the idea on our Stewart No. 1. Of course, it was rather a clumsy adaption, but it was visible acknowledgment of Stewart superiority. The "counterfeit" machine resembles the Stewart in appearance—but the similarity ends right there. They couldn't steal the manufacturing process, because it may be imitated, but it is ***not*** equaled. Again, the Stewart has gears made of cut steel made file hard—not mere cast steel.

We fit the Stewart No. 1 with plenty of high grade flexible shaft and equip it with the famous Stewart tension one-nut clipping knife. We guarantee it to please the user better than any other machine made, or it can be returned to us at our expense and money will be refunded.

Send for details of our plan which helps dealers sell more horse clipping machines and which includes individual advertising.

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Avenue, CHICAGO

LUNDY SHOVELS

Our Brands of Shovels are:—

LUNDY

PETERBORO'

DEMON

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a WELDED SHOVEL because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

Look for our Trade Mark on every handle.

TRADE MARK

Registered

THE LUNDY SHOVEL AND TOOL COMPANY, LTD.,

PETERBOROUGH, ONTARIO

Write For Catalogue

Western Agents, TEES & PERSSE of Alberta, Limited, Calgary, Winnipeg.

You're Mistaken —That Was A Two-Dollar Bill I Gave You!

When these angry words from a customer ring in your ears, how do you feel? What do you do?

You search your cash drawer for the bill he gave you. An argument follows. There is an angry discussion. But no matter how much you apologize, or what you do to show your regret, you have offended—maybe lost—a customer.

A National Cash Register Positively Prevents All Errors in Making Change.

It protects both you and the customer against such disputes. Provides you with a system that makes it a pleasure for your customers to deal with you. Insures absolute accuracy in every transaction. Cares for your money in a way that no other system does.

You can cut out forever the worrying hours you spend at your store after closing time, looking for the elusive "cash balance." With a National Cash Register, there is always a cash balance—you can tell at a glance the exact amount in your cash drawer. The machine balances your cash for you as each sale is made.

The day you install a National Cash Register you'll notice an increase in your cash receipts. Some retailers tell us that it brings them as much as four dollars a day more. Here is the reason: In every store not protected by a National Cash Register, there are money losses that you can't see. A dime here, and a quarter there—mistakes that can easily occur in the rush of waiting on customers.

A National Cash Register Will Keep Your Books, Check Your Stock, Stop All Disputes, Mistakes, Losses, Protect Your Money, Etc.

as thoroughly as if it were in a safe-deposit vault, and enable you to do without a cashier and serve customers quicker.

More than 1,000,000 merchants the world over use National Cash Registers. They tell us they would not—could not—do without them. For they protect the thing they are in business for—money.

You Can Pay for a National Cash Register Out of the Money It Saves You—In Less Than a Year.

Write for Booklet and Full Information to

THE NATIONAL CASH REGISTER CO.

Canadian Factory:
TORONTO

F. E. MUTTON, Manager for Canada
285 Yonge Street, Toronto

THE HALTER

We are going to use this whole page to tell you about this one Halter, and we believe that it is worth it. It is a $1\frac{1}{4}$ inch Halter, all Double and Stitched, and weighs about 23 pounds per dozen without shanks. It embodies, we believe, the most real Halter value ever offered for the money.

Connected with this Halter there is a little factory History. A Western dealer wrote us giving us a description of such a Halter and asking for a quotation. We made a run of one dozen through the factory and quoted them but could not believe our own figures. We then ran a quarter gross through the factory to verify the figures and proved that they could be made for the price. Our travellers are now showing the line, but if you are interested don't wait for them; let us send you a sample order at once. We would remind Ontario dealers that this is just the kind of Halter which will be in steady demand for the next three months for shipping horses to the West.

THE PRICE

PER DOZEN

$9.50

OR

WITH LEATHER SHANK

$12.00

On account of the extra freight Western Jobbers will be forced to charge a little more.

WE ARE STILL OPEN FOR A FEW MORE DISTRIBUTORS IN TERRITORY NOT YET REPRESENTED.

G. L. Griffith & Son

Melbourne, Ont.

Halters, Harness and Saddlery Specialties

FOR SALE BY

THE HOBBS HARDWARE COMPANY
LONDON, ONT.

WOOD, VALLANCE & CO.
HAMILTON

WHITES LIMITED
COLLINGWOOD,

BOND HARDWARE CO.
GUELPH,

W. W. CHOWN CO.
BELLEVILLE

OR DIRECT

What You Can Tell Your Customer

YOU CAN TRUTHFULLY STATE

that "1847 Rogers Bros." has been the standard silver plate for over sixty years. That it is the HIGHEST GRADE of silver plate made.

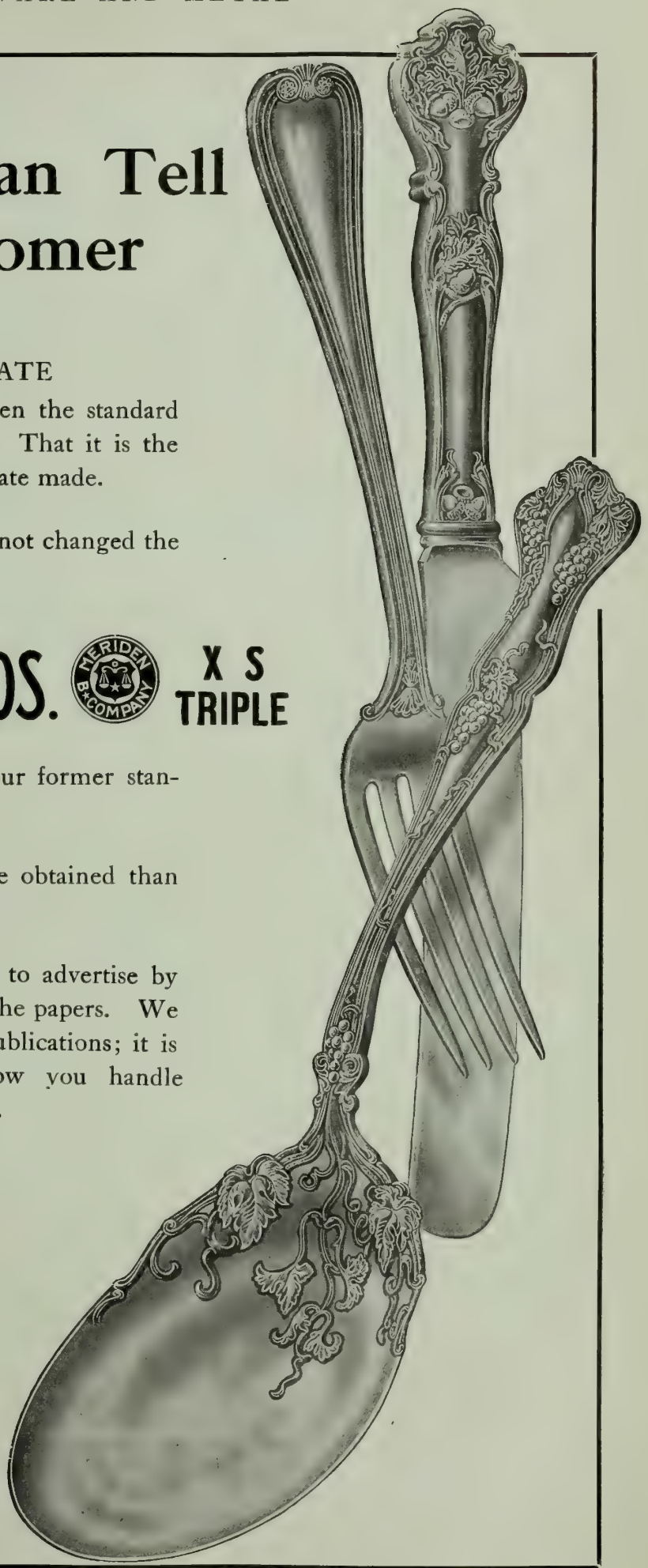
That the change in quality has not changed the price and that the list on

1847 ROGERS BROS. MERIDEN B. COMPANY **X S TRIPLE**

is exactly the same as it was on our former standard or A-1 grade.

That no higher quality can be obtained than our "Silver Plate that Wears."

No better time than the present to advertise by means of window displays and in the papers. We advertise the goods in general publications; it is for you to let the public know you handle "1847 ROGERS BROS." Ware.



Meriden Britannia Co.

Hamilton - - - Canada

It Is Very Generally Admitted

that

1847 ROGERS BROS. Ware

in

Spoons, Forks, Cutlery and Fancy Serving Pieces is the standard with which all other makes are compared, and it is the heaviest triple-plated table silverware obtainable.

THE 1847 GIRL

The dealer handling 1847 ROGERS BROS. Ware should TALK QUALITY.

We stand back of every piece and ask that the dealer co-operate by giving careful consideration to any claim that may be made by a dissatisfied customer.

Remember there are other ROGERS and other makes of silverware, but there is only one 1847 ROGERS BROS.—the genuine.

Sold by Leading Dealers everywhere.

MERIDEN BRITANNIA CO.
HAMILTON, CANADA

McClary's "PANDORA" Range

THE PEER OF CAST IRON RANGES

BURNS COAL, COKE OR WOOD

Works Perfectly

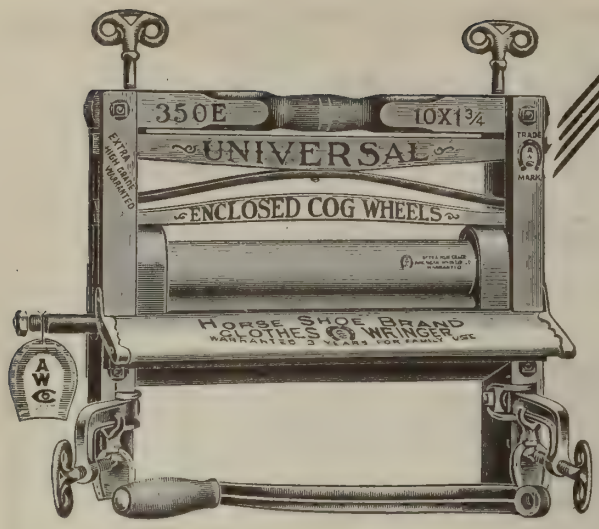
Sells Easily

Some Points That Place "PANDORA" Ahead

The SEMI-STEEL LININGS that last a lifetime.
The ANTI-RUST FLUES prevent rust and corrosion from effect of gases condensing in flues.
The NICKELLED STEEL OVEN radiates heat uniformly into oven.
The THREE BAR GRATES prevent waste of fuel.

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton
Winnipeg Calgary Saskatoon



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

We are the Largest Wringer Manufacturers in the World

We have the very best facilities for turning out goods of the highest quality.

Our wringers are very attractive; and, if placed in a prominent position, they are certain to PULL TRADE YOUR WAY.

Write for catalogue No. 9 which contains cuts and descriptions that will be of great interest to you.

The American Wringer Co. New York

ORDER NOW

This is the time to place your orders for;—

"ATLAS" Flint Paper

"ATLAS" Garnet Paper

"ATLAS" Emery Cloth in Roll's

FOR FACTORY AND MILL USE

ALSO

"ATLAS" Emery

All guaranteed for Strength, Durability and Flexibility

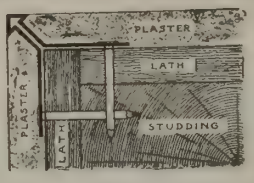
THE LONDON EMERY WORKS CO.

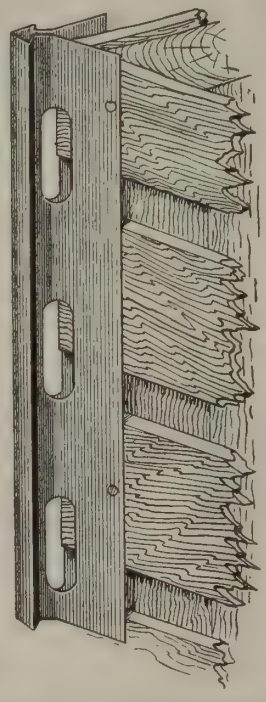
LONDON, ENG.

CANADIAN REPRESENTATIVE:

W. FRANK MURPHY

St. Francois Xavier St., - - MONTREAL, QUE.





WITH

"CROWN"

GALVANIZED

PLASTER BEAD

you get GREATER SECURITY at Less Cost

"CROWN" PLASTER BEAD can be used on all projecting corners and arches in place of the old fashioned wood strips. The illustration shows the perfect key that is formed for the plaster besides the holes, making it impossible for the plaster to chip off at the corners. The plasterer can save time and keep perfectly straight and square corners. Being Galvanized, does not rust. Applicable to Wood, Brick and Terra Cotta Corners or Arches..

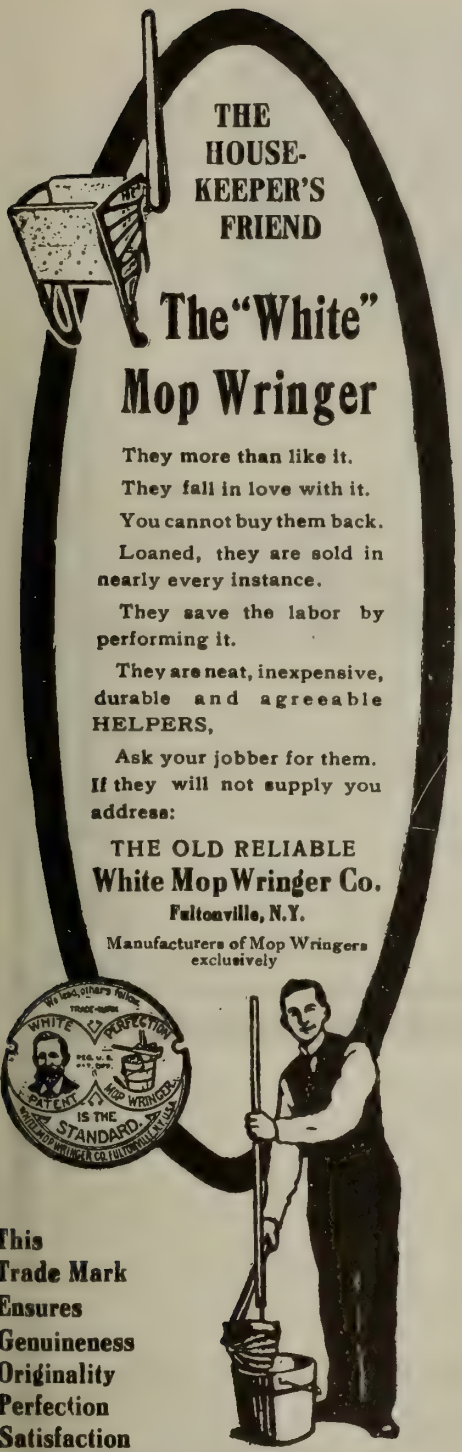
Send for FREE SAMPLE of this Improved Corner Bead and see how it is constructed. Specify it in your new buildings and be assured that the plaster corners will be permanent.

Write for this Free Sample NOW.

McFARLANE - DOUGLAS CO., LIMITED

Manufacturers

250-260 Slater St., OTTAWA, Ont.



THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

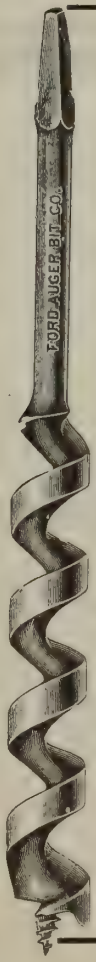
The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY



FORD AUGER BITS

are years ahead of competitors.

It has always been our aim to manufacture a bit that would be better than others BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo, and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. Today these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalog, descriptive circulars, our terms to you and name of your nearest jobber.

Ford Auger Bit Co.,
112 Cabot St., Holyoke, Mass.

PEASE FURNACE

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Our Motto is not "How Cheap" but "How Good" can we make it.

The result of practising this motto is our unblemished reputation for the last 36 years of producing the **best furnace in every way.**

"Ask the man who has one."

Write for a copy of our new illustrated catalogue.

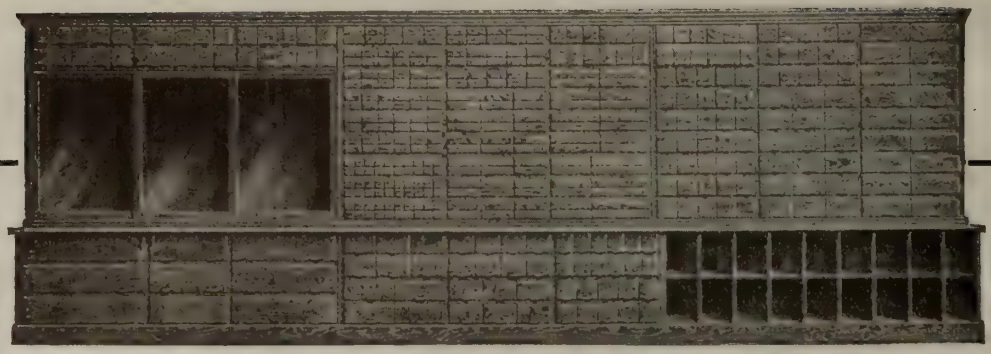
Let our Heating Engineering Department help you **Free of Cost** on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY

LIMITED

Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
166



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

DR. PERES' Barrel Brand CUTLERY

(RAZORS, SCISSORS and POCKET KNIVES)

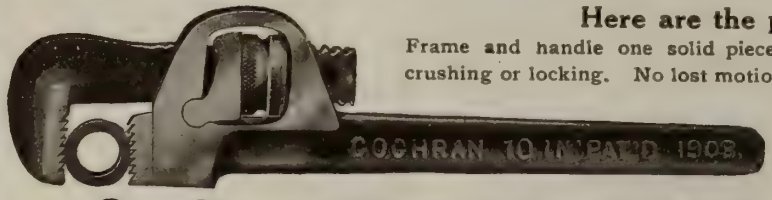
Made of the very Finest Material.
Every Piece Fully Guaranteed.

Best Workmanship.
Big Profit for Dealers.

Canadian Agents:

GREEFF-BREDT & CO. - - - TORONTO

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a **wrench** show.



Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.

Proof against all side-pull injury

Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

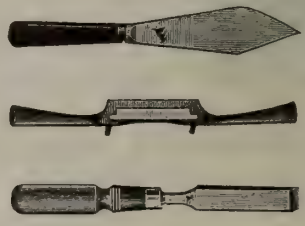
Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

Celebrated KANGAROO Brand Tools

OF ALL

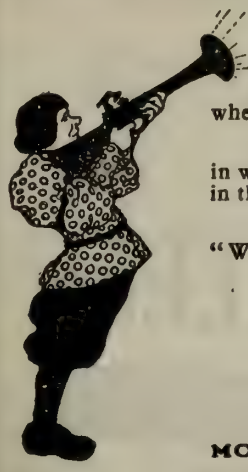
KINDS



Lists and Prices from

Robert Sorby & Sons, Ltd. - Sheffield, Eng.

Canadian Representative, **G. H. SAYWELL, Saskatoon,** who has a full line of our samples.



NO SHOOTING AT RANDOM

when you use Hardware and Metal "Want Ads."

From Nova Scotia to British Columbia not a town is missed in which there is a Hardware Dealer or Manufacturer interested in the hardware trade.

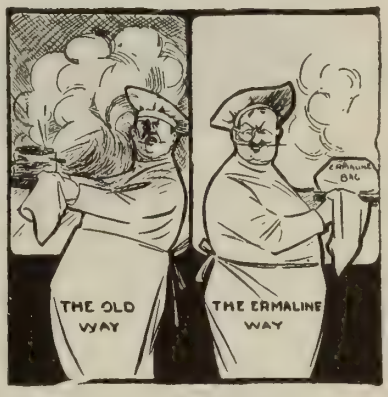
If there is a man in Canada interested in our proposition a "Want Ad." in Hardware and Metal will find him.

Rates, 2c. per word for first insertion.
1c. per word for subsequent insertions.
5c. additional each insertion when box number is desired.

SEND CASH WITH ORDER.

HARDWARE AND METAL,
MONTREAL TORONTO WINNIPEG

NO SMELL! NO DIRT! NO WASTE!



These are only three of the great advantages of ERMALINE paper bag cookery.

The food tastes better and all the goodness is preserved.

If your customers use ERMALINE paper bags once, they will use them all the time. That means a nice steady trade for you, and the profit is good.

Can be used with success in any kind of an oven, wood, coal, gas or oil. Try them yourself and see!

Samples free from your wholesaler or from the manufacturers.

EDWARD LLOYD Limited
EASTERN TOWNSHIPS BANK BLDG.
MONTREAL
Main 4829.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED
GUELPH, ONT.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.
The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

H. BOKER & CO.

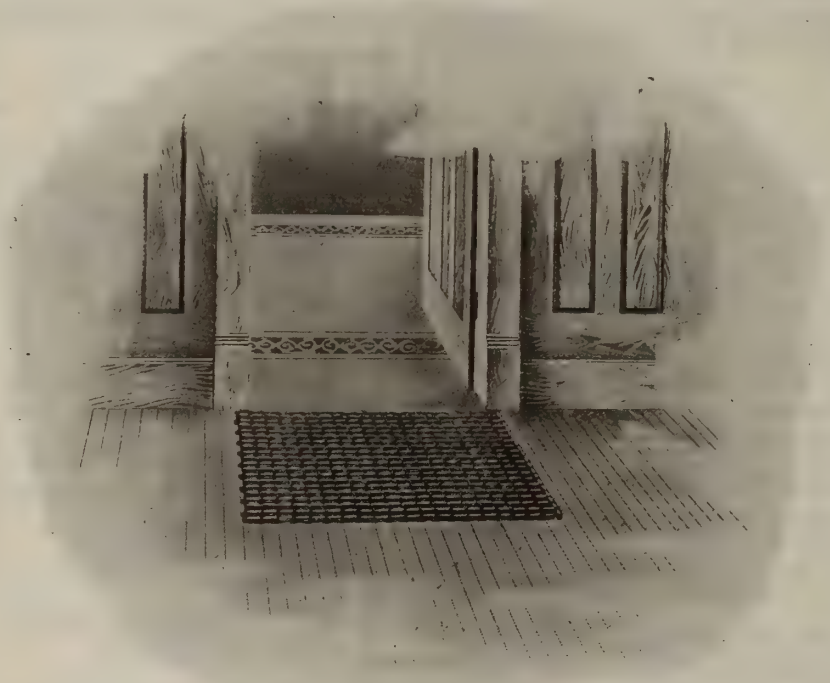
"TREE BRAND"

RAZORS AND POCKET CUTLERY

FINEST CONCAVED RAZOR

"RADIUM"

With adjustable guard, fits all Boker's Razors.
For sale by Leading Wholesale Hardware Houses.



Premier Flexible Steel Mat

is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

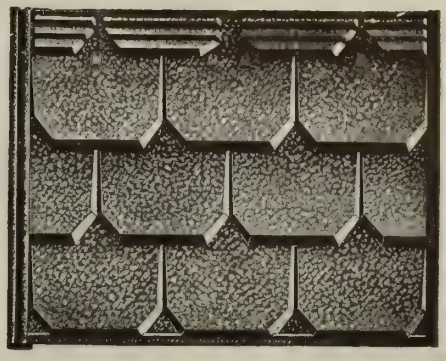
The Schultz Manufacturing Company, Limited

HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

Give the People What They Want!

Don't waste time talking substitutes. Prospective roofing buyers ask for



Eastlake Steel Shingles

"There With The Wear"

because they are universally known as the **Original**, the **Standard** Steel Shingle of Canada.

A 26 years' record of service, coupled with **heavy consumer advertising**, is a power for pulling orders which the retailer cannot afford to overlook.

Write us for catalogue and trade lists, and get in the way to a permanent, profitable roofing business.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(C 66)

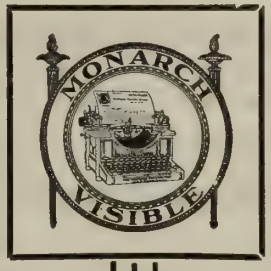
WHY A TYPEWRITER

Modern business methods insist that all business correspondence shall be typewritten.

Invoices and statements when typewritten secure more attention—prompter payments.

The typewriter saves time and work. Pen work is laborious.

Typewritten personal letters increase business.



WHY THE MONARCH

The full visibility of the work all of the time is an aid to the operator.

The common sense, complete appliances for all classes of work make typewriting easy.

All the very latest improvements.

Splendid durability.

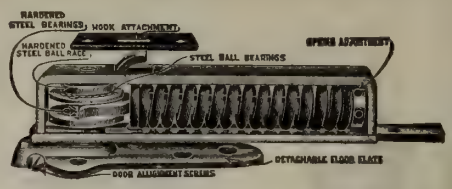
Terms to suit the purchaser.

The MONARCH TYPEWRITER COMPANY, Limited

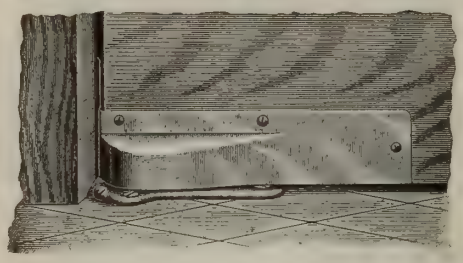
46 Adelaide Street West, Toronto

Branches: Montreal, Ottawa, London, Hamilton.

ASK US WHY



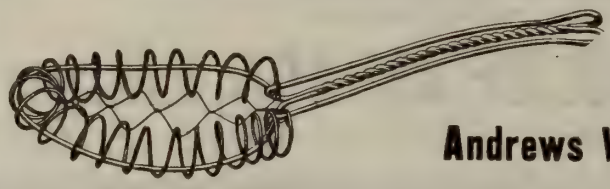
If you want to know more about "STANDARD" DOUBLE ACTING SPRING FLOOR HINGES, let us tell you a few dealers, the LARGEST and BEST, who believe in keeping UP-TO-DATE and are pushing the "STANDARD" line.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

The Durability and High Quality of OUR KITCHENWARE

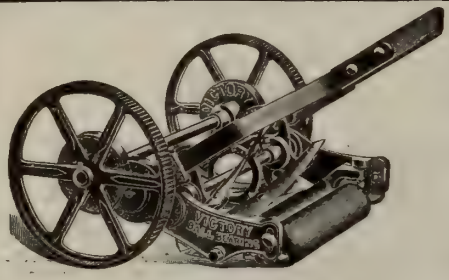
make it very popular with every user. This popularity will result in increased business, and increased business means a long stride in the way of success.



These goods sell at sight and at a price that allows the dealer good profits. Do not hesitate about writing for fuller details.

Andrews Wire Works of Canada, Limited, WATFORD, ONT. ROCKFORD, ILL.

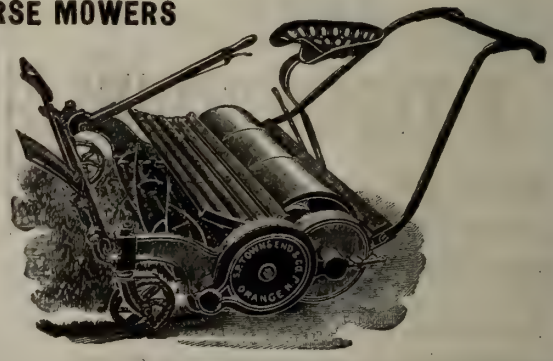
TOWNSEND MOWERS



HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.
ORANGE, N. J.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

"COLUMBIA"

The Choice of the Battery Users Who Know

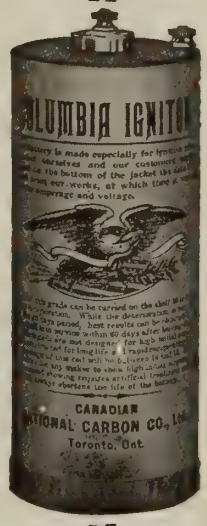
Columbia Batteries are the choice because they have a high quality that ensures an exceedingly long life and highly efficient service.

Put to comparison with other makes they always win out.

Do not sell your customers an inferior kind when the best is procurable at a very reasonable price.

The Columbia is a high-grade intermittent cell. It is made particularly for all forms of open circuit or light drain work like that of telephones, alarms, electrical toys, wireless telegraph, etc.

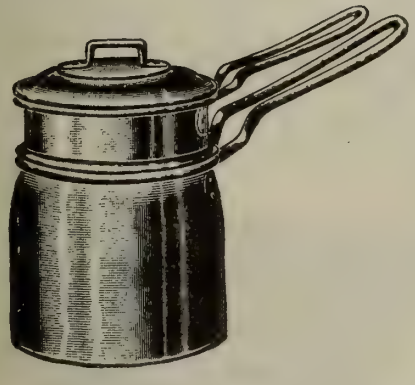
Columbia Ignitor is an ignition battery. For strong sparking current, long life and quick recuperation it has a world's record. Its special field is ignition on automobiles, motor boats, gas or gasoline engines, etc.



Address H.M.—12

Canadian National Carbon Co., Ltd.

99 Paton Road
TORONTO, ONT.



ALUMINIUM GOODS

Import Only

EVERYTHING IN KITCHEN UTENSILS

Best Quality
Best Finish
Best Prices

Our travellers are now on the road with a full range of samples. Be sure and arrange to see these goods, either by appointment with Traveller or at our Sample Room.

We are also showing a very large range of Brass Goods at prices before unheard of.

BRITISH & CONTINENTAL AGENCIES

LIMITED

16 FRONT STREET EAST, TORONTO

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

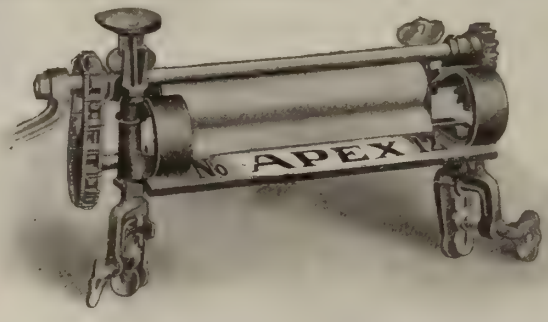
Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

Good Starters for 1912

The **PLAYTIME WASHER** is specially adapted for Country use. Can be easily hitched to the small Gasoline Engine or Electric Motor which every up-to-date farmer now uses, and will cut out the drudgery of washing for the country housekeeper as the **VELOX WATER MOTOR MACHINE** does for the city resident.

As a hand machine it has no **SUPERIOR.**



The **NEW APEX WRINGER** is chain driven, has double Power Gears, cannot get out of mesh, and turns very easily under load.

MADE ONLY BY

Cummer-Dowswell, Limited

HAMILTON, ONT.

EASTERN AGENTS

W. L. Haldimand & Son

MONTREAL, Que.

WESTERN AGENTS

H. F. Moulden & Son

WINNIPEG, Man.

The Playtime

Combination Hand and Power Washer.

You can't go wrong in stocking them. The Selling Features are there.

Let's Get Together !

AN ADVERTISEMENT BY C. DOLPH

Read this. It may mean a thousand dollars to you.

Did you ever stop to think of the many dollars you could make by selling **PRESTON METAL CEILINGS AND SIDEWALLS ?**

"THE BEST IN FIFTY MILE AROUND."

You didn't ? Then **THINK OF IT.** Right now you can make those many dollars if you get busy and boom the metal ceiling trade. The housewife is planning to-day to do her spring housecleaning and is making her plans for her decorations. And **RIGHT NOW** is the time for you to see her and help her plan.

We will furnish all the necessary literature for you to show designs, If you will send us the dimensions we will suggest designs and give estimates. When you get the orders we will give you complete plans for erecting the materials. Write us for suggestions. We are ready to give them to you.

Ask us for our catalogs and trade price lists. Please mention Hardware & Metal.

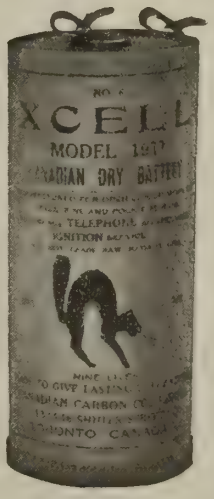
THE METAL SHINGLE & SIDING CO.

PRESTON, ONTARIO, and MONTREAL, QUEBEC

Western Hardware Dealers

Are you getting any battery business ?

Many of your customers are battery users and you can get their trade by handling the



X Cell DRY BATTERY

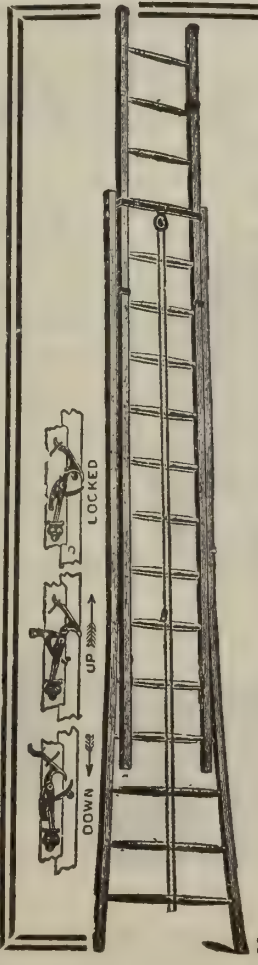
"You can't sell a better Cell"

High in amperage, gives long, steady service. **GUARANTEED !**

No. 6—6 x 2½ inches — 125 to a standard package
No. 7—7 x 3 inches — 75 to a standard package
No. 8—8 x 3½ inches — 50 to a standard package

ORDER FROM YOUR JOBBER OR WRITE US

CANADIAN CARBON CO., LIMITED
WINNIPEG



An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

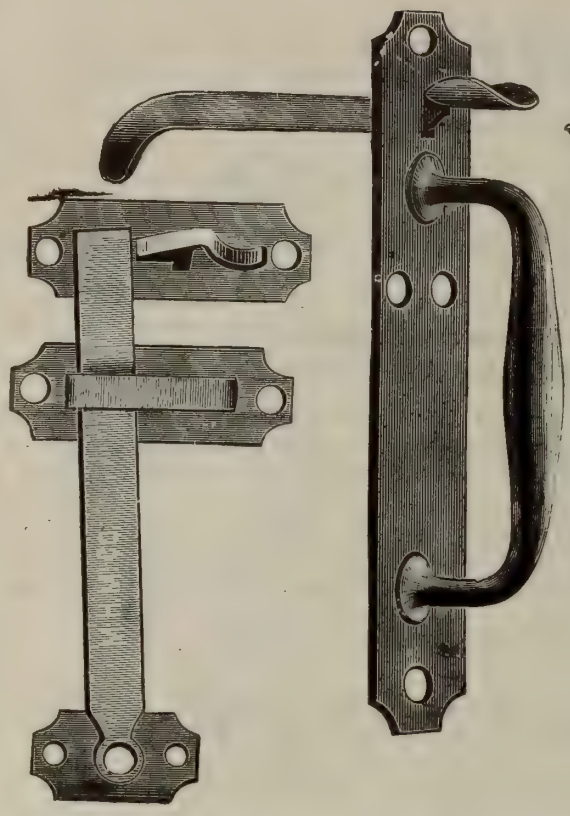
It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The Stratford Mfg. Co. Limited

Stratford - - Ontario



WROUGHT IRON DOOR LATCHES

LIFTER AND HANDLE
OF MALLEABLE IRON

SEND FOR OUR CATALOGUE.

QUALITY GOODS AT RIGHT PRICES.

The Montreal Hardware Manufacturing Co., Limited

MANUFACTURERS OF

BUTTS, HINGES, LIGHT T. AND STRAP HINGES, LATCHES, DOOR BOLTS, HITCHING RINGS, ETC.

MONTREAL - - - QUE.

McCLARY'S "SAMSON" LEADS

IN

Milk Can and Dairy Trimmings

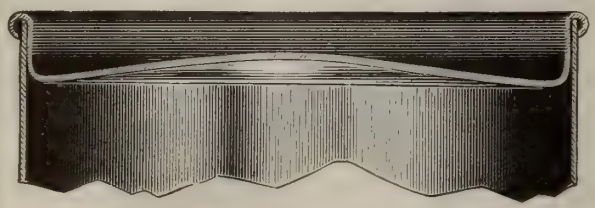
"SAMSON" BOTTOM

The "SAMSON" bottom is one piece and Seamless.

It takes less solder and is easier made up than any other.

By looking at the illustrations you can see that the "SAMSON" is perfectly sanitary.

SEND US YOUR ORDER FOR TRIMMINGS OR MADE UP CANS AND PAILS



SECTION OF "SAMSON" BOTTOM

McClary's

Toronto Montreal London Vancouver St. John, N.B.
Hamilon Winnipeg Calgary Saskatoon

LOOK FOR THE LABEL IT is YOUR GUARANTEE that the goods are GENUINE

"Anti-Rust" Dairy Pail.

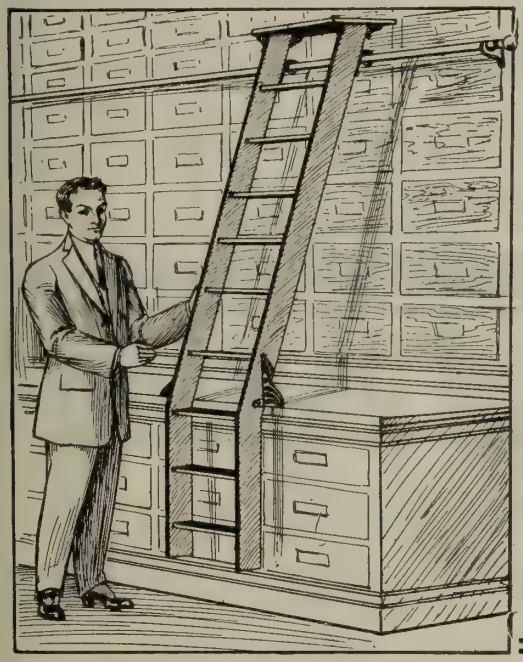
"ANTI-RUST" Indestructible redipped stock,

every piece of which is guaranteed, and will be replaced if found defective.

"Anti-Rust" Strainer Pail.

E. T. WRIGHT & COMPANY, Hamilton, Ont.
(H. G. WRIGHT)

Winnipeg Distributing Agents—Merrick-Anderson Company.
Vancouver Distributing Agents—Macpherson & Teetzel.
Winnipeg Agents—W. Reynolds & Company.
Toronto Agent—F. B. Wilson, 33 Maitland Street.



Everything is accessible
WHEREVER OUR
BICYCLE STEP-LADDER
IS USED.

Build your shelving from floor to ceiling and economize space. No matter how high your shelving may be we have a ladder to meet your demands—a ladder that satisfies both climbing need and the easy sliding requirement.

Our Bicycle Step Ladders are built of hardwood in any finish you desire and are guaranteed to be the most durable on the market.

WRITE FOR CATALOG AND PRICES.

The Hamilton Brass Mfg. Company, Limited
Hamilton, Ont., and Montreal, P.Q.

MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited
GALT, ONTARIO and VANCOUVER, B.C.

Your Special Brass Work

that has been costing you too much

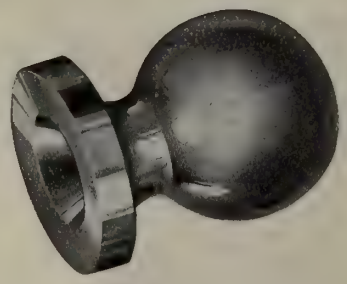
can be handled at our plant accurately, more rapidly and at a lower cost to you.

We operate highly specialized machinery for cutting all kinds of parts from metal bars.

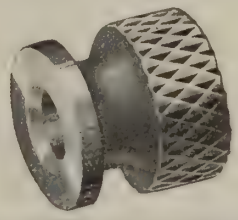
Brass jobs made up to samples for electric fixtures, battery, gas and plumbing work, come off from our machines accurate and smooth enough for assembling.

Particular jobs are just the kind on which we are willing to show you what we can do for you in price and deliveries.

You send the sample and we assume the chance of inaccuracy. Especially attractive prices quoted on special work in quantities of a kind.



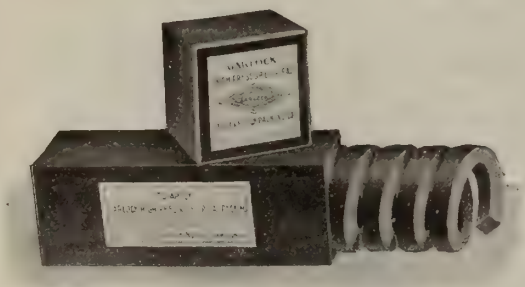
May we talk to you on a contract basis.



The National-Acme Manufacturing Co.

Montreal, St. Henry and G.T.R.

GARLOCK SPIRAL PACKINGS GIVE THE SERVICE



Garlock High Pressure Spiral

and service determines worth---not the price paid.

WRITE FOR 1912 CATALOGUE

The Garlock Packing Co.

Head Office and Works

Hamilton - - Ont.

BRANCHES

Montreal Toronto Winnipeg Vancouver

Garlock Regular Spiral

HAMILTON (22 Calibre) RIFLES

Sell Well And Bring Good Profits

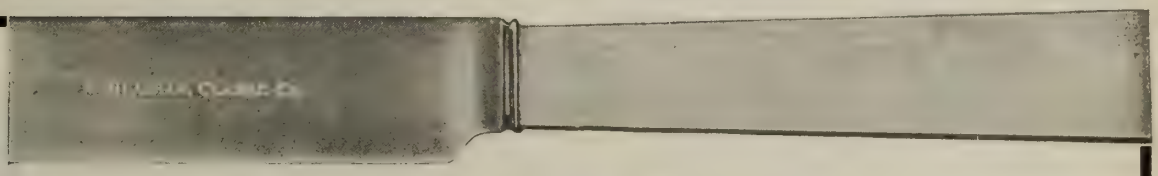
We began manufacturing these rifles with the aim to build our business on their reputation and we have more than succeeded. The old as well as the young have always been highly pleased with "HAMILTON" Rifle Service.

Handle OUR line and increase YOUR business. A trial will convince you that there isn't a better value on the market. The Hamilton Rifle is safe, strong and accurate and is exceedingly simple. It has a quality and appearance that equals many higher priced rifles. Get circulars and prices at once.

FOR SALE BY ALL JOBBERS

C. J. Hamilton & Son, *PLYMOUTH, MICHIGAN*

STEEL BLADE TABLE CUTLERY THAT SELLS QUICKLY



The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. This knife is the "King" of table cutlery, as it is unsurpassed in every respect. Give it a trial and increase your profits—we guarantee satisfaction.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N F. GUNDY. 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.

Salem

Kingston

Morrow

Turenne

Irwin

Avon

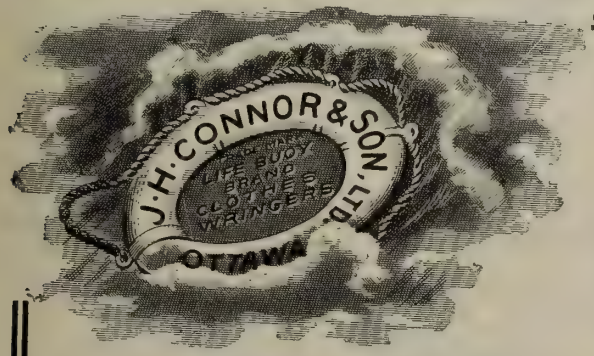
Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

CAN WE HELP YOU

There are some hardware dealers living in this 20th Century who are still using 19th Century methods. They do not realize that Halifax is closer to Vancouver to-day than Montreal was to Toronto fifty years ago.

Twenty-five years ago it was a calamity for a merchant to lose a good clerk, for he knew it was practically impossible for him to get in touch with an experienced man. Such an idea as making a deal with a fellow hardware man a couple of hundred miles away either to buy a set of tinners' tools or to sell a second-hand counter or show case, did not seem practicable to even the most progressive hardware men. If a man wanted to sell his business he had to accept the highest price he could get from some one of his fellow townsmen, for no one else knew of the opportunity or had any means of finding out about it.

To-day the up-to-date dealer

CREATES HIS OPPORTUNITIES

He states his wants briefly in a "Hardware and Metal want ad." and in four days' time practically every hardware merchant, clerk, hardware manafacturer and traveler has read the proposition, and it seems reasonable that somewhere among the "blue noses" of the Maritimes or the pioneers of the boundless West someone will want just what he has to offer.

EVERY HARDWARE MERCHANT IN CANADA

can take advantage of our "want ad." page. Ask yourself:

Is there not some article I would be better without if I could get a fair price for it? If you cannot get a fair price for it by appealing to the trade throughout Canada you had better sell it for scrap

We can help you, but you must take the first step.

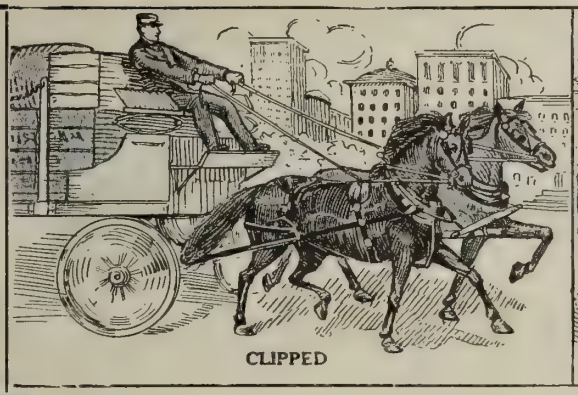
Surely it is worth 25c or 50c to find the one man in Canada whose wants dovetail into just what you have to offer.

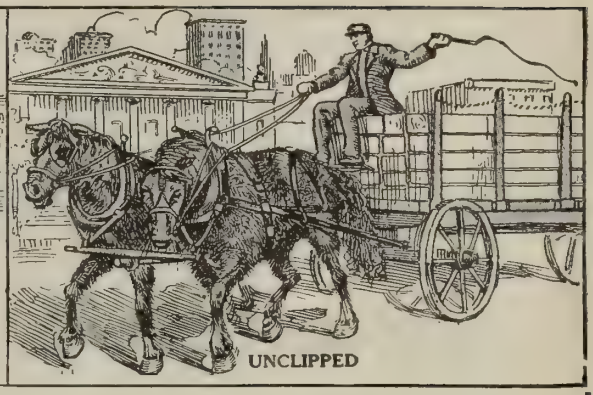
RATES: *(payable in advance)* **2c per word first insertion. 1c per word subsequent insertions. Box Number, 5c additional each insertion.**

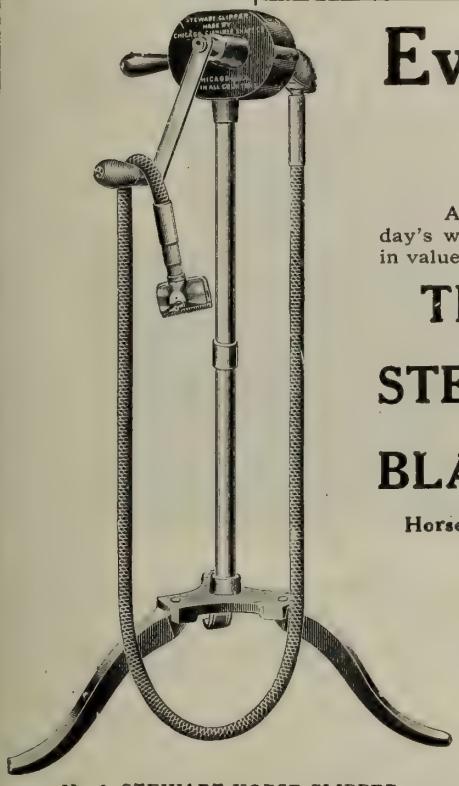
HARDWARE & METAL

Montreal **Toronto** **Winnipeg**

A Comparison which is a Convincing Argument in favor of Clipping


CLIPPED


UNCLIPPED


No. 1 STEWART HORSE CLIPPER

Every Horse Worth Keeping Is Worth Clipping

A clipped horse looks better, feels better and works better. He dries out quickly after the day's work, rests well and his food does him good. He is more easily kept clean and increases in value.

That is why You can sell, this Spring, our

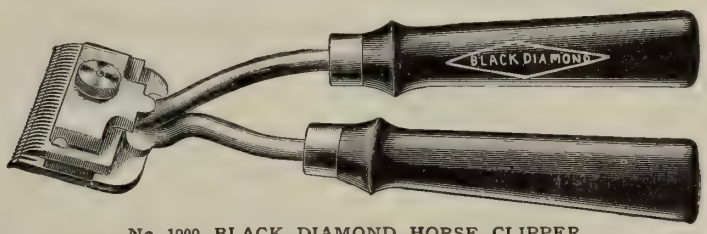
STEWART HORSE CLIPPING MACHINES

and

BLACK DIAMOND HAND CLIPPERS

Horse Clippers are used extensively by Dairymen for clipping the flanks and udders of cows

One dairy near Chicago has 100 Stewart Horse Clippers for use on its cows.



No. 1909, BLACK DIAMOND HORSE CLIPPER
Ball Bearing: Nickel Plated; Ebonized Handles.

The Flexible Shaft of No. 1 Clipper can be used on the No. 8 Shearing Machine, and the jointed shaft of the No. 8 Shearing Machine can be used on the No. 1 Machine; Therefore by possessing either machine, it can be adapted to Clipping or to Shearing by buying the other Shaft required.

With a Good Sheep Shearing Machine 20 cents' worth more wool can be gotten from every sheep and it is cut evenly from over the body.

No second cuts are put into your clipping as is the case with hand clippers.

It Pays to Shear Sheep with a Machine

From now to May is the best selling season on the above lines

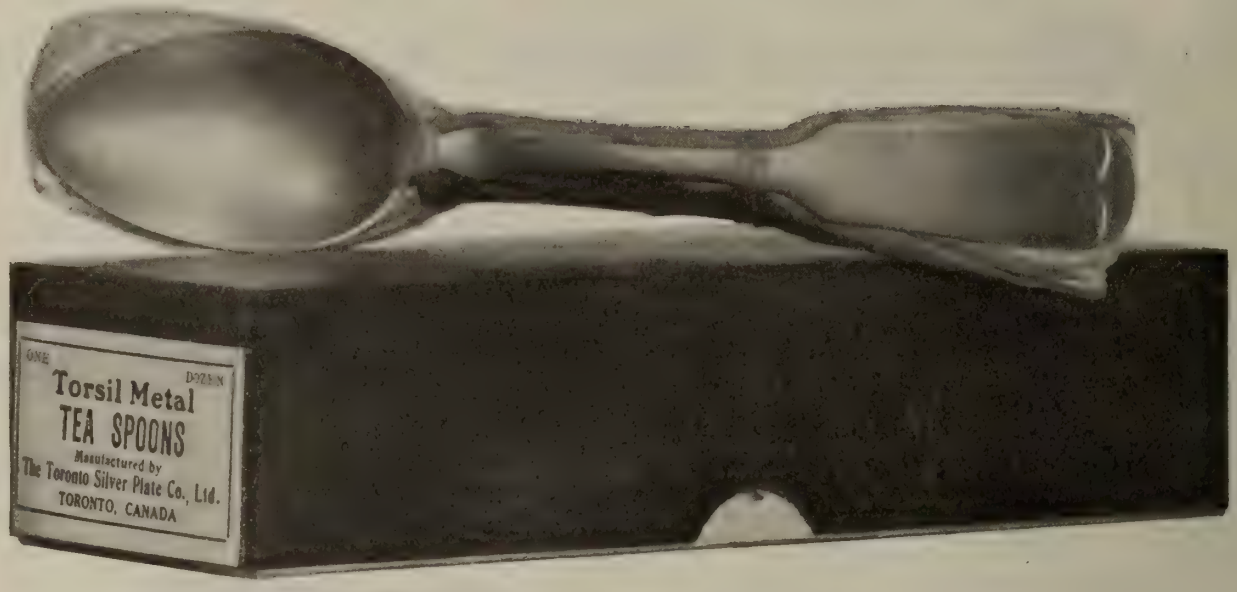
We are the largest Jobbers of Clippers in Canada

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

THE TORONTO SILVER PLATE CO. LIMITED

Tipped Pattern in Torsil Metal



Spoons and Forks made of Torsil Metal are guaranteed solid metal throughout. Torsil Metal is a solid White Metal, combining durability and strength, no coating to wear off, will not rust, for hard usage will give perfect satisfaction.

For Hotels, Restaurants and family use, where customer does not wish to go to the expense of plated goods, Torsil Metal is without a parallel.

As there is no Plate to wear off, any Silver Powder, Chalk or Electroine can be used to clean them ; the more they are cleaned the whiter and more beautiful they become.

	Light Weight	Heavy Weight
Teaspoons, small, per dozen	$ .78	
Teaspoons, medium, per dozen	.96	$1.60
Tea poons, large, per dozen	1.16	2.00
Dessert spoons, per dozen	2.22	3.00
Table spoons, per dozen	2.70	3.50
Dessert forks, per dozen	2.22	3.00
Medium forks, per dozen	2.70	3 50

For discount off above prices write your jobber.

Torsil Metal Spoons and Forks are tied up in sets of six, packed one dozen in an olive green box and nicely labelled.

If you cannot buy this line from your jobber write us direct for our prices and a sample spoon; the sample spoon will not cost you anything, and we would like you to try it with a file and see how hard it is, and generally to compare it with any other similar line that you may be now handling.

The Toronto Silver Plate Co., Limited

Silversmiths and Manufacturers of Electro Silver Plate

Factories and Salesrooms
WEST KING STREET, TORONTO

Winnipeg Show Room
ALBERT STREET

E. G. GOODERHAM
President

"Queen's Head"
GALVANIZED IRON

There is more than a name to "Queen's Head"
There is unequalled quality as well.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

"DOMINION"

THE GUARANTEE OF HIGH QUALITY
ON

Bar Iron **Hoop Iron**
Galvanized and Polished Canada Plates
Charcoal Tinplates

Why not get the Best?

A. C. LESLIE & CO., Limited
MONTREAL

Build Your Trade

by supplying your roofing customers with the

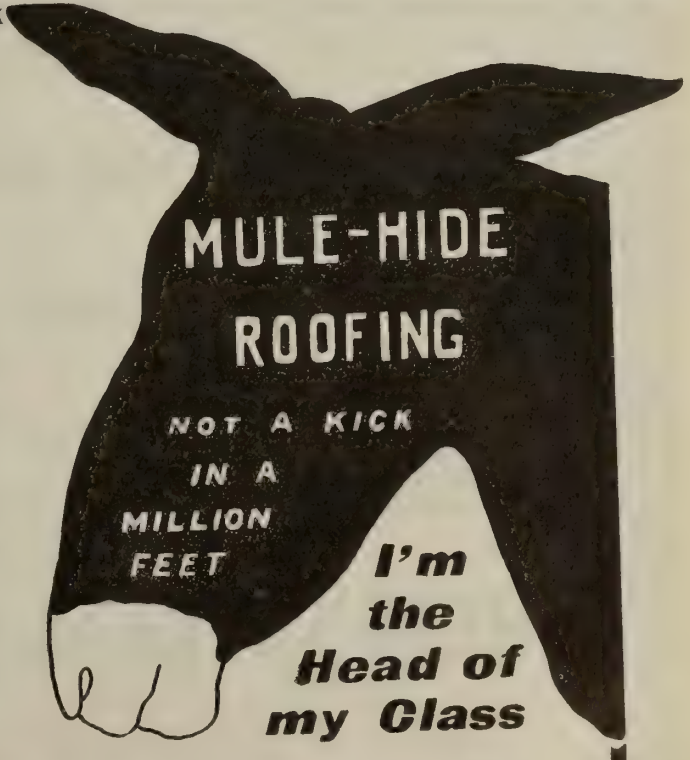
"MULE-HIDE"
High Grade Roofing

In quality, durability and toughness it has no near rival for superiority.

This is not merely a claim, but a fact which is **backed by our written guarantee**. There must be absolute satisfaction or money will be refunded.

Sell Mule-Hide and reap excellent profits

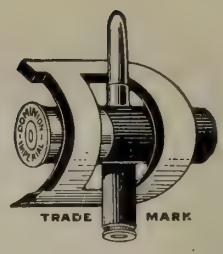
You will be interested in our proposition —don't delay, write for it at once.



Dominion Roofing Co., Ltd.

31-33 Front Street East - TORONTO

FOR BIG GAME



DOMINION
RIFLE AND REVOLVER
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Does it Pay to Rent Vacuum Cleaners?

A Topic of Particular Interest to Trade Discussed From all Standpoints—The Conclusion is Voiced That Renting Should be Done Only With a View to Creating Sales—Some Advantages and Disadvantages.

Is the renting of vacuum cleaners advisable? Is it in the best interests of trade?

These questions are being debated at the present time by both manufacturer and retailer. The complaint has been voiced that the renting of vacuum cleaners has, in some cases at least, restricted sales. As the matter is one of vital importance to the trade, an effort has been made by Hardware and Metal to gather facts and opinions from every standpoint.

It is generally conceded that the practice of renting out machines has very serious drawbacks. It tends to keep people from buying machines of their own. "How many people," asks one manufacturer, "are likely to pay from $25 to $150 for a cleaner when they can rent one for 50 cents or $1 a day? Undoubtedly a great many people would be inclined to look at it that way. Instead of purchasing a machine, they would invest a dollar or two occasionally to rent one.

This plan, if followed by a majority of people, would mean a loss all around. The manufacturer would lose because there would not be as large a demand for his goods; the retailer would lose the comfortable margin of profit which accompanies the sale of a machine and would have for consolation the smaller sums made by renting; the householder would miss the opportunity of keeping the house clean every day of the year and would have to be content with an occasional "clean up."

Some dealers complain that renting machines leads to a heavy demand around housecleaning time and slackness at all other seasons—a disadvantage certainly.

A Wrong Impression.

The greatest fault to be found with the renting system, however, is that it has helped to create a false impression. People are thereby encouraged to use the vacuum cleaner on rare occasions only, for instance during spring and fall housecleaning. In reality the vacuum cleaner should be used in every home regularly. Semi-annual use does not insure cleanliness the whole year around. The efforts of the hardware dealers should be devoted to bringing people to a realization of this fact. But renting has a directly opposite effect. People will not rent machines once a week. It is only by working for sales that the dealer can hammer home the fact that the cleaner is intended for daily use in the home. It follows that the plan of working for sales opens up a wider future for the vacuum cleaner and, consequently, for the retailer who markets it.

DOES RENTING PAY?

The renting of vacuum cleaners has become rather general and, in view of the fact that the advisability of the step is doubted by many, it has developed into a problem of vital interest to the trade. Manufacturers of vacuum cleaning machines without exception question the wisdom of adopting the renting system as a permanent policy. It is contended that it would hamper sales and turn probable purchasers into renters of machines instead. It is conceded, however, that renting may be made a valuable publicity measure—if limited to that. The accompanying article should be carefully perused.—Editor.

The Other Side.

There is, however, another side to the question. The vacuum cleaner is a comparatively new article. Its virtues are not known to all. Many a housewife plies her broom industriously every day in ignorance of the fact that science has provided an easier and more thorough method. To others, the cleaner is a new thing; and they will have to be convinced of its worthiness before they will try it.

Renting serves the purpose of making known the good points of the machine. People rent first, become convinced and then buy. As one manufacturer puts it: "Many will use them in this way and gradually get into the habit of using them and become educated to the advantage and improvement of this method of cleaning. Many will ultimately buy a machine."

There is another advantage from the standpoint of the retailer. Many people will rent who would never lay out a large enough sum to purchase a machine; the retailer gains in such cases. It is doubtful, however, if what he makes in this way counterbalances what he loses on customers who would buy if it were not possible to rent.

Sales the Main Object.

Summing up the situation, one comes to the conclusion that the renting of machines can be carried on profitably if handled judiciously but that it should be done only as a means to effecting sales. Many dealers make no effort whatever to create sales. They keep a couple of cleaners in stock for renting only. This policy cannot be too strongly condemned. It precludes all possibility of sales and restricts the profits of the retailer to the narrow limits of the rental price. The dealer who pursues this plan can have no thought for the future.

All hardwaremen concede that the greatest profits are made by selling machines but they find that sales are hard to make. Undoubtedly, it takes a good salesman and one thoroughly acquainted with the article, to sell a machine which costs as much as a vacuum cleaner. The difficulty will be lessened as time goes on and the vacuum cleaner becomes more generally recognized as a necessity in the home. The time is not far off when the cleaner will be regarded as quite essentially a part of household equipment as a heating system. The dealer should do his best to bring this nearer by educating his customers to the fact that a cleaner is needed for daily use. Renting of machines should be undertaken then, only with a view to making converts to its great practical value and thereby creating a demand.

If carried on from this standpoint, the renting of machines can be made a strong factor in promoting sales.

A Good Plan.

One hardwareman has evolved a plan worthy of emulation. He rents out machines to people once but strives not to repeat. When they come back—and they all do—he takes it as the surest kind of proof that they have found the cleaner a good thing and that they need it. They have become, therefore, good prospects and he tries his best to sell them a machine. If they are not prepared to invest the money then, he allows them to rent one. He never loses sight of them but keeps plying them with arguments to show that they would be wiser to buy. They come to it ultimately; for it soon becomes apparent to them that they need a cleaner in the home all the time.

In conclusion, it might be said that renting, as a means of effecting sales, can be made profitable. But as a permanent policy, it should be discouraged.

Displaying Belting in Window Pays

C. O. Gervais and Frere, St. Johns, Quebec, says That This Lets the Mill Owners, the Wood Cutters, and the Machine Operators See Where They Can Replace a Defective Belt—One Hardwareman has Arranged Rack for His Belting—This Might be Used by Western Dealers who do a Large Business in This Line with the Threshers.

Hardware men are not the only ones who have to prepare for spring. Manufacturers do this too, and because such is the case the hardware man must study the future closely, that he may not miss any business.

Many manufacturers keep their plant running all winter, but the pressure is not then as great as it is during the spring and summer. So, as the cold weather disappears, an effort is made to get the machinery in perfect order, and a good deal of belting is then purchased.

The Men to be Reached.

It is not every hardwareman who can successfully handle this line. Belting is like all other goods in that respect. Some manufacturers place their orders direct. They must have belting in large quantities and get big supplies from the makers. But there are smaller manufacturers who buy from the dealers. There are mill operators in New Ontario who buy a hundred feet or more. There are wood dealers, in all parts of the country, who must have the belting to run their machinery. Whenever a break occurs these men must get a new supply, but before spring comes many of them make a special inspection of their plants, and then, if the belting is found defective, a change will be made.

Sight of Belting Suggests Use.

Because of this it is to the hardwareman's interest to let the small manufacturers, the mill owners, and the wood yard operators, know that he carries belts. Perhaps this fact can be advertised. C. O. Gervais and Frere, of St. Johns, Quebec, obtains the desired result by placing various sizes in the window. Mr. Gervais sells a good deal of this, and says it pays to bring it to the front.

Perhaps other handlers might follow this course. They may think all their customers know where to get the belts, but the sight of this in the window will snuggest that a few feet might well be used on a certain bit of machinery.

Expose Belts in the Store.

If the window is not used—and of course it can hardly be devoted to this line for long at a time, the belts should be visible. There is no use hiding them in the store. One man who handles this class of goods in large quantities has installed a rack. This is divided into sections, in each of which belts of a certain size are rolled. When smaller quantities are carried this need not be done, but by using the various sized belts an attractive pyramid may be formed on counter or shelf—a pyramid which draws the attention of those coming to the store, and which takes but little of the precious room.

"I find it a good idea," said one handler, "to keep lacing well to the front, too. It is only to the smaller manufacturers and the machine operators that we can sell belting, but even the large producers sometimes need lacing. Their supply may get low, and they need a fresh stock at once."

Vital Question for Westerners.

Western dealers are especially interested in this question of display for they have a greater demand for belting, perhaps, than have the great majority of dealers in the older provinces. Their great business comes in the early summer, when the threshing gangs are starting out. Many a traction engine needs new equipment, and this is generally secured from the hardware man of the district. The rush of business in the west, as has been said, comes early in summer, but the wisest dealers do not leave their ordering until then. They plan ahead—considering what they sold last year, and whether they will be likely to need much more. Some of these men are sending in their orders already. They are the wise ones. They will not be harassed by a demand which they have no means of filling.

OPEN WESTERN BRANCHES.

Owing to increased business in the West, the Garlock Packing Company, of Hamilton, Ontario, have opened up branches in Winnipeg and Vancouver, where a complete stock of Garlock Packings and Mill Supplies will be carried.

The Winnipeg branch is located at 117 Market street, with W. J. Usher, as Western manager, to the mountains. With Mr. Usher, are associated B. E. Dalzel and E. C. Medland.

The Vancouver branch is under the management of Arthur R. Bell, who will be assisted by George Cook.

Further Advance in Copper and Brass Goods?

During the past few months, there has been a steady advance in the price of ingot copper which has necessitated a corresponding advance in the price of sheet copper and brass used in the manufacture of many housefurnishing articles.

Brass is manufactured from ingot copper and spelter and advances correspondingly with the increase in price of ingot or raw copper. The manufacturers of sheet copper and sheet brass have advanced their price four times in the past sixty days and the increased price over and above the existing price last June, amounts to approximately twenty per cent. and, in consequence, many dealers manufacturing brass and copper goods have notified their customers of a ten per cent. increase of price, as already recorded in Hardware and Metal.

It will be well for dealers who are handling housefurnishing goods manufactured from brass and copper, particularly such articles as chafing dishes, coffee-machines, trays, bathroom furnishings, etc., who are in a position to place orders for future delivery at the prices existing before the first of January, to do so as information has been secured from a number of well-known manufacturers that in the event of a future increase in the price of raw material to them, the prices will have to be re-adjusted all along the line. A word to the wise is sufficient.

BROWN-BOGGS CO. EXTEND.

The Brown-Boggs Company, of Hamilton, Ont., manufacturers of tinsmith and canning machinery, are contemplating an extensive enlargement of their plant, and for that purpose are negotiating for the purchase of six acres of land in the eastern part of the city on the line of the G. T. R. and T. H. & B. railways.

The company is at present located at the corner of King William street and Victoria Avenue, and if present plans go through, will move from that section of the city as soon as the east end plant is erected. The capital of the concern will be increased to $500,000 and it is the intention to install an up-to-date plant and pay more attention to the manufacturing of larger tools, presses, shears, etc.

Parcels Post Problem to the Fore

Notes of the Coming Ontario Convention—Arangements Being Made to Supplement Hotel Accommodation—Members of Parliament Invited to Attend—Toronto May Make Bid for 1913 Convention.

Toronto, Jan. 25.—The arrangements for the annual convention of the Ontario Retail Hardware and Stove Dealers' Association at Guelph from February 19 to 23 are being carried on by the officers. The plans mapped out at the last meeting of the sub-executive are being put into effect.

Activity is being shown in Guelph and steps are already being taken to insure sufficient accommodation. There are a number of good hotels in Guelph, but, if they should prove unequal to the demand accommodation will be offered in private homes. The city of Guelph has become accustomed to handling extremely large crowds every year at Winter Fair time and the plan then followed is for citizens to let rooms to the visitors. Publicity officer McDonald is now getting up a list of fifty or more homes where rooms will be obtainable during exhibition week. This should relieve any congestion.

It is desired to provide adequate accommodation in the way of meals. It goes without saying that the hotel dining rooms will be crowded and the delay thus caused leads to a corresponding delay in getting the meetings started. If it were possible to enlarge the accommodation, so that all could get their meals within the hours of adjournment, greater promptitude could be shown in getting back to the meeting hall.

With this end in view, some arrangement may be made with local caterers to provide meals on the days of the convention.

The Exhibition.

It is not yet possible to give out the ground floor plan of the manufacturers' exhibit. While spaces have been allotted to those who have already made application, the recent withdrawal of some of the firms has necessitated a rearrangement. The spaces are being rapidly filled up, however.

The secretary has been making an effort to secure prizes for the progressive euchre party which has been fixed for Friday night. Already a number of manufacturers have donated valuable prizes.

The programme will be along the same line as last year. The Question Box discussion will come on Wednesday night and one afternoon will be set aside for an open meeting at which manufacturers, jobbers and travelers have an opportunity to join in the discussion.

It has not yet been definitely settled as to what will be done in the matter of window displays. The committee will take up this matter later on.

Parcel Post Question.

One of the most important topics to be discussed will be the problem of Parcels Post. It is felt that there is a grave possibility of some action being sprung by the powers that be in the very near future. That the association will take a firm stand against is practically assured.

Invitations have been extended to the members in both the Dominion and Ontario house, who represent the hardware trade, to attend the convention. As both houses will be sitting, it is doubtful, however, if many of the members will be able to respond to the invitation in person. This is to be regretted as their presence would have assisted very much in bringing the feeling of the association before both legislative bodies when occasion arises.

The 1913 Convention.

Who will get the 1913 convention?

This is now one of the moot questions in association circles. President Chown is out for Belleville and he will undoubtedly get the support of the eastern members. There is some talk of opposition but whether this will materialize remains to be seen.

There was some talk of St. Catharines putting in an invitation but this idea has practically been abandoned. The secretary paid a visit to St. Catharines and found that the situation of the armories presented a difficulty which could not very well be overcome. The building is some distance from the centre of the city and the heating arrangements would not be of the best.

The latest development is the rumor that Toronto may put in an invitation to the association for 1913. Some difficulty may be experienced in finding a suitable place for holding the convention but, if the armories can be obtained, it is quite possible that the invitation will be put in.

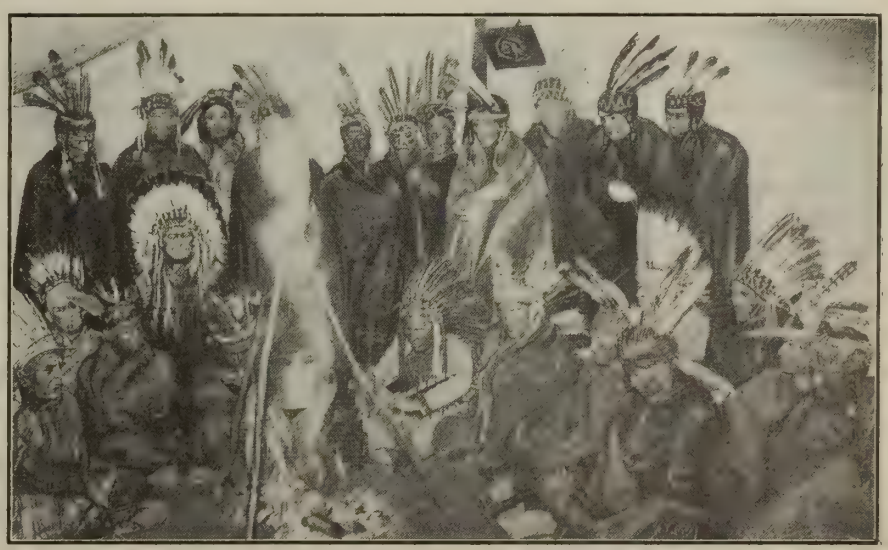
This would provide a spirited contest. President Chown would have a strong argument in the fact that expenses in Belleville would be considerably less.

Convention Number.

Hardware and Metal will issue a convention number on February 17 which will contain a full outline of the programme and the convention arrangements and will contain in addition many interesting articles and features. No member should fail to secure and carefully read this number.

FIRST COUNCIL MEETS.

In a recent issue Hardware and Metal gave an account of the inauguration of the Eeh-Nis-Kim, an order involved in much mystery, the members of which are made up of hardware dealers and clerks and the sales force of the Carborundum Co. The accompanying illustration shows the first council meeting of the Medicine Lodge.



The first Council Meeting of the Medicine Lodge of the Eeh-Nis-Kim.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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THE QUALITY DEMAND.

Demand for quality is now the dominant note in some lines of trade. People are beginning to realize, as they have never done before, that it pays in the end to buy right. They do not allow the opportunity to save a few cents at time of purchase to prevent them from realizing on the greater satisfaction and the longer length of service that the quality articles gives.

This is particularly true with respect to cutlery. The day is past when people are content with "any old thing." The cheap jackknife, guaranteed to carry an edge for all of two days, is passing out of favor at the same time as the pewter spoon and other inferior articles. The point of view of the average person has broadened sufficiently to preclude any desire to purchase the cheapest grades. A Western hardwareman made the statement the other day that he sells more jackknives around $2.50 in price now than he does of the cheaper grades.

This tendency should not be lost sight of. The dealer who succeeds is the one who gives the public what it wants. If people demand the best quality, they go to the store where they can obtain it and the establishment which caters to cheap trade will suffer accordingly. The buying and selling ends of the business should be made to work in unison with the object in view of establishing what might be termed a "quality tone."

RECIPROCITY NEEDED IN STAMPS.

That phrase, "Please send six cents in stamps to cover cost of mailing," is becoming a regular bugaboo, not only to the one from whom the stamps are wanted, but to the one to whom the stamps come. The trouble, of course, is caused by the proximity of two countries—two countries with different postal systems.

An illustration of the nuisance which the interchange of stamps causes, comes to hand this week, a manufacturer of the United States writing that he has Canadian stamps to the value of $60, and asking where he can get United States stamps, or money, for these. His trouble is but an example of that experienced by many business men.

The manager of a Montreal concern, speaking of this matter, states that he undertakes to exchange stamps for his customers. Thus, if a dealer in the United States has a number of King Gorge stamps sent him, to defray the expenses of mailing some catalogue or other he will pay face value for these. If a Canadian, on the other hand, gets a number of U. S. stamps he will take these and dispose of them later.

By such means much of the inconvenience is obviated, but how much better it would be if there were a recognized method, whereby a Canadian, getting a number of stamps of the United States, could exchange these for stamps of Canada, and vice versa. There would not have to be any ratio of exchange. Both stamps have the government of a great country behind them. Both are worth their face value.

So much has been said for, and so much more against reciprocity—in Canada at least—that the word seems something to be avoided. Yet what a boon it would be to business men if there were reciprocity in stamps—if a man getting a number of these from the States, could send his office boy to the nearest post office and have them exchanged for an equivalent of the Canadian issue. No one would be the loser. The exchange between the Canadian and United States Post Offices Departments could be carried on as easily as is the ecxhange of bills between various banks. No one would be the loser. Who can say how many would gain?

PUBLICITY SERIES STARTED.

In recognition of the part that publicity plays in modern merchandising, a strong series of articles will appear in Hardware and Metal during the forthcoming year, taking up every phase of retail advertising. The articles will be prepared through the joint efforts of the editorial and advertising staffs. An earnest effort will be made to render the series eminently practical and useful from the standpoint of the retail hardwareman.

The first article, which appears in this issue, deals with the subject in an introductory way, defining the words publicity and advertising and giving the fundamental reasons why advertising is necessary. The series will be continued throughout the year and will take up every specific form of publicity—newspaper advertising, circulars, hand bills, catalogues, church programmes and novelties. The bulk of the articles will deal with the question of newspaper advertising, and, among the various topics taken up in that regard will be: How much space to use; Making the advertising specific; Laying out the advertisement; The headline, Introduction, Slogan and name plate; The use of illustrations; Type, borders and ornaments; The danger of over-crowding; Changing copy regularly; Language; Honesty in advertising; Supplementing manufacturers' advertising; Results; Free advertising. Interspersed throughout the series will be a number of timely articles on seasonable advertising, containing criticisms and suggestions.

It will thus be seen that the problems of publicity will be most comprehensively exploited and explained. Each article, while complete in itself, will fit in with the others according to the details of a plan mapped out for the whole series. We suggest that all who are interested in the subject of advertising—and who is not?—follow the articles from the outset, giving each chapter careful study and consideration.

THE FUTURE OF GLASS.

The future of glass is worth considering. Only recently a somewhat higher price level was established, and immediately there came a certain amount of complaint from the retailers. There has also been a feeling of expectancy—expectancy that the lower level will come back with the spring. But expectancy, to be of

real value, must be the result of a careful analysis of the situation. The expectation that glass will fall in price does not seem to be so founded.

At the present time local handlers are paying 6 per cent. more for their Belgian glass than they did last summer. The Belgian makers have come closer together. They have decided they were selling too cheaply. They have changed their policy.

But this higher price paid by the buyers is not the only thing which makes lower prices far from likely. There is a coal strike called in England. Let this be of long duration and the English glass works will be affected. A curtailing of the English supply would mean a much greater demand for the Belgian product. Every one knows what comes as a result of an unexpectedly large demand. It is not a lower level of prices.

All things considered, indeed, it would seem that dealers will next year have to sell glass which they bought at a fairly high figure. But they are not likely to suffer because of this. Glass is a thing which must be had. The days of small windows have passed. People want light, and to get it they will pay for the material which gives it. Even at a higher level, moreover, glass is cheap enough.

THE TIPPING EVIL AGAIN.

The tipping evil and the great need there is of suppressing it is again brought to the fore by some rather startling figures presented by an American contemporary. Last year the Pullman company carried 623,182,757 passengers. There are no statistics to show how many of them paid their tips like little men and how many had the courage to resolutely walk off the car without contributing to the quarter hoard of the obsequious but lynx-eyed porter. The stony stare of a supercilious official "makes cowards of us all." Most men would rather pay a quarter than suffer the occularly expressed contempt of the dusky czar of a pullman. It is, perhaps, safe to assume that not more than one in four, who ride in pullmans, escape paying tribute. That would make the amount paid out in tips last year $116,844,266.

The figure is astounding but probably not very far from the real facts. There is a ludicrous side to it after all. The men of America pay over one hundred million dollars annually rather than break what has become more or less of a custom! Where does all that money go to? We doubt if the recipients of it could tell. If Pullman porters were a thrifty tribe each individual one of them would be riding in a motor car of his own.

This is one source of "economic waste" which could be effectually remedied. When will traveling men find and enforce that remedy?

POINTED EDITORIALS.

The dealer who nails his selling colors to the mast of quality will never have to strike them.

* * *

"Hitch leather belting to your business and get greater trade velocity," is the characteristic advice of one who has tried it.

* * *

The question of Parcels Post should receive considerable attention at the hands of the members of the Ontario Association when they meet in convention next month.

Continuity and persistency. Mighty good words both of them. Apply them in your selling plans and the result will spell increased profits—also mighty good words.

* * *

The statement of a copper and brass goods manufacturer that the tendency in prices in that line is toward firmness is worthy of consideration.

* * *

Firm holding a two weeks' wringer sale. It should be possible to wring good profits out of them at this time of year.

* * *

Start an automobile department and you'll soon have profits enough to own one of your own, is the advice of a western hardware dealer.

* * *

In Montreal two men recently broke into the house of a St. Lawrence Boulevard locksmith. Burglars appear to be no respecters of persons or locks.

* * *

Publicity is as much a necessity in the retail business as the capital to start, the brains to manage and the will to persevere. The modern shopper shares with the Missourian a desire to be "shown." Show him.

* * *

The result of the Christmas window contest will be announced shortly. The judges say that they never saw a better lot of window displays. The contest was in every respect a record breaker.

* * *

Paper bag cookery has attained quite a vogue in the eastern provinces. The idea is gradually spreading west and lots of people are now serving their meals a la ermaline.

* * *

As all your New Year resolutions are probably smashed beyond recognition by this time, how would it be to formulate a few plain, sensible ones, which, with a little effort, could be steadily lived up to? Here is one: To plan the spring campaign bright and early and to endeavor to sell the best quality goods always.

* * *

Recently a distracted looking man entered a Montreal banker's house demanding money. He emphasized his demand by a pistol, which turned out to be a pop gun, and a bomb, which was later shown to be a chocolate Easter egg. Men have been held up for eggs before this, but with an egg is a different thing.

* * *

In Montreal the scarcity of carters is still being felt, the city's street cleaning department and the ice cutters now bidding against one another for the services of the men and teams. Fortunately for the manufacturers and wholesale men, this situation was not so acute when they were shipping heavily. Even without the ice and the snow they had difficulty enough getting transfer facilities.

* * *

O merchant in thine hour of e e e.
If on this paper you should c c c.
Take my advice and now get y y y.
Go straight ahead and advert i i i.
You'll find the stunt the best to u u u.
And one neglect cannot ex-q q q.
A silent business soon de-k k k.
Don't stick with these old-fashioned j j j.

—Cleveland Leader.

Hardware Store Publicity

Chapter 1. Advertising a Necessity

A man might subsist without paying any heed to the first rules of health maintenance. But he would live longer and more comfortably if he took better care of himself.

Some business men, who have not kept pace with the times and whose methods are the ways of yesterday, do not believe in telephones and still carry on their correspondence by long hand : They manage to get along ; and consequently scoff at new ideas. But their profits would be bigger and their labors would be lightened, if they were to discard their conservatism and their belief in things obsolete and avail themselves of modern labor saving devices.

It is the same with publicity. Some business men get along without advertising ; and consequently are prone to believe that the benefits of advertising, so loudly proclaimed, are mythical. They do not realize that the business they are doing is the minimum and that advertising would improve it in direct ratio to the extent and effectiveness of their publicity efforts.

The non-believer in advertising has but one defence to offer. He is an advocate of the doctrine of let-well-enough-alone. "I have been in business twenty years," he proclaims. "My father was in business before me. He never advertised. I have never advertised. We both made the business go and we made money. Why should I change now ?"

Twenty years ago this dealer walked to his store every morning. The lost time did not hurt the business ; but he takes the street car now. Why ? Twenty years ago, he heated his house with a wood stove. It always seemed comfortable enough. But he has steam heat now. Why ?

If his advocacy of the stagnation theory of let-well-enough-alone were really sincere, he would have tabooed street cars and clung loyally to his old wood heater. He had managed to get along well enough. But he adopted the new ideas ; and probably wonders now how he managed at all before.

There is no denying the fact that many retail dealers have managed to get along without doing anything to put their names before the public. Many will continue to do so in the future. But they have been suffering, and will continue to suffer, from the handicap thus imposed.

A Definition of Publicity.

What is publicity ? Briefly, it is the effort a business man makes to get business. It is not limited to the use of printer's ink. It includes every phase of progressive merchandising—store arrangement, window displays, newspaper advertising, distribution of circulars and catalogues. Publicity begins where business stagnation ends. Every step that the merchant makes, which is calculated to win attention even in the smallest degree, is a publicity feature.

Every dealer does something in the way of publicity ; his profits reflect the extent. He does not realize, perhaps, that newspaper advertising is akin to measures which he has always adopted with the best success. He looks on newspaper advertising as a radical departure, when in reality it is only another phase of the policy which he has found absolutely necessary. It is logical to assume that, if window displays are profitable, newspaper advertising must also bring good results.

What advertising Has Done.

It is not the intention to enter upon an exhaustive defence of publicity. It is not necessary to do so, inasmuch as the benefits are universally conceded. Something might be said, however, with reference to the one contentious phase of the question—newspaper advertising.

The advertising apologist (the term is misleading in a sense), has but to point to the success of the mail order house to prove his case. The mail order house has had but one lever to move in securing trade—advertising. It has drawn orders from the remotest corners of the back concessions by the one trade magnet—advertising. It has made the local dealer step to a livelier tune and in some cases has seriously jeopardized his business by persistent, effective and heavy use of the same powerful factor—advertising.

The departmental store and the mail order house in their methods and their results, represent the highest development of modern merchandizing. Their success can be traced and attributed absolutely to the most thorough application of publicity methods.

What makes the T. Eaton Co. such a big factor in the mercantile life of Toronto and surrounding points ? The fact that the policy of that concern has been directed to impressing their many advantages on the public. This is not confined to their newspaper propaganda, although that has been the strongest factor, perhaps. The same policy has been shown throughout in the store methods delivery system, and window displays. This policy has been the antithesis of the old adage that "everything comes to him who waits." In other words, publicity has been responsible for the wonderful development of the T. Eaton Co. business.

Finally, let it be said that the T. Eaton Co. could probably have managed to get along without advertising ; but where would it have been to-day ? Still struggling, no doubt, in the crowded ranks of mercantile mediocrity.

It should not be necessary to adduce other instances to prove the truth of the statement that advertising pays. Dozens of cases, which could be cited as further proof, come to mind. Practically all are retail hardware men and in some instances, their experiences have already been related in Hardware and Metal.

Publicity—viewed in its broadest sense—is the most essential feature, perhaps, of merchandising. No merchant succeeds who does not give adequate publicity to his business in some ways. Newspaper advertising, as one phase of publicity, may not be absolutely necessary to carry on business ; but it is an essential feature of every successful and growing business.

EVOLUTION OF STERNAUWARE.

Under the heading "The Evolution of Sternauware," a neat folder has been issued to the trade, in which S. Sternau & Co. announce the celebration of their twenty-fifth anniversary and extend thanks to their many friends for the assistance given them during that time. Starting in a small shop, a quarter of a century ago, the business has been built up until it now occupies a ten-story structure at John and Gold streets, Brooklyn.

PAINT FROM CACTUS.

Santa Rosa, Cal.—Luther Burbank told members of the California Fruit Growers' Association that paint can be made from the leaves of the spineless cactus. Mr. Burbank said he was negotiating with one of the largest paint houses in the world to supply it with cactus leaves for paint purposes.

Burbank also said the fibre of the plant was an excellent substitute for rubber in the manufacture of automobile tires. He added that this same fibre would also be an excellent substitute for wood pulp in the manufacture of paper.

"One leaf," he said, "will make ten gallons of paint. The mucilage of the cactus leaf will not dissolve in water, but it will dissolve in alcohol." This mucilage will readily take oil colors and is easily handled.

"I am not as far advanced in my experiments with the cactus leaf as a paint product as I am with its possible use as a whitewash, but nevertheless I am sure of its practical value.

Veteran Figures in the Hardware Field

No. 5—J. S. Moir, Arnprior.

There is wisdom in a multitude of counsel, and, according to some merchants, at least, there is profit in a multitude of lines. Most hardwaremen are converts to this business axiom, as the nature of their stock amply attests. "Hardware," once declared a well known dealer, "includes everything that is neither eatable nor wearable." This definition would appear to be broad enough but a few dealers are already skirting beyond its wide margins. Some are handling jewelry, while others sell sweater coats, thus skipping the "wearable" clause. We have yet to hear of an out and out hardware store handling goods which would agree with the digestions of any living being, but the goat or the ostrich; but it may come at any time now.

At the head of the list of dealers who handle everything in hardware "and then some" is J. S. Moir, of Arnprior. No article is too advanced or too obsolete for J. S. Moir to carry. The customer who has heard of, or at some remote period seen, an article which he desires to secure on the strength of a vague description should go to Arnprior and ask J. S. Moir. He'll have it. His stock is like the wonderful box which some conjurer or other used once upon a time and from which he could produce anything asked for.

Mr. Moir handles shelf and heavy hardware, paints, oils, glass, stoves. At the word stoves we must halt for a moment. The fact that he had stoves in stock suggested to him some time ago that there was no reason why he shouldn't handle that which goes into stoves. Accordingly he established a coal department. It has been a success and now he has a team drawing coal the whole year round.

Retail hardware dealer, house furnisher, tinsmith, plumber, steamfitter, coal dealer and automobile agent.—Can any one beat the business repertoire of J. S. Moir?

To the mind of the ingenious dealer one article always suggests another. The fact that he sold door knobs, window cords, etc., suggested to Mr. Moir that he might with profit to himself carry window shades, wall paper, housefurnishings, etc. He acted on the idea and now has a live and flourishing department devoted to such household goods.

Contractors' supplies and tools figure in his stock, of course, and this brought forward another suggestion—cement. He now handles large quantities of cement, having sold in one season as many as 6,000 barrels.

He has handled gasoline in large quantities. Develop the thought of selling gasoline and it gradually suggests the idea of selling automobiles. Mr. Moir is now handling E.-M.-F. motor cars and is doing a big business in accessories and automobile supplies.

From the outset he has had an efficient tinsmithing staff and now is handling a plumbing and heating department as well. Just recently he completed the plumbing and heating contract for the new Arnprior high school.

The outline thus supplied of the business carried on by the aggressive subject of this sketch, gives an idea of the wide possibilities of hardware. Retail hardware dealer, house furnisher, tinsmith, plumber, steamfitter, coal dealer and automobile agent—can any one beat the business repertoire of J. S. Moir?

Twenty-five Years' Experience.

Before proceeding any further, it should be explained that Mr. Moir is a veteran only in point of length of time in the business. Personally he is in the prime of life, not having reached the limit which Dr. Osler marked out for human usefulness, and then amended. But it is a quarter of a century since he first started in business for himself. In 1887 he opened his hardware store in Arnprior, necessarily starting in a small way. Since that time he has given his

An exterior view of the business premises of J. S. Moir, Arnprior.

The Management of a Retail Business

No. 5—CASH DISCOUNTS

By H. C. Carson, F.S.S.

We will suppose that two men are about to start in business, as competitors, each with the same amount of capital, which we will fix at $3,500, and equal in other respects, such as location of store, popularity, organization, and general knowledge of the goods handled.

As the purpose of the article is to show, in figures, the advantage of discounting bills, we will assume that both merchants start free of debt, and with a new stock worth $2,500, of well selected goods, the remaining $1,000 being invested in fixtures and equipment. Management and other expenses of operation will be assumed as being the same in both cases, with selling prices and volume of business averaging about the same say for the first three months. The only difference is that No. 1 has determined to sell for cash as far as may be possible, to insist on prompt collections each 30 days, where cash can not be secured, and to lose no opportunity to discount his bills of purchase, while No. 2 intends to take trade as it comes, without any preconceived ideas as to collections or discounts.

End of First Month.

No. 1 has found it difficult to sell for cash, while No. 2 sells at the same price on credit, so that the turnover has been about the same, say $1,000, one third for cash, and the balance on credit. Purchases have been $500, in each case, and No. 2 finds his position as follows :—

Cash in hand, after paying $150 running expenses	$183
Accounts Receivable	667
Owing to Creditors	500

No. 1, at the very start, foresaw that he would have to borrow, if bills were to be discounted ; and had therefore laid the state of his affairs before his bank, and arranged a line of credit of $1,000. On this he had borrowed $125 each week, or $500 in all, each note at 30 days costing him 73c at 7 per cent. per annum. With the proceeds of each note he had discounted bills at 2 per cent., making $2.50 on each, or $10 cash discounts taken at a cost of $2.92, equivalent to $7.08 net gain in discounts. His running expenses had been the same as No. 2, and the first note being due, it is paid, showing his position as follows :—

Cash in hand after paying $150 running expenses, and $125 note to bank	$ 65.08
Accounts reivable	667.00
Bank indebtedness	375.00

Thus far No. 1 has beaten No. 2 by $708 actual profit, and only owes the bank, while No. 2 has already begun to strain his credit in the jobbing market.

Second Month.

During the first week, No. 1, having sent out his accounts promptly, has collected say $400 of his outstandings, while No. 2, less aggressive, has gathered in $250. Business, in the meantime, is extending, and the sales, in each case, for the second month have reached $1,500, No. 1, in pursuance of his cash policy, as far as possible taking in $900, with $600 in accounts, while No. 2 collects $500 cash, with credits of $1,000.

Purchases have also increased to say $1,000 in each case, for the second month. No. 2 had cash in hand $183 at the beginning of the month, he collected $250 during the first week, and a further $150 during the month, which, with $500 cash sales, makes a total of $1,083. He has paid his merchandise accounts of the first month $500, as indeed he had to do, to insure his further orders being filled, but no discounts have been taken, and a further $150 has been paid out in expenses, leaving his position as follows :—

Cash in hand	$ 433
Accounts receivable	$1,267
Owing to creditors	$1,000

No. 1, on the other hand, has met his bank notes promptly at maturity, and discounted a further $300 for 30 days, which amount, together with cash sales and a further $150 collected from last month's accounts receivable, has been adequate to enable him to take his cash discounts of 2 per cent. on $1,000 purchases. He, likewise, has paid expenses of $150, and stands as follows, at the close of the second month.

Cash in hand	$308.33
Accounts receivable	717.00
Owing to bank (not due)	300.00

No. 1 has made $18.25 in discounts, after paying bank charges, which places him $25.33 ahead of the other merchant, but his accounts are more satisfactory, for he owes no one outside of his bank. He finds, however, that his accounts receivable are larger than he had intended, and prodeeds, even more energetically, to their collection. He explains to his customers that prompt payment is necessary, and asks their support in placing his business on a cash basis. Within the first 10 days of the third month he has reduced his accounts receivable to $300, and collected a further $200 during the month, leaving his outstandings at $100, which he finds difficult to collect. No. 2 has likewise collected about half of his accounts receivable, and applied the funds to the reduction of his indebtedness. Business is going on however, and the third month's business shows $2.000 each in sales, but while No. 1 has sold two-thirds of the amount for cash, his competitor has been content with one third cash, his credits being increased by the balance. Purchases in the meantime have amounted to $1,500 in each case, and No. 1 finds that although he has paid the bank, he must again borrow, this time $150 to enable him to discount.

End of Third Month.

At the end of the first quarter's business, No. 2 finds that his accounts stand as follows :

Cash in hand	$ 582.00
Accounts receivable	1,967.00
Owing to creditors	1,500.00

No. 1, however, has discounted every bill at 2 per cent., making $29.12, after paying bank charges on his new loan of $150, and exhibits the following statement :

Cash in hand	$487.45
Accounts receivable	766.00
Owing to bank (not due)	150.00

Being the end of the first three months business, both merchants use their cash in hand so far as possible or necessary in paying off indebtedness, adjusting the accounts to the following basis :—No. 2 with no cash in hand, owes his creditors $918, and has accounts receivable to collect $1,967, while No. 1 owes nothing, has $766 in accounts receivable, and $337.45 in cash.

He has earned an excellent reputation in the wholesale trade, gained a good name at his bank, and made $54.45 more than his competitor. No. 2 is, of course in good financial condition, but dependent upon his customers to make ends meet.

What Balance Sheet Shows.

Next week we will traverse the next three months of the business introducing special features. Thus far their balance sheets are as follows, the sales, amounting to $4,500, at say 25 per cent. profit and the purchases amounting to $3,000 in each case :

No. 1.

Assets.	
Cash	$ 337.45
Stock	2,125.00
Account rec.	766.00
Fix., etc.	1,000.00
	$4,228.45
No Liabilities.	
Gain	$728.45

No. 2.

Assets.	
Stock	$2,125.00
Ac. rec.	1,967.00
Fix., etc.	1,000.00
	5,092.00
Liabilities.	
Account payable	918.00
	$4,174.00
Gain	$674.00

full attention to the business and it has grown steadily and surely. To-day he has—well, one of the finest stores, if not the finest, in the Ottawa Valley. He carries probably the largest stock in that section, and certainly there are none who can present a wider range of goods.

His business has grown to such an extent that two stores are now occupied, as will be noted in the accompanying illustration, one being given over to the plumbing and heating end of the business.

Mr. Moir has taken Hardware and Metal for seventeen years and has been a close reader of this paper.

Hardware Letter Box

Keen Kutter Goods.

H. N. McArthur, Toronto,—"Would like to know the address of the 'Keen Kutter' Co., an American firm."

"Keen Kutter" is the trade mark of the Simmons Hardware Co., St. Louis, Mo.

Glass Casters.

In the January 13 issue of Hardware and Metal enquiry was made for the makers of glass casters. The Onward Mfg. Co., Berlin, Ont., manufacture the Onward sliding furniture shoe, which is made of glass, and metal as well.

Wood Mantels.

W. A. Mitchell, Kingston.—"Kindly send us the addresses of manufacturers of wood mantels."

Barton Netting Co., Windsor; R. S. Muir & Co., 257 St. Catherine St W., Montreal; Robt. Reid, 125 Alexander St., Montreal; Burton & Baldwin Mfg. Co., Hamilton; Christie Woodworking Co., St. John, N.B.; Cushing Bros Co., Calgary; Fox Bros. & Co., Windsor; James Leigh & Sons, Victoria, B.C.; Lemon, Gonnason & Co., Victoria, B.C.; Malcolm & Souter Furniture Co., Hamilton; T. W. Murray Co., Winnipeg; Rathbun Co., Deseronto; Schultz Bros. Co., Brantford; Winnipeg Paint & Glass Co., and many others.

Prism Light Glasses.

N. G. Lenon, Saskatoon.—"Advise us of any firms who are manufacturing prism lights and glasses in Canada."

Hobbs Mfg. Co., London; Consolidated Plate Glass Co., Toronto; Toronto Plate Glass Importing Co., Toronto; Winnipeg Paint & Glass Co., Winnipeg; Luxfer Prism Co., Toronto; John Watson & Son, Wellington St., Montreal.

Wood Shelf Boxes.

W. G. Butler, Perth, Ont.—"Do you know of any firm making wood shelf boxes?"

Cameron & Campbell, 578 Queen St. West, Toronto; J. D. Warren & Co., 55 State Street, Chicago; Walker Bin & Store Fixture Co., Berlin; Jones Bros., Adelaide St. West, Toronto.

Verity Plows.

F. Parks & Co., Cranbrook, B.C.—"Will you advise us of name and address of makers of Verity Plows?"

Verity Plow Co., Brantford, Ont.

Metal Polish Paste.

Albert J. Hanglin, Plessisville, Que.—"Can you give me the name of the firm making tandem metal polish paste, also Axoline brass cleaner? Can you tell me what firms sell black lead, such as is used for manufacturing stove polish?"

The Matchless Metal Co., of New York, make the Mexoline brass cleaner, which may be the article desired. Can any reader supply information as to the makers of Tandem metal polish paste? All the paint jobbing houses handle black lead.

White Graniteware.

H. Oppertshauser & Sons, Stony Plain, Alta.—"What firm in Canada jobs or import Swedish white graniteware?"

W. Drysdale, Outremont, Quebec, is agent for Austrian graniteware.

The same firm asks for the names of companies jobbing musical instruments. Whaley, Royce & Co., Toronto, and R. S. Williams & Sons. Co., Toronto.

The addresses of firms manufacuring window shades. Geo. H. Hees & Son, Toronto; Turner Co., Peterboro; Daly Morin, Montreal; Chambers & Chambers, Craig St. West, Montreal.

Where can English linoleum be obtained? Harvey Bros., Winnipeg, are agents for John Williamson & Son, of Manchester.

Paper Presses.

A. Sweet & Co., Winchester, Ont.—"Where can a press for waste paper be obtained?"

Davenport Mfg. Co., Davenport, Ia.; Wm. R. Perrin & Co., Toronto.

Catalogues
and
Booklets

GARLOCK PACKING.

The Garlock Packing Co., Hamilton, Ontario, have issued a catalogue illustrating their full line of packings. It runs 112 pages, is printed in coated paper and has a two-color embossed cover; it is, in fact, one of the most creditable catalogues from every standpoint seen for some time.

Each variety of packing is illustrated, described and priced. The catalogue will serve as a handy reference.

GURNEY MEN IN CONFERENCE.

The representatives of the Gurney Foundry Co. in the Montreal and Winnipeg districts have been in Toronto this week conferring with the officers of the company and preparing for the year's campaign.

BISSELL'S ANNUAL MEETING.

The annual meeting of the stockholders of the Bissell Carpet Sweeper Company was held January 18, at the general offices of the company, Grand Rapids, the following directors being chosen for the ensuing year: Mrs. Anna Bissell, T. W. Williams, Melville R. Bissell, Jr., Irving J. Bissell, William E. Gill, F. M. Deane, R. E. Shanahan.

The directors elected the following officers: Mrs. Anna Bissell, president; T. W. Williams, vice-president; Melville R. Bissell, Jr., vice-president; F. M. Deane, treasurer; R. E. Shanahan, secretary and general manager.

The business of this company for the year 1911 was the largest in its history.

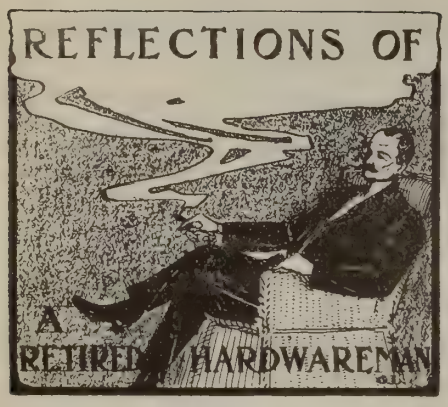
TO BUILD WAREHOUSES.

Fort William, Ontario.—A big deal has gone through which involves the transfer of a large block of land bounded by Simpson, Hardisty, Finlayson and Ogden streets. This property will be used for the erection of warehouses. Among those interested in the matter are the Fife Hardware Co. It is also likely that Tees & Persse of Winnipeg, will have a location in that vicinity. It is the intention to lay a track from Hardisty street at the intersection of Ogden through the block midway between Simpson and Hardisty, with short spurs running from this track to each warehouse, thus giving each company its own track.

HOWLAND'S WON AGAIN.

Toronto, Ontario.—H. S. Howland Sons & Company's hockey team, won their fourth consecutive victory of the season, when they defeated the fast seven of the Massey-Harris Company, at the Excelsior Rink, by the score of 3—0.

It was a very strenuous and hotly contested game. The winning team led at half time by a score of 2—0, and added another shortly after the continuation of play, and although the Massey-Harris boys pressed hard they were unable to beat Marshall, Howland's star goal tender. Marshall played the game of his life, and stopped almost impossible shots.



By "Mack."

An occupation that fills the hours of many dealers during the stormy days of January such as we are now enduring with as much decorous patience as possible, is that of scrutinizing the list of delinquent debtors that appear on the pages of the ledger. Customers are not likely to interrupt the train of thought caused by the contemplation of these overdue accounts and the offending patrons of other days. The roads are impassable and the extremely low temperature prevailing prevents the city and town trade from going out of the house except for actual necessities, and therefore I assume that the inevitable happens and business is temporarily suspended.

Two or three hours spent in inspecting the books gives exercise to the mind that will probably strengthen the powers of resistance to the beguiling request for credit later when returning Spring activity relaxes the anxiety of the sterner winter introspection of ourselves and business conditions. If such a development ensues the time and disagreeable reflections spent in examining this debtors' black list will likely show profitable results in future restrictions of credit extension or in its total abolition.

You turn up a name and what memories arise! For years, perhaps, the man whose name appears before you was an exemplary and valued customer, always conducting his personal purchases on a basis of cash settlement. That was long ago, and now all the powers of moral suasion or coercion are alike unavailing in the endeavor to obtain payment. Time glides by and the debt becomes old, the erstwhile honored patron leaves the district and becomes an unpleasant memory, the sum of his unpaid balance going to swell the total of lost debts, or bad debts as generally designated. The manner in which one of this class originally obtains credit when it is known that he is expected to be held exclusively to the cash plan at the time of exchange reflects the general usage of the type. The entering wedge of credit, which ultimately cuts into the closest cash businesses and weakens the proprietor's fortitude in continuing his efforts to collect money for his wares when some one wants them, without indefinitely waiting, is found sometimes to date from the times the early morning messenger of the country blacksmith, or other mechanic, arrived at the store before it is opened for business. The clerks are placed in a quandary and, under the compulsion of various influences, fill the order and explain afterwards when Mr. Hardware Dealer enters upon the scene later, their numerous reasons why they felt justified in breaking the cash law which was in force. That precedent established, the next incident of a like nature finds resistance on the part of the store's helpers diminished and another is added to the credit accounts.

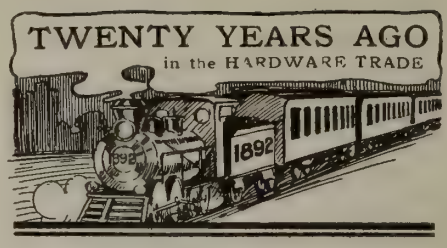
Occasionally the merchant himself is the culprit and victim united. Some very amiable people will buy goods for a protracted period, always causing the cash register to respond to their visits, usually exchanging greetings and pleasantries with the head of the firm before leaving for home. This satisfactory condition proceeds until the juncture of time when he is approached with the proposition to be allowed a month's credit on an article of considerable value. This danger signal is not interpreted properly and after the goods are loaded on the sleigh or wagon, as the season demands, it usually happens that visits from that particular client are less frequent and another refractory account passes to the wrong side of the ledger. The moral—prevention is better than cure.

SELLING SPIRIT LAMPS.

Montreal. Jan. 24.—These are the days when the cup of tea, coffee, or chocolate are especially appreciated; these therefore, are the days when it is possible to find a ready sale for those spirit lamps, which make the making of this tea, coffee, or chocolate, possible. Nestor Fagnan of St. Catherine Street East has realized this and is now displaying lamps in his window—lamps, low in cost but high in efficiency. The display, though not large, is attractive, and is bringing results.

NO MERGER FORMED.

The announcement in a recent issue of Hardware and Metal to the effect that a merger had been completed which included the James Smart Manufacturing Co., of Brockville, was premature. Assurances have been received that no such amalgamation has taken place and we gladly place this information before the trade.



The following items have been gleaned from the issue of January 23, 1892:

"The Hamilton Electric Light Co. have just closed a contract with the Haworth Belting Co., Toronton, for two large engine belts to be used in their new power station; each belt is four feet wide, three-ply thick and 115 feet long. When finished, these will be the largest leather belts in use in the Dominion."

Editor's Note.—The firm of Sadler & Haworth is well known as among the largest manufacturers of leather belting to-day.

* * *

"W. H. Rowley, manager of the E. B. Eddy Co. has shaken off the sickness that clung to him for above a month and has gone to recruit his strength in the Bahamas."

Editor's Note.—Mr. Rowley has remained in charge of the E. B. Eddy Co. operations and has seen that business grow to its present large dimensions.

* * *

Editor's Note.—Perusal of the pages of Hardware and Metal leads to the conclusion that trade conditions were not very brisk at this particular period in Canada's history. In the one issue, no fewer than eighteen failures are recorded. Several were men who afterwards made a fresh start in the hardware business and are to-day quite prosperous. A number of wholesalers are on the list.

* * *

"The manufacturers of tacks have come to a joint understanding as to the discounts upon tacks. The firms included in the agreement are the Pillow & Hersey Manufactuing Co., Montreal Rolling Mills Co., Peck, Benny & Co., and The Ontario Tack Co. The list is unchanged; the only alteration is in discounts, some of which have been greatly reduced."

NAILS REMAIN AT PRESENT PRICE.

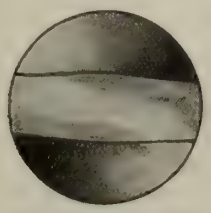
Montreal, Jan. 25.—A meeting of those interested in the manufacture and sale of nails was held here yesterday, the present prices being confirmed.

New Hardware Goods

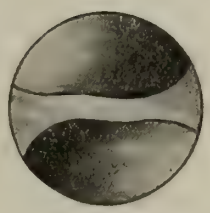
NEW AUGER BIT.

The Tobin Arms Manufacturing Co., Woodstock, Ontario, have placed on the market a high-speed auger bit. The special points in connection with the new bit are the double point and the extra

New Tobin Auger Bit, Showing Double Point.



Cross Section of Ordinary Bit.



Cross Section of Tobin High-Speed Bit.

large chip clearance. Instead of one thread there are two and instead of one point there are two—flattened and pointed downwards in such a way that when the bit is given a turn the points slip in under the fibre easily and naturally.

The second new point obtained in the construction of this bit is the clearance for the chip which is absolutely necessary to take care of the fast feed—in fact, the first attempts to use the double thread feed were found impracticable until this clearance was designed and patented. It will be noticed in the two cross-section views shown, that the ordinary bit, when cut in two horizontally reveals on both sides a convex bulge that causes the chips to "jamb" against the sides of the hole. That is why it is necessary to withdraw it frequently to free it. This difficulty has been overcome by the Tobin bit in a very simple manner. Instead of having a bulge, the cross-section, as the illustration will show, is not only very thin but is concave. This construction serves a double purpose. It not only reduces the resistance, but affords a channel up which the chips make their way, as the bit turns, without any restraint or "jambing."

WILL MAKE FLY SCREEN CLOTH.

The Canada Wire & Iron Goods Co. have let contracts for a large addition to their premises.

The additional floor space is for the the manufacture of fly screen cloth. The purpose of providing accommodation for company will have their looms (which are at present under construction) operating by the 1st of July, placing them in a position to take care of business for the season of 1913.

During the four years the company have been operating, their efforts in their wire weaving department have been devoted to the heavy grades of wire cloth with the result that they have equipment installed which places them in a position to take care of the trade.

HANDY DIE STOCK.

The Handy die stock is a new pipe-threading tool, put upon the market by the Handy Manufacturing Company, of Bridgeport, Conn., and handled in Canada by Henderson & Richardson, Board of Trade building, Montreal.

Though showing the style of the tool, the accompanying cut does not indicate all its strong points; it does not show how the one set of dies thread the different sizes of pipe; it does not illustrate how the dies are held rigid or how they can be quickly released; it does not indicate that the die stock cuts both right and left-hand threads.

The tool is light in weight. May be easily carried, and by its simplicity and

easiness of setting, should be of value to those who work with pipe.

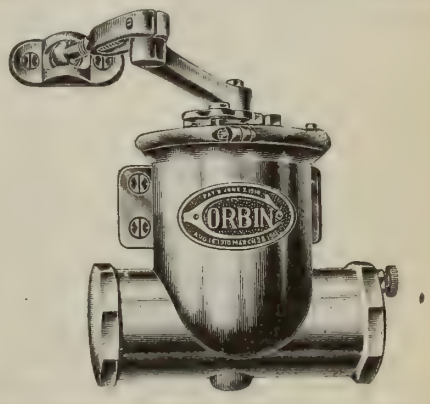
NEW MARLIN RIFLE 29.

The Marlin Firearms Co., New Haven, Conn., have sent out circulars illustrating their new model 29 rifle. Model 29 rifles are take-down, have trombone action and handle 15.22 short, 12.22 long or 11.22 long-rifle cartridges at one load-are made with 23-inch round barrel only. The frame and rifle buttplate are blued while the buttstock and forend are of black walnut. They are equipped with metal bead front sight and flat top rear sight.

The model 29 has the solid top and side ejector and a visible hammer that can be cocked or uncocked at will.

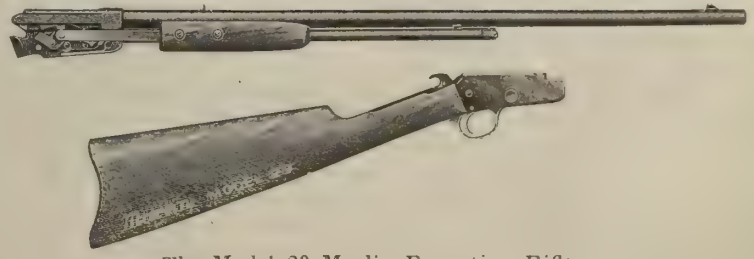
CORBIN DOOR CHECK.

P. F. Corbin, New Britain, Conn., have placed their door check and spring



1911 model on the market. Some points in connection with the same will be of interest. The new check is adaptable for right hand and left hand doors without change. It is supplied with or without the hold-back attachment. The hold-back attachments can be adjusted to stop the door at any point. The spring used is long and resilient, reducing the crystallization to a minimum and giving a quick action. The spindle has a lower bearing which absolutely prevents side pressure or friction and gives rigidity to the check. The rack and pinion in the check give control to the door at all points from the wide-open to the closed position. The movement in closing is steady, without shock or jar at any point.

The liquid used is one which has been carefully compounded with a view to securing immunity from changes due to difference of temperature. It is non-freezing and not affected by extreme heat.



The Model 29 Marlin Repeating Rifle.

Progressive Hardware Retailing

Western Dealer is Now Handling Automobiles—A Two Weeks' Wringer Sale —Montreal Firm Selling Spirit Lamps—Cragg Bros., Halifax, Lose No Time After Fire.

TAKING UP AUTOMOBILES.

Toronto, Jan. 15.—A visitor at the office of Hardware and Metal this week was L. F. Heartwell, of Rosetown, Saskatchewan, who has the well-deserved reputation of being one of the most aggressive hardwaremen in the West.

Mr. Heartwell is in the East on a business trip. He went on to Montreal and made a number of business calls there. In speaking of business conditions in the West, Mr. Heartwell is most optimistic. He reports that everything now points to a splendid year in all lines of industry and trade.

The interesting announcement was made by Mr. Heartwell that he has decided to launch into the automobile business. There has been a good opening for this in Rosetown and, as he has been carrying accessories and supplies, it occurred to Mr. Heartwell that no one had a better right than himself to take advantage of it. He reports that he already has six good prospects and expects to sell a good many motor cars this year.

MERCHANTS PLAN AUCTION SALES.

Wallaceburg, Ont.—A plan for attracting farmers to town, which is reported to have worked well in many American cities, is being undertaken here under the auspices of the Board of Trade. Free auction sales will be held regularly at Cramer's feed barns, stuff of all sorts being auctioned off without any charge whatever to the farmers.

The Board of Trade has made an initial grant of $25 toward the scheme, and T. D. McGuire has been appointed auctioneer. Ex-Mayor H. A. Stonehouse, who first urged the scheme, together with S. D. Crothers, J. W. Woolcott and D. A. Husband, have been named as a committee to look after arrangements.

It is expected that the auction sales will bring a large share of farm trade to the town.

SOME GOOD RESOLUTIONS.

The editor has received copies of special numbers of the "Hardware Store News," published by Dewar & Ryan, hardware dealers, of Pembroke. The first is the Christmas number and contains a colored cover and many very handsome colored advertisements. The second is called the "Good Resolution Number" and, as the name implies, takes up largely the question of New Year's customs. Some of the good resolutions offered are:—"Don't economize on your hardware." "Don't shiver—buy an oil heater," and "Give us a chance." One particularly good hint is

Some good advice contained in Dewar & Ryan's "Hardware Store News."

with reference to the necessity of preparing now for future needs. The article referred to is wire fencing and good advice for farmer customers is given.

BIDDING FOR TOOL TRADE.

Montreal, January 25.—With a carefully prepared window display, Beauvais Freres of St. Lawrence Boulevard, are bidding for the custom of mechanics, and of those who have work to do about their houses these winter days. All kinds of tools are shown, kalipers, saws, wrenches—tools that would only be required by skilled workmen, and tools which would be needed by amateurs doing odd jobs.

In another window this firm shows specialties, dog collars, toys, flash lamps. Both displays are bringing results.

This store front has one striking feature—that is, that the window does not begin some three feet up from the sidewalk as is usual. The floor of the regular window is that high, but below this is a glass front behind which are displayed various classes of kitchware copper and aluminum pots, sauce pans and kettles.

TWO WEEKS' WRINGER SALE.

St. John, N.B., Jan 23.—Business continues quiet with local dealers, but all are exerting themselves to secure as much of the trade as can be possibly gotten. Sales of various kinds are in progress among the different firms, with the hope of inducing buyers. Having quite a stock of odd sizes in skates left over after their Christmas business, the firm of T. McAvity & Sons are featuring a sale of this kind, in which "all skates offered for sale are practically given away, so reasonably can they be purchased." As there were quite a number of persons, owing to the soft weather, who deferred buying skates before the holiday season, the returns from the sale were effective.

A practical idea was put into force by the firm of Emerson & Fisher in featuring a "Two Weeks' Wringer Sale." In both cases the fact that the firms found themselves over-stocked with certain lines, or left with odd lots, on hand was brought prominently before the people, in order not to allow them to think that old or "shop-worn" goods were being offered.

The S. Hayward Co. held their annual meeting this week, and elected G. C. Weldon, president, H. N. Coates, treasurer, and G. H. Hunter, secretary.

Fred A. Fisher, son of W. S. Fisher, and manager of the Enterprise Foundry, in Sackville, N.B., will leave this week for New York, whence he will go to the West Indies to represent the New Brunswick Board of Trade on the excursion being taken to these islands.

Current News of Hardware Trade

Defeated Paint Men.

Toronto, Ont.—Geo. Mathewson's hockey team defeated the seven of the Imperial Varnish & Color Co., at Riverdale rink by one goal. These teams are old rivals.

Heaters Out on Strike.

Montreal.—A number of heaters, working at the Montreal Rolling Mills, have gone out on strike, claiming that their wages are too low. The management declares that the men are better paid now than similar workers in other places.

A Welcome Visitor.

Harry C. Marlatte, Canadian representative of the Union Arms Co., Toledo, spent several days in Montreal last week. He did not forget to visit the Montreal office of Hardware and Metal, which was brightened by his arrival. Whether they have orders for him or not everyone is glad to see Mr. Marlatte.

Moss' Store Robbed.

Renfrew, Ontario.—The hardware store of H. D. Moss was broken into at an early hour Saturday morning. Access was gained into Mr. Moss' store by the side door, which was forced open. Here the thieves secured a flash light lamp, an automatic revolver and a box of cartridges, some razors, and the loose change in the till.

J. B. Peck Hurt While Ski-ing.

Montreal, Jan. 22.—While ski-ing at Ivry, near St. Agathe, Saturday afternoon, J. B. Peck, of the Peck Rolling Mills, fell and sustained serious injuries. At first it was feared that the spinal cord had been injured, but a close examination by St. Agathe surgeons and by Dr. Armstrong, of Montreal, who was rushed to the scene on a special train, proved this to be incorrect.

Mr. Peck, who is now at the Royal Victoria hospital, is badly hurt, but no permanent injury is feared.

Entertained Hardwaremen.

Gananoque, Ontario.—W. T. Sampson was recently elected president of the Wholesale Carriage Hardware Association of the Province of Quebec, and in recognition of the honor he entertained the members of the organization at dinner at the St. Regis Hotel, Montreal. The honor accorded Mr. Sampson is particularly noteworthy from the fact that it is the first time in the history of the association that the president has been other than a resident of the Province of Quebec.

To Build New Store.

Granby, Que.—P. Phoenix, hardware merchant, has purchased Dr. Lessard's fine house and lot at the corner of Main and Cowie Streets for the sum of $6,500. He will allow the house to remain, but in front of it will put up a four-storey brick building of most modern construction, with a frontage of 32 feet on Main Street and 105 feet on Cowie Street, and will occupy the whole of it with his hardware business, which has outgrown its present quarters. H? will commence building the latter part of April.

Store Damaged by Water.

Owen Sound, Ont—Broken water pipes caused damage to the extent of over $500 to the hardware store of Creeper & Griffin. The sound of the water pouring through the ceiling was heard on the street by passersby at a late hour last night, and the members of the firm being notified, an entrance was effected, and on investigation it was found that the water was coming in streams from a break in the pipes in F. Fawcett's plumbing shop, which is above the hardware store. Before the water could be turned off, much of the hardware stock was damaged, and $500 will hardly cover the loss.

Fire Losses.

Winnipeg, Man.—The tinshop of J. W. Wright, 239 Main Street, in the Conway block, caught fire and some damage was done.

Plumas, Man.—The hardware store of the Williamson Bros.-Butchart Co. was almost totally destroyed by fire. The loss is estimated at $10,000, with insurance amounting to $7,000.

Staff Changes.

St. Mary's, Ontario.—Ed. Grant, of J. M. Adam's hardware store, left last week to accept a position as traveler with the Hobbs Hardware Co.

J. Houston, who has been with Messrs. H. S. Howland & Sons for upwards of five years, and latterly as pricing clerk, has now joined the staff of Thomas B. Lee, wholesale hardware specialties, Toronto.

Business Changes.

Lethbridge, Alta.—The Lethbridge Sporting Goods Co. have discontinued business.

Birnie, Man.—John Birnie, Jr., hardware dealer, has disposed of his business to Arthur Kilborn.

Saskatoon, Sask.—G. Sackville has bought out the business of D. G. Ross, dealer in hardware and harness.

Drinkwater, Sask.—Johnson Bros. have bought out the hardware and furniture business of C. W. Thurston.

Salmon Arm, B.C.—Ford, Tyler & Co. have been unable to get their new store completed to open on the date set, but are rushing the work along and announce that they will open at an early date.

Dundas, Ontario.—The Bernhardt & Gies Hardware Co., of Preston, are about to open up a branch here to do tinsmithing, plumbing and heating. They have secured some good contracts already.

Port Elgin, Ontario.—Henry Copp has sold out to the Trading Company, ill health being the cause of his retirement. He is now selling out the stock and the company will conduct a hardware business on the premises.

Nutana, Sask.—C. W. Arrand and Wm. Pickles have purchased from J. L. Larmer the tinsmithing and plumbing departments of his business. They will conduct business under the firm name of the Nutana Plumbing and Heating Co. Mr. Larmer will retain his hardware store.

Obituary Notices.

Welland, Ont.—Oswald Hickey, of the Supreme Heating Co., was seriously burned in a natural gas explosion at his home. He died a few days afterward.

Toronto, Ont.—William Neilson, a sheet and metal worker, of 79 Lyle Ave., was instantly killed by putting his hand on a compensator of an electric switch. The accident happened in the basement of the West End Baptist church, at Queen and Callendar Streets, where Neilson was working. Neilson was 22 years old, unmarried, and was employed by W. E. Dillon, sheet and metal worker.

Grenfell, Regina.—The death occurred here of J. A. Walker, of the hardware firm of E. A. Walker & Son. Mr. Walker had been ill for a short time with scarlet fever, but his condition had not been deemed serious. He leaves a widow and three small children. He was in his thirty-third year. The deceased had always taken a keen interest in municipal affairs, having been elected a member of the council this year. He also occupied the post of president of the Board of Trade and was treasurer of the trustee board of the Methodist church.

Personal Notes.

William Thompson, hardwareman, is visiting in Whitby, Ont.

J. H. Ashdown, of the Ashdown Hardware Co., Winnipeg, has been on a trip through the far west.

W. McLeod Gill, superintendent of the tool department of the James mart Mfg. Co., Brockville, spent several days in Montreal this week.

Weekly Market Report --- Metals

LARGE VOLUME.

According to one metal man, the volume of business being done at present is "immense" for January, that is. While others may not subscribe to that statement entirely, they are quite prepared to concede that the year has started off with a swing, which augurs well.

The developments reported this week are a firmer tendency in tinplates and lead and a temporary drop in spelter.

MONTREAL.

Montreal, Jan. 26.—Though December was a remarkably fine month in metals, January has been a little slow. Those needing supplies have evidently delayed buying, hoping for a lower level. Of late things have picked up greatly. Orders for immediate delivery are not exceedingly heavy, but a good number for future shipment are being received.

Prices continue to fluctuate. There is hardly a metal which is quiet. Tin, of course, is being eagerly watched. Instead of rising, as was expected, it dropped, until Wednesday, when the price took an upward leap of a little more than £2. This advance is generally attributed to the Banca sale, which comes on this week.

Copper See-Sawing.

Copper has been somewhat lower, though it is see-sawing up and down. Spelter too has dropped a little of late. Lead has risen in price. There does not seem to be any great reason for this advance.

Tin plates, on the local market, have been advanced, the handlers now selling case lots at $8.00 instead of $7.75. The change in the price of tin, of course, would make it seem that tin plates should go down. But then it is to be remembered that these plates were made out of the tin bought at the old high level. Again the price of the raw material has not really a great deal to do with this particular advance. It is caused more by a scarcity of the supply. Tin plate is in good demand at the present time, as it is needed for the manufacture of those pails and cans which will sell so freely in the spring. The demand is good. The supply is limited. Therefore, naturally the price advances.

Wednesday, after the market had been down as low as £189, tin climbed back to £192. The advance was hailed as an endeavor on the part of the ruling body—whether it be the new syndicate or the old one—to raise prices before the Banca sale. The rumor is that some who are short will try to buy there, thus getting the material to fill their contracts. Others too are in the field, and the syndicate want to make them all buy high, as then they will become bulls too. If they buy at a high market they will naturally do all in their power to keep the price of the metal up.

Handlers here who have bought quite largely, have been wondering if they had not better sell. In response to their queries has come the following reply from New York. "Hold on. Your profit will come. Tin is going up."

Copper a Little Weaker.

Lead.—Here there is little change. On the English market the price is quoted as some three shillings higher than last week. Little buying is taking place, however. Here no advance has been made, and the buying is weak.

Copper.—Weakness in the market brings about an uninteresting situation. Some excitement is caused by a rumor that an effort is being made to form what is known as "a community of interests." That is that the Rothschilds and other European powers are to unite with the Amalgamated Copper Company, forming selling and purchasing agencies. The present good price of copper seems to make these plans unnecessary. It was really the old 12 cent. price which gave rise to this "Community of intersts" report, which somehow has sprung into life again.

Spelter.—Locally there is little sale for this metal, and prices remain as last week. On other markets there has been some fluctuation. East St. Louis, quoted last week at $6.50, has dropped to $6.40. There seems nothing to show that this lower level will continue.

TORONTO.

Toronto, Jan. 25.—The expansion of industrial conditions in Canada is reflected in the very appreciable, if steady, growth of the metal consumption. During the past year the volume of business was largely in excess of preceding years; and 1912 has started out on a larger basis still. This refers to volume particularly; in some other respects, the situation may not be quite as satisfactory.

January is not usually a heavy month in metals. Stock taking, annual meetings, conventions and end-of-year events of a like nature tend to minimize the demand. At the present moment, however, the call is both heavy and insistent, pointing to an activity which over-rides all other considerations.

Tin is Firm.

Tin.—While it may not be possible to say the same of conditions on the primary markets, tin is quite firm locally. In London, the market during the week showed a weak front which was brought to an abrupt end by an advance of £3. The situation did not seem to indicate strength, however. Locally, however, the demand was active and well sustained and the price remained firm right through.

Lead is Firmer.

Lead.—The possibility of lead receding to the former lower level is now remote. Reports of advances are heard from other quarters and, while no change has been made locally, the price is firm. Demand is now brisk. There is plenty of lead in sight to meet all requirements.

Good Demand for Plates.

Plates and Sheets.—Demand is heavy, particularly for tinplates. The market took a sudden turn this week, developing unexpected firmness after a period of indecision and rumored declines. Small advances are now reported in some quarters. It seems that the price of tinplates is not responding to the fluctuations in tin. Plates now on the market were made from stocks bought at the higher level of the tin market.

Copper—Locally copper is firm, despite the fact that the metal his seen declines on the primary market. These changes have had their origin in speculative operations and cannot be accepted as evidence of any real weakness. Certainly the demand here is heavy and well sustained and there is no reason to suppose that the call will not be maintained.

A Weakening Tendency.

Spelter.—While the week has not brought about any developments in the spelter market, a tendency toward a lower price is noted. Just why this should be is hard to say, especially as lead has been firmer. The demand here is reported to be good.

Pig Iron.—There is a good buying movement with prices firm, as follows:—Canadian Foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3, Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Weekly Market Report --- Hardware

AN ADVANCE RECORDED.

Hardware jobbers state that trade during the past month has been better than through January of last year. This is regarded as both satisfactory and significant, for 1911 was a busy year.

Conditions are not overly brisk, however. The January dullness, coupled with the severity of the weather, accounts for the lack of snap and vim noticeable in trade conditions.

MONTREAL.

Montreal, Jan. 25.—This always was a comparatively poor month in the hardware business. Indeed, it is to be questioned if any line of trade is just as brisk in January as at other seasons. The after-Christmas lull is pretty general.

Yet, while things are unquestionably slower just at present than ordinarily, business is not at a standstill. The retailer has been a little more put to it to create a demand, that is all. Owing to the early mild weather, skates and other winter goods did not move as well as had been hoped, but the subsequent demand has been good. Unquestionably some dealers will have a stock left on their hands, but the majority are getting pretty well cleaned up.

Looking Forward to Spring.

As far as the jobbers are concerned, these are quiet days indeed. Of winter goods the dealers now have a-plenty. Orders coming from them are largely of a sorting variety. But the spring is coming, and with the spring the spring demand. For this the wholesale men and manufacturers are working. The travelers are out, and from the reports they send in it is evident that the dealers have their thoughts not only on the disposition of their present stock, but also on getting a stock to sell later.

There have been no price changes struck during the week, though the lower level for horse nails, predicted in the last issue, was made.

Good Sales of Tools.

Household Goods—In this particular line business, from the retail standpoint, at least, is about as good as usual. Pots and pans, graniteware and similar articles are selling well. The dealers' stock in many cases is becoming depleted, and he is being forced to send in supplementary orders.

Household tools, too, are in demand. For this the dealer largely has himself to thank. He has brought the want of these goods home to the people by good advertising—either through the papers, the show window, or the display counter.

Seasonable Goods—When a season is fairly protracted, the seasonable goods become almost unseasonable before the end of the season is reached. This state of affairs has almost come now. Those who need snow shovels have bought them. Those wanting weather strip secured it during the recent severe weather. Those needing oil heaters have them already, or have determined that they can do without these comfort-bringers until next year.

Door Mats to the Fore.

But trade in this line is not quite dead. Door mats, for instance, are selling well. The wet days, which come now and then, bring home the need of these, and the demand is good—it is being stimulated by some good window displays.

Sporting Goods—Here much of the buying has been done. Skates were late in selling, but still they sold fairly well. The same applies to skis, snow shoes and hockey accessories. Now the big demand is over. The call for hockey sticks keeps up, but sales of the other classes of goods have to be stimulated by reduction sales. Some dealers question the wisdom of these, but, at least, they prevent the necessity of carrying over too large a stock.

Builders' Hardware—A good deal of spring buying is being done in this line. Little is being sold for immediate use.

Some Spring Orders.

Heavy Hardware—Here the ordering is fair. Horse nails, as stated above, have been dropped considerably. The exact figures are shown in the current market report.

Spring Goods—A few orders for hinges, wire goods, and such lines are coming in. The volume is not great as yet, but that there should be any orders at all is giving satisfaction.

TORONTO.

Toronto, January 25.—Business is not overly brisk. It has been in excess of the trade done during January, 1911, and the jobbers are quite satisfied therefore. January is never a very busy month in the hardware trade and the severe climatic conditions have served as an additional drawback.

Booking from the spring demand is quite satisfactory. The travelers report that their customers are inclined to estimate the probable demand liberally and are ordering in accordance. This tendency is not confined to any one section but seems to be pretty general.

Collections Not Good.

Although there is nothing in the situation to create alarm, it seems that collections are none too brisk. Of course, collections never are good at this time of year. Trade being dull, money moves slowly. Still, the difficulty experienced in getting the money in is not greater than is usually met with at this time of year; and no one is worrying.

Seasonable Lines.—Trade in snow-shovels, sleigh bells, robes, weather strip and similar lines have been steady this winter, starting rather later than usual and, consequently, seeing a greater prolongation than usual. Quite a little briskness is still noted in each line. Large numbers of small orders are being sent out.

Spring Booking Brisk.

Spring Goods.—The travelers' order lists now contain a fair proportion of the goods which will sell when spring arrives. Wire netting, screen doors, hose, rakes, garden utensils, lawn mowers, and even refrigerators, are now being ordered. Much of the demand is for May 1st delivery, but some specify early shipment.

Shelf Goods Brisker.

Builders' Hardware.—There is a better demand for builders' hardware and all varieties of shelf goods. Sorting orders only are received, but they are coming in so rapidly that the total is reaching proportions unusual at this season of the year.

There is likewise a healthy demand for all varieties of tools.

Heavy Hardware.—Booking is satisfactory, some good orders for spring requirements having been placed. Price quotations are:—Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Household Goods.—Trade shows reasonably brisk in all lines. Being of a staple nature, trade in household goods is maintained at a fairly even level the year around. Demand is beginning to veer toward the spring lines. It is stated that the hardware trade is showing more interest in the vacuum cleaner and that sales will be heavy this year.

Sporting Goods.—The skate trade started later than usual and has been maintained fairly steady ever since. Good orders are still being placed, although it is apparent that the end of the active demand is now close at hand. There is a brisk call still for hockey sticks and supplies but other lines are now quiet.

The Western Hardware Market Situation

Weather Has Moderated and the Travelers Are Now Able to Make Better Progress—Spring Ordering is Satisfactory, but Present Demand is Quite Light.

Winnipeg, January 22.—At last the severe weather appears to have been broken and during the last week westerners have been able for the first time in five weeks to walk about with their fur collars turned down. Snow has been conspicuous for its absence this year and in many of the cities wheels are being used instead of runners. The result of this mild weather, however, will be felt within a short time, as it is expected it will mean a livening or quickening of trade, which during this cold period and especially the last two weeks, has been very slow.

Travelers are now all on the road and are endeavoring to make up for lost time. Considerable difficulty has so far been encountered, however, and it is expected that considerable time over their regular allotment will have to be allowed them this year to cover their territories. Orders for spring lines have been very satisfactory and in one or two instances shipments have already been made. It is not expected, however, that the rush will be on for another month and in the meantime general sorting orders for all kinds of shelf goods are the ones receiving the most immediate attention. The time, however, is being utilized by preparing these later shipments so that when the movement does start all firms in the city expect to be in fairly good condition to get their goods out without the least delay.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in.,$5.45 ;1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 3c.

Sheet Zinc—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½ ; brass, 77½ ; round head, iron, 82½ ; brass, 72½ ; coach, 67½ per cent.

Terne Plate—I.C., $9.75 ; I.X., $11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25 ; ½ box, $5.50; I.X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $13.50 ; ½ box, $8 ; I.X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Stove Orders Light.

Stoves.—Even in this line orders for immediate shipment have been light this week and no particular line appears to control the demand. Spring orders so far received are very satisfactory and it is hoped that they will increase very materially during the next few weeks. The movement for spring delivery has already started. Several car loads of through orders for points further west such as Regina, Calgary, Edmonton, and Saskatoon have already left the factories in the east and are expected to pass through Winnipeg during this week. This is the first movement of the spring rush in this line which it is expected will be very heavy this year. The local orders have been fairly heavy, in fact just enough to give the trade a bright outlook. Gas ranges are looked forward to being very popular this year and a large movement is expected this spring.

In other lines nothing new is being offered and prices are holding firm at last week's quotations.

Demand is Light.

Paints and Oils.—As in other lines of the hardware market the demand for paints and oils is very light and business at the present time is being devoted to the preparing of spring orders for later shipments. Linseed oil mills are at work and the prices as well as the trade is regarded as being firm and are holding steady at $1.05 for raw and $1.08 for boiled. Turpentine is also unchanged and firm at 95c in small lots and 85c in bulk. The amount of spring bookings so far this year are far in excess of last year and very healthy trade is expected to take place during the spring months.

F. A. Ricard Elected.

Sudbury, Ont.—F. A. Ricard, hardwareman, is a member of the council this year and has been elected chairman of the finance committee.

Methods of Retailing Paints and Varnishes

Continuity and Persistency in Paint Department

Two Qualities Which Must be Infused into the Selling Plans —Efforts to Arouse Interest in Paint Should Not be Confined to Active Seasons—Work Should be Kept up Through Winter.

Continuity and persistency are words which express much from the standpoint of the retail dealer. Continuity of purpose and persistency of effort form a combination which ensures success.

The dealer who handles his affairs with a well defined purpose, a carefully planned out policy which manifests itself in every detail and leads to general uniformity, is bound to have things run more smoothly than one who makes no effort to maintain a fixed policy. If he backs it up by never relaxing in his efforts, never allowing his interest to flag, he is bound to reap an almost unbounded measure of success. Continuity and persistency. They are splendid words, and with a deep significance for the dealer.

The necessity is felt in the paint department for a policy of continuity. System is needed in selling paints. There must be a well defined selling plan, including attention to advertising, window displays, effective interior arrangement and personal effort. The retail dealer should not be afraid to do the same thing twice. If it happens to be the right thing in the first place, it cannot be repeated too often.

Accelerated Value of Sales.

The law of acceleration applies to business methods. The writer recalls a conversation which he had some months ago with a prominent Ontario retailer. The latter was telling how he had started to hold a kitchen and laundry supply sale every February some eight years before. "Each succeeding sale has been bigger than the one which went before," he explained. "People have come to look on the sale as an annual event. They remember it, wait for it and made a point of coming to it. It will continue to grow bigger and more popular with every year."

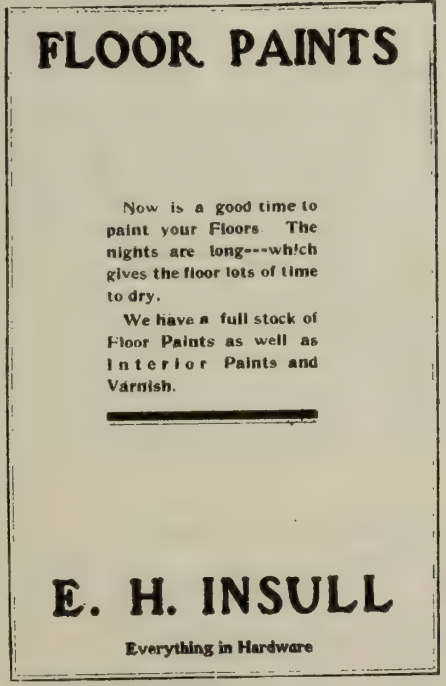
Apply the same principle to the management of the paint department and results will show. A case comes to mind where a dealer held a special sale of paints, oils and brushes every year during the week preceding Good Friday. His customers came gradually to remember this fixture and they patronized the sale in an ever increasing degree.

The continuity of policy thus shown was serving the double purpose of impressing the fact on the public that painting should be started early in the year.

The writer has spoken with dozens of persons who could tell the times of year when the Toronto departmental stores held special sales in certain lines. They had the different dates indelibly fixed in their minds.

Continuity of Service.

It would not do to omit mention of the necessity for continuity of policy in the matter of service. If the average person has come to understand that the best of service can be counted upon at a certain store, they will continue to deal there. The good effect of intelligently explaining the use of some variety of paint to a customer on his first visit and following it up by prompt delivery is completely lost if he meets with carelessness or neglect on his second visit.



A mid-winter paint ad. set in double-column space—It brought results.

"I made it a point to impress on my clerks that they must never sell paint or varnish to a customer without making sure that he understands how to apply it," declares a progressive dealer. "If he professes ignorance on any score, they must take the time to explain it to him fully. Even the best of clerks have a tendency at times to content themselves with making sales. If the customer does not ask, they let explanations slide. I now, insist, however, that they broach the question to every customer."

Keeping Up the Work.

And now as to persistency.

It is highly necessary for the dealer, who desires to improve his sales of paint, to never let up in his efforts. The average property owner is endowed with a wholesome respect for dollars and cents. He probably recognizes that his property would look better if given a fresh application of paint, but he has to be argued into spending his money for that purpose. Once will not convince him. It is only by repetition of effort and argument that he can be brought to buy. Paint selling is to quite a large extent a matter of education.

Persistency, therefore, is one of the qualities which must be infused into the paint campaign. The work must be kept up regularly. The weak point in the selling plans of a large number of dealers is that they stop when dull seasons arrive. As soon as the fall demand begins to slacken up they allow their efforts to slacken also. From that time on until the beginning of spring they probably pay very little attention to the paint department.

The chief fault to be found with a policy which excludes anything but seasonable activity, is that the public is allowed to forget the subject of paint, whereas it is necessary to keep the matter ever before them. There is some demand during the winter months—enough to justify any efforts for trade that the dealer may put forth. There is, in addition, the advantage to be obtained by keeping people interested and preparing them to buy when more seasonable times arrive. It might seem folly to a good many dealers to advertise paints at this time of year. But an advertisement nevertheless would bring results. It might even be safe to say that the results would be immediate and tangible; in other words, that sales would be made.

One Dealer's Plan.

A dealer who believes in keeping up his paint advertising right through the winter months is E. H. Insull, of Craik, Saskatchewan. Mr. Insull has been talking paint to the burghers of Craik at regular intervals and, despite the fact that the usual winter weather has prevailed there, he has had results from his advertising. A copy of one of his advertisements is herewith reproduced.

Mr. Insull is advertising for winter trade and he has prepared his copy with a seasonable application. The argument advanced is a good one; that people are kept in during the winter time and that the need for floor paint is greater as a result.

Getting Ready for Boat Repairing

Paint is Needed to Put Crafts in Commission, and J. C. Harbec, of St. Johns, is Already Preparing to Supply Ship Owners With This—He Gains by Being Prepared—Dealers in All Places Where Crafts Moor Might Profit by Having Stocks on Hand Early—They Thus Suggest Where Paint May be Bought.

It's never too late to mend, and it's never too early to get ready for mending. This is being born in mind now by some dealers who are preparing for the repair work which will shortly be started on boats and ships.

J. C. Harbec, of St. Johns, Quebec, is already getting in a supply of paint made especially for barns and boats. He is not selling much of this line at present, but by having it on hand he is suggesting to men who will later need paint, where they can get it.

A Shipping Town.

St. Johns is the scene of a good deal of shipping. Boats of considerable size are now drawn up there for the winter. They will be abandoned for some weeks yet; and then, when spring comes, there will be a rush to get these crafts in commission. Owners will be hard at it caulking and patching. And the paint pot will be in demand.

Here is where Mr. Harbec will get the trade. He is building for it now. As soon as the paint is needed the boat owners will come to his store. They know they can get what they need there.

This boat painting in St. Johns is a big thing. But there are other lines which need attention too. There are the barns and the houses. Mr. Harbec has stocks will enable him to meet the early demand in this line, and declares that this is of the greatest advantage.

Others Might Prepare.

St. Johns is not the only place where ships moor for the winter. There are cities and towns almost without number where this is so, and the dealers of these places would do well to remember that they benefit by having their stock of paint on their shelves early. There is nothing that suggests painting like the sight of paint.

This work on boats, canoes, and skiffs, is not very far removed now. As soon as the rivers and lakes begin to break up those owning crafts get to work—the ship owner in a business like fashion, the canoest almost with hilarity. To him this work of painting suggests Saturday afternoons upon the river. He will not be ready to miss any of these. With the first touch of spring he will be at work

Varnishes! Paints! Oil! Turpentine!

For House, Steamer or Yacht

We earry only a few lines, but they are the highest grade we can buy. Two-thirds of the cost of painting goes for labor, therefore the best is the cheapest.

E. B. MARVIN & COMPANY

THE SHIPCHANDLERS

1202 Wharf Street, Foot of Bastion

A Victoria, B. C., firm are trying for the ship trade in paints early—A two-column advertisement published this month.

TO MAKE WATERPROOF PRODUCTS.

An important announcement is made by Pinchin, Johnson & Co., Toronto, to the effect that they have made an arrangement with the A. C. Horn Co., New York, manuafcturers of structural waterproofing compounds, by which they become the exclusive manufacturers of the Horn products in Canada. For this purpose, they have added a department to their general paint and varnish business to be known as the waterproofing department. Among the materials to be manufactured are: Dehydratine damp-proof paints for sub and super-structural work; hydralite, a substance used for waterproofing concrete, and symentrex, a waterproof cement paint.

WOOD TURPENTINE A FACTOR.

It is becoming increasingly apparent that wood turpentine is now a factor in the United States. A publication issued at Savannah in the interests of turpentine and rosin makes the announcement that one concern located near the seaboard in the State of Georgia, have just completed a plant that will have a capacity of 400 barrels of rosin and 4,000 gallons of spirits of turpentine daily. There will be about 800 men employed, including those who will be engaged in the wood yards and camps to supply the concern with the timber to be used in extracting the wood turpentine. It is also stated that one of the large American paint companies have ordered from this company for the present year 400,000 gallons of wood turpentine.

FIRE DESTROYS WAREHOUSE.

Montreal, Jan. 24.—Fire, which broke out in the William Street Warehouse of the Hobbs Manufacturing Company about 7 o'clock last night, completely gutted the building. As yet the loss is not known.

The destruction of this one warehouse may result in the opening of a larger one which will take the place of the two which the Hobbs Company have operated in Montreal.

NEW CEMENT PLANT.

The Portland Cement Construction Company has let the contract for the immediate construction of a cement plant on Tod Inlet, Vancouver Island. The work of excavating for the buildings is now under way and it is expected that the work on the upper structure will be started soon.

Yes, Sir! Every solitary Paint Need you can think of is well and profitably filled by the famous ML Line.

ML Paints—Made just a little better and more carefully than the next best paint—they stand the weather test wonderfully well. It pays to sell paints that last—your customers blame YOU when they don't

ML Floorglaze—A self-varnishing finish in solid and transparent colors—that dries glass-hard over night. Has a non-scratchable, brilliant surface. Good for any paint use.

Elastilite Varnish—In a class by itself—so good that even amateurs get fine results. Sell it without a doubt that it will give perfect satisfaction, for any varnish use, indoors or out.

ML Flat Wall Finish—a new hot-water-proof flat finish for plaster, burlap or wood, in beautiful interior shades. Sell it to lovers of beautiful sanitary homes.

THERE'S a good proposition waiting at our office for aggressive dealers. There are samples of all our lines at all three of our depots. Get in touch with us. We are aggressive folk ourselves, and take care of our trade.

DECORATIVE AID DEPARTMENT just started, offers any dealer suggestions and assistance for house decoration free. Stencils supplied. Every aid given to get you orders. Send your problems to us for help. No charge.

Imperial Varnish & Color Co., Limited
6 to 34 MORSE STREET, TORONTO
108 Princess Street, Winnipeg 524 Beatty Street, Vancouver

Proof Pratt & Lambert Varnishes Sell

The following letter is from a house established 87 years—a house which in its time has seen plans for selling varnish for the dealer come and go. When such a house comes out with the statement that the "P. & L." Line is the ***best*** proposition they have ever had from ***both quality and selling standpoint***, that means best of not one or two lines, but perhaps of almost every line of varnishes on the market. It is your opportunity now to profit by the 87 years' experience of this firm by investigating the Pratt & Lambert Proposition from every standpoint.

THE BOOTH & LAW COMPANY
Varnishes, Paints, Brushes.
Office and Sales Rooms: 59 Crown Street. HOUSE ESTABLISHED 1825.
Warehouse: Water and Olive Streets, New Haven, Conn.
Messrs. PRATT & LAMBERT, New York, N.Y.

LYMAN M. LAW, President.
WALTER B. LAW, Vice-President.
J. HAROLD LAW, Secretary.
CHAS. WEISS, Sales Manager.
December, 11, 1911.

Gentlemen:—We want to say that your line is the best proposition we have ever had, from both quality and selling standpoint. Our future efforts, we can assure you, will be centered on the P. & L. Line.

Thanking you for your kind co-operation, we are; respectfully yours,
C/W **THE BOOTH & LAW COMPANY**

There is no reason why you cannot duplicate the success of this and other Pratt & Lambert Dealers in all parts of the United States and Canada. Pratt & Lambert advertising is creating the same kind of a varnish selling demand. This Spring this demand should be greater than ever, owing to the tremendous Pratt & Lambert Spring Advertising Campaign. Do not let this Spring go by without at least investigating what we can offer you in increased varnish sales and profits.

WRITE NOW FOR P. & L. DEALERS' PROPOSITION

PRATT & LAMBERT-Inc.

VARNISH MAKERS
24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO
FACTORIES
NEW YORK BUFFALO CHICAGO BRIDGEBURG, CANADA LONDON PARIS HAMBURG

Weekly Market Report --- Paints

BUSINESS SATISFACTORY.

Ordering for spring delivery is now the order of the day, although some demand for present requirements is felt. On the whole, the condition of trade is satisfactory.

A slump of 4 cents in the price of linseed oil is reported at Toronto.

Some difficulty in securing certain lines is felt.

MONTREAL.

Montreal, January 26.—Little real activity is noted this week. The market is not without interest, owing to the position of turpentine, and the possible difficulty in securing glass; but no immediate price changes are causing either worry or rejoicing. Trade is quiet, on the whole, but the future does not seem to offer any cause for alarm. Generally the orders sent in by the travellers are satisfactory, and it seems that the coming business will be as great as that which has just been concluded, perhaps considerably greater.

The burning of the Hobbs warehouse in Montreal, it was feared, might limit the supply. The trouble, however, is not serious. On the whole the local supply of glass is good, so the dealers will not have to wait for their supply.

Handlers Paying More.

Many of the dealers are placing their orders for spring delivery already. They have given up the idea that a lower level will be fixed when spring comes. It is just as well that they have, for, except the lower freight rate, which is bound to come with the opening of navigation, there will be no lowering in prices. Indeed, a rise is much more likely. The handlers are already facing a rise themselves, for they have had to contract for their glass at a figure about 6 per cent. in advance of that which they have paid during the past few years.

White Lead.—Here there is little change. The pig has not altered greatly in value. Indeed, what drop there was a few weeks ago has been largely offset by the rise of this week. So, the corroders are unable to get the raw material they will need later, at any more advantageous figure. The prices on white lead, therefore, remain steady.

Linseed a Little Lower.

Linseed Oil.—Fluctuation is noted here, though this is not serious. It would appear that the reports of a poor Plata crop were exaggerated. Any way the price tendency is downward. Last week the oil was commonly quoted at .95 and .98 for raw and boiled respectively. This week a number of concerns state their ability to supply the oil, in fair sized lots, at .93 and .95.

The fear that there is to be a scarcity of oil does not seem exceedingly well founded. That the prices will revert to the higher level of last year is, fortunately, also unlikely.

Turpentine.—A certain see-sawing is noticed here. Early last week 72 cents was the common quotation, a figure which was later dropped to 70. This week the price has been generally advanced two cents, but the situation in Savannah seems to point to another reduction. At this point there are about 25,000 barrels at the present time. It is a good supply, and one which prohibits the possibility of an immediate shortage. Turpentine will likely be quoted at 70 cents within a few days.

Ordering for Spring.

Putty.—Little is being sold now. There is an ample supply on hand.

Mixed Paints.—Varnishes and Japans are being sold in satisfactory lots. This is a good season for the sale of these lines, and progressive retailers are making the most of it. As far as mixed paints go the principal thought is for the spring. The travellers are booking orders for this season, and are meeting with good success.

Glass.—Some good sized orders have been received of late, but the really heavy demand is over until spring comes again. Evidently the business then will be heavy, for every indication is that the building operations will be large.

TORONTO.

Toronto, January 25.—The paint and oil market is not giving out any evidences of great activity. There is, however, a satisfactory amount of business being done and, taking it all around, the month of January has been a little better, perhaps, than the first month of the year 1911. The travelers report that dealers are showing a tendency to order early and in large bulk. All indications point, in fact, to an exceptionally big spring trade in paints.

One manufacturer states that he secured more orders for spring business during November and December than he is doing now.

Linseed Down Four Cents.

The feature of the market has been a slump of four cents in the price of linseed oil. The change was put into effect on Monday and was due largely, so it is said, to competition rather than to anything in the market which would justify a decrease. The jobbers have since complained that the price is too low to allow a fair margin and there was some talk toward the end of the week of an advance. The price of English oil has been higher than the local quotation. There is not a great deal of oil being sold at present and what business is being done is for spring delivery.

Dullness in Turpentine.

There is a little dullness noted in the turpentine market, owing to the severe weather that has been experienced all over the American continent. About this time last year, turpentine was advancing by leaps and bounds. It is impossible to say what the course of the market will be this year. If there should be any of the usual demand for gum turpentine, the prospects are that an advance in price will take place. One element that is interfering with the speculative tendency on the primary market is the suit instituted against the big turpentine handlers under the Sherman Act. It is not anticipated, however, that the case will come to a head this year and there should not be any prolonged effect exerted, therefore, on the market on that account.

The price of turpentine has not changed locally and demand has been small.

White Lead Inactive.

The white lead market is sluggish at present writing. Dealers are not showing any marked tendency to order for spring requirement although some booking has been done. It is apparent that some dealers regard the present price as high and are inclined to wait in the hope of lower quotations. Whether this hope will be realized in extremely problematical. Enquiries received indicate that the spring demand will be heavy.

Glass.—Very little business is being done in glass now. Some orders have been filled during the last few days but they have all been of a sorting variety.

Putty.—The situation here shows no change, business being light. Standard putty is quoted as follows: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Prepared Paints.—The amount of booking done for spring delivery has been satisfactory. Quite a little business has also been placed for immediate requirements.

"Color Suggestion Book."—A Special B-H Selling Help.

¶ All B-H Agents are supplied with Color Suggestion Books that illustrate and describe modern methods of finishing floors, walls, ceilings and woodwork of the various rooms of the house, and give harmonious color combinations for outside painting.

¶ These Books enable the B-H Agent to place before the prospective buyer complete color schemes. The customer sees the finished effect of the different color combinations and is able to select the materials and colors best suited to his requirements.

¶ Write our nearest office for complete B-H Agency proposition.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb....	8 25	8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c ; Metal.ic, 45c ; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c ; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c ; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c. ; Mystic, 17c. ; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 21
Rods, base ⅛ to 1 inch, round..	0 16	0 18
Tubing, seamless base, per lb.....		0 21
Tubing, iron pipe size, 1 inch base..		0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water ga te valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros.. Montreal

COPPER

	Per 100 lb.
Casting ingot..................	15 00
Cut lengths, round bars, ½ to 2 in. .	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	..	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special......	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow......................	17 75	20 50
Glengarnock..................		22 50
Radnor, charcoal iron........	32 00	32 50
Ayresome, No. 3..............	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles.......... ......base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel............	1 95	2 15
Sleigh shoe steel.............	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel......	0 15	0 15
Toe calk steel................	2 85	2 90
Mining cast steel....	0 07½	0 08
High speed...........	0 65	0 65
Capital tool steel............	0 50	
Cammell Laird............	...	0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	....
Silver tool steel.............	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.............	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets..........	2 90	2 90
All bright, 52 sheets..........	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52......	4 45	4 45	4 35
60......	4 70	4 70	4 60
20x28x80......	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.......	4 05	3 80	4 05	4 05
28.......	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

'Comet" sheets—

22..........................	3 65
24..........................	3 70
26..........................	3 75
28..........................	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch .. $	5 50	66 p.c.	51 p.c.
½-inch..............	8 50	71 p.c.	60 p.c
¾-inch	11 50	75 p.c.	65 p.c.
1-inch..............	16 50	75 p.c.	65 p.c.
1¼-inch..............	22 50	75 p.c.	65 p.c
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch..............	36 00	76½p.c.	66½p.c.
2½-inch..............	57 50	76½p.c.	66½p.c.
3 -inch..............	75 50	76½p.c.	66½p.c.
3½-inch..............	95 00	75 p.c.	65 p.c.
4 -inch.........	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron. 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass...............	0 06	0 06½
Tea lead.......	0 02½	0 02½
Heavy lead...............	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0[illegible]	10 0[illegible]
Machinery cast scrap, No. 1	16 00	14 50
Stove plate...............	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 50	4 50
Imported pig, per 100 lb......	4 60	4 60
Bar pig, per 100 lb....	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft...........	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping....	0 23	0 24

SHEET ZINC

5-cwt. casks	8 25	8 00
Part casks....................	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—

56 and 28-lb. ingots, 100 lb.	$47 50	46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base............	....	$7 00
I X, 14x20 base............	....	8 25
I X X, 14x20 base	....	9 50
Raven and Murex Grades—		
I C, 14x20 base............	....	5 00
I X, 14x20 base............	....	6 00
I X X, 14x20 base..........	....	7 00
I X X X, 14x20 base........	....	8 00
"Dominion Crown Best"—Double. Coated, Tissued.		
I C, 14x20 base............	7 00	7 00
I X, 14x20 base............	8 25	8 25
I X X, 14x20 base..........	9 50	9 50
"Allaway's Best"—Standard Quality.		
I C, 14x20 base............	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base..........	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base............	....	4 25
20x28, double box..........	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin............	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs. } " 14x60, " } " 14x65, " }	....	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½. $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6″ to 11″, discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.45 in cars f.o.b. Montreal.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c ; in 5 and 10-lb bundles, 25c ; in 1-lb. hanks, 25c ; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c ; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coopering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..............	....	2 45
Galvanized, plain twist.......	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.........................	2 85
Plain..............................	2 60

——

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins...........	0 80	0 85
In barrels, 5-gal. tins......	0 80	0 85

BEESWAX

Per lb...........	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground...............	0 05
" flaked................	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead...................	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome ye low, pure............	0 18
Golden ochre, pure	0 11
French ochre, pure..............	0 09
Chrome green, pure.	0 11
French permanent green, pure..	0 15
Signwriters' black, pure....	0 17
Marine black, 25 lb irons........	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co..............	1 80
Cee Pee Co. enamel................	4 50

GLUE

		Per lb.
French medal................		0 10
German common sheet........		0 10
German prima.....		0 15
White pigsfoot................	0 15	0 20
Brantford medal.............		0 10
" golden medal......		0 11
" brown sheet........		0 10
" golden sheet........		0 13
" gelatine............		0 22
" white gelatine......		0 20
" white glue..........		0 12
" 100 flake........	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL..........	0 11½
CL.............................	0 12
C..............................	0 11½

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs...., ...	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case.........	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C......		1 65
Brandram-Henderson's "English."		1 95
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle..........		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints..		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand........................	1 60	

Every can of

Minerva Paint and Paint Specialties

contains full Imperial measure of an unequalled qua ity.
This means that your customers get full imperial measure not short imperial measure.
Isn't this worth considering?
Think it over.
See us at the Hardware Convention.

PINCHIN-JOHNSON & CO. Established in England in 1834.
(Canada), Limited 377-387 Carlaw Avenue, TORONTO
192

This Illustration was made from a photograph of a Bowser installation for
Mr. Samuel Hobbs,
1434 Queen St. W.,
Toronto, Ont.

This system hand les
Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No 15.

S. F. BOWSER & COMPANY, INC., TORONTO
66-68 Fraser Avenue

PLASTER OF PARIS

Per barrel.............................. 2 30

PINE TAR

Half-pint tins, per dozen.......... .... 0 60

PUTTY.

	Standard.
Bulk in casks..	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs..... ...	4 25	4 25
No. 1, kegs, per 100 lbs........	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.......	0 08	0 09
Motor Gasoline single bbls.....	..	0 17½
Benzine, per gal single bbls	....	0 15½
Pure Turpentine, single barrels	0 70	0 73
Wood Turpentine	....	0 60
Turpentine, second run.........	....	0 60
Linseed Oil, " raw..	0 95	0 96
" " boiled	0 98	0 99
Rosin, "G" grade, bbl. lots, 100 lbs. ..		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1..............	1 50
Pale durable body............	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak..................	1 50
Furniture, polishing....	2 00
Furniture, extra	1 20
" No. 1........	0 95
" union........	0 90
Light oil finish..........	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan..........	1 35
No. 1 black japan............	0 95
Benzine black japan	0 75
Crystal Damar..........	2 50
No. 1 "	2 25
Pure asphaltum..............	1 40
Oilcloth.....................	1 50
Lightning dryer	0 95
Elastilite varnish..........	2 25
Copaline varnish	2 25
[illegible]	[illegible]
Jamieson's floor enamel.....	1 75
Sherwin-Williams kopal varnish ..	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish....	2 40
"Flint-Lac," coach.	1 80
B.H. Co's "Gold Medal," in cases	2 50
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40........................	2 85
41 to 50........................	3 25
51 to 60........................	3 56
61 to 70........................	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White.	7 00	7 15
Elephant Genuine	7 00	7 15
C.P.C. decorators pure......	6 75	6 90
Moore's Pure White Lead....		6 90
Lily Pure..................	6 75	6 90
Tiger Pure	6 75	6 90
Monarch (Windsor)..........	....	6 50
Essex Genuine (Windsor)....	....	6 90
Brandram's B. B. Genuine ..	7 75	7 30
"Anchor," pure	6 75	6 90
Ramsay's Pure Lead	6 30	6 90
Ramsay's Exterior	5 80	6 90
C.P.Co.'s Decorators' Pure...	6 30	6 90
Crown and Anchor pure. ...	6 75	6 90
Island City Decorators' Pure.	6 75	6 90

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton, London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M...... .. . 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2. " "	0 05¾

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels......	1 00

HARDWARE

ADZES.

Carpenters', per doz.........	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz...........	6 00	9 00
Double bit "	10 00	12 00
Bench Axes.................	6 75	10 00
Broad Axes.................	22 75	25 00
Hunters Axes...............	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb.......	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p c ; Primers, 10 and 2½ p.c ; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only ; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits...........	30 and 10
Irwin's auger......................	47½
Gilmour's auger..................	60
Rockford auger..........	50 and 10
Gilmour's car.....................	47½
Clark's expansive.....	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered..........	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail..............	....	4 25
Crown.......................	....	4 85
Crescent.....	....	6 50
Sovereign....................	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.).... 3 25

BARN DOOR LATCHES

Challenge, dozen.....	2 35
Defiance, dozen.............	2 75
Gem dozen........	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller...	70
" " 7-16 and up.....	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts..................	55, 5 & 10
Blank Bolts..................	60
Bolt Ends....................	60
Sleigh Shoe Bolts, ⅜ and less...	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list..........	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4¾c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll........	70
O. K. paper, No. 1, per roll...........	0 75
O. K. paper, No. 2, per roll....	0 70
Plain Fibre, No. 1, per 400 ft. roll....	0 45
Plain Fibre, No 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll...	0 55
Tarred Fibre, No. 2, " ..	0 35
Tarred Fibre Cyclone, 35 lb., per roll	0 55
Dry Cyclone, 15 lbs..................	0 45
Plain Surprise, per roll..............	0 40
Resin sized Fibre per roll............	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb....	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs............	0 65
Heavy Fibre. 32' & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square......	0 70
3 " " " "	95
2 Ply complete, per roll......	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel...........	3 50
Refined Coal Tar, tins, per doz.......	1 25
Refined Coal Tar, per barrel.........	4 50
Shingle varnish, per barrel...........	4 50
Caps, per lb	0 06
Nails, per lb.........................	0 05
Mop cotton, per lb....	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English..............	17 00	21 00
" American, low	23 00	25 00
" " high......	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross..	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz............	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.............	2 50
" adjustable, 4 in..............	7 60
Carpenters, 3 feet......................	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts...........	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian. 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)........	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.......	5 25
Folding handles, 8 inch, doz....	1 80

DRILLS.

Bit stock drills, 2-32 in., doz..........

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's..........................	70 and 10
Great Western, American........	70 and 10
Kearney & Foot, Arcade..........	70 and 10
J. Barton Smith, Eagle...........	70 and 10
McClellan, Globe....	70 and 10
Black Diamond..................	60 and 10
Delta Files......................	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)....	35

FORGES

Blacksmiths portable, 135 lbs........... 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz........................	0 35
Ladies claw, handled, doz..........	0 60
Adze eye nail hammer, 10 oz , doz....	1 25
" hickory handle, 1 lb., doz..	6 25
" straight claw, 1 lb., doz....	7 00
Farriers hammers, 10 oz., doz........	5 60
Tinners setting. ½ lb., doz............	4 50
Machinists. ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over.....	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs..........	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch....per gross	8 00
" " ½ " .... "	10 50
" " ⅝ " .... "	13 50
Leather, 1-inch ......per doz.	4 00
Leather, 1¼ " ...... "	5 20
Web................	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16 in. $10.20; ½-in. $11.40 9-16-in. $13 20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., ...	6 50
" " 10-in. and larger..	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in........ "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5............ per gross	2 25
5-16 x 5.......... "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb box
Nos. 3	1⅝ inch	$4 00
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern, all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5 c. per lb.

CONGO NEVER LEAK ROOFING

How Long Will It Last?

Every buyer of roofing asks that question---"How long will it last?"

That question is important.

We know positively how long Congo will last and are prepared to give every buyer a *real* Surety Bond with every roll of Congo Roofing.

The bond guarantees that Congo, 2-ply or 3-ply, *will last at least ten years*, and the buyer has *absolute certainty* on that point.

This guarantee is issued by the National Surety Company of New York and is enforcible without resort to law and without delay should Congo fail to last the ten years.

The fact that no other roofing manufacturer *can* give a Guarantee Bond like this ought to convince any reasonable buyer that Congo really is the *best* ready roofing made.

We will be glad to send you without obligation on your part a copy of the guarantee and further information.

CONGOLEUM FOR FLOORING AND WAINSCOTING

We should like to send every reader of this Paper a sample of Congoleum. It is fitted for use as a border around rugs, as wainscoting and as flooring. It is a perfect imitation of light and golden oak. Its surface has a high polish. It is unusually durable. The price is very low. Write for samples and further details.

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON,

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

Good Profits and Entire Satisfaction are Assured

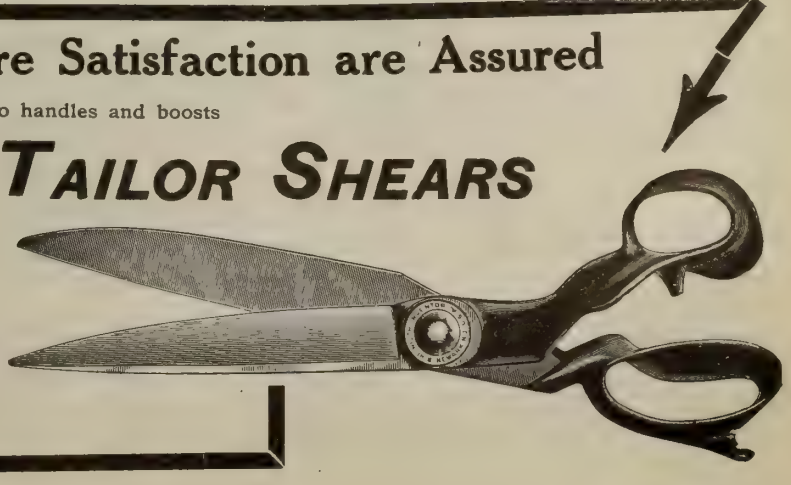
the dealer who handles and boosts

HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.



R. Heinisch's Sons Co., Newark, N.J., U.S.A.

KNIVES.
Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.
White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.
Asbestos mats, 50 p.c.
Can openers, per doz............ 0 40 0 75
Mincing knives per doz 0 50 0 90
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 80
Vegetable slicers, per doz 2 25
Universal meat chopper, No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star Al chopper 5 to 32 .... 1 85 4 10
" " 100 to 103 .... 1 25 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS
3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.
Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE
Competition grade lawn hose, 70 and 5.

LAWN MOWERS
Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75; 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.
Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES
Cant hooks, dozen, from............ 12 00
Axes, dozen, from................ 6 50
Axe handles, dozen, from........... 1 15
Cross cut saws, per foot........ 0 25 0 43
Axe wedges, dozen.................. 0 25
Ball and heel calks............. 4 00 4 25

MALLETS.
Tinsmiths', 2½ x 5½ in., per doz....... 1 25
Carpenters', round hickory, 6 in., per doz............ 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz.... .... 15 00

MATS
Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.
Tandem metal polish paste....... .... 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES
Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.
Mops, per doz............... .... 1 20 1 50
Folding ironing boards..........16 25 18 00

NAILS — Wire
1—1¼ inch.............................. 3 35
1½ inch 3 00
1¾—1⅞ inch............................. 2 75
2—2¼ inch............................... 2 65
2½—2¾ inch.............................. 2 50
3—3¼ inch.............................. 2 45
3½—4 inch.............................. 2 40
4½, 5, 5½, 6 inch (base) 2 35
Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.
Plumbers ....per 100 lb...... .... 4 50

OILERS.
Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS
Holloware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.
Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES
Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.
Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.
Russian snap ....per gross 30 00
Indian snap................ " 25 00

PUMPS.
Berg's wing pump, 75 per cent.

RAZORS. per doz.
Boker's 7 50 11 00
" King Cutter 15 00
Henckel's 7 50 20 00
Clauss automatic safety 27 00
Clauss perfect stropper 16 00
Gillette Safety, each........ .... 3 75
Clauss Razors and Strops, 50 per cent
Ever Ready Safety.... .... 9 00

ROPE AND TWINE.
Sisal rope.......................... 0 08½
Pure Manilla rope................... 0 10¼
"British" Manilla 0 08¾
Cotton, 3-16 inch and larger......... 0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ⅝ and upwards, 9c.; under ⅝, 9½c.
Lath yarn, single 0 08
Lath yarn, double 0 08½
Sisel bed cord, 48 feet, per dozen.... 0 65
Sisel bed cord, 6 feet, per dozen.... 0 80
Sisel bed cord, 72 feet, per dozen.... 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb... .... 0 27
Wrapping, cotton, 3-ply twine 0 26
" " 4-ply twine 0 30
Mattress twine, per lb........ .... 0 45
Staging " " 0 35

REFRIGERATORS
Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.
Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.
Canadian, 35 to 37½ per cent.

RULES.
Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.... ...... 3 50

SAD IRONS.
Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 85
" handles, japaned, per gross 8 40
Common, plain.......................... 4 25
" plated 5 50
Asbestos, per set............... .... 1 50

SAND AND EMERY PAPER.
Sand and emery paper, 40 per cent

SASH WEIGHTS
Sectional, 1 lb. each, per 100 lb 2 25
Sectional, ½ lb. each, per 100 lbs..... 2 40
Solid, 3 to 30 lbs.... ... . 1 55

SASH CORD.
No 8, per lb.... ... . 0 33

SAWS.
Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.
Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS — Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors or 3 panel, grained only, 4-in. style...................... 8 10
Beaver window screens, 14x18, open 28½ inches............................ 1 60
Perfection window screens, 14x15, open 22½ inches........................ 1 80
Model window screens, 14x22, open 36½ inches.............................. 2 25

SCALES.
Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS
Canadian, 40 per cent.

SCREWS — Per cent
Wood F.H., bright and steel...... 85 and 10
" R.H., bright .... 80 and 10
" F.H., brass .... 75 and 10
" R.H., brass .... 70 and 10
" F.H., bronze.... ...... 70 and 10
" R.H., bronze.... .... 65 and 10
Drive screws............ ... 85 and 10
Set, case hardened................ 60
Square cap .... 50 and 05
Hexagon cap...................... 45
Bench, wood, per doz.. .... $5 00
" iron, per doz...... 4 25

SCREWS (MACHINE)
Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.
Sargent's, per dozen.... ...... 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS
Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymonr's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS
No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.
Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.
Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.
Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.
Harness, 25 per cent.

SOLDERING IRONS
Base, per lb., 28 cents.

STAMPED WARE.
Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.
Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES
Poultry netting, 100 lbs...... .... 5 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.
Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS
Lithographed, 60 and 10

STOVEPIPES.
5 and 6 inch, per 100 lengths 7 62
7 inch........ " " 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS
5 and 6-inch, common........per doz. 1 22
7-inch....................... " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.
No. 20 Beaver Die Stock............ 18 75

STONES—OIL AND SCYTHE.
Washita...............per lb. 0 25 0 37
Hindostan .... " 0 06 0 10
" slip .... " 0 18 0 20
" Axe .... " 0 10
Deer Creek .... " 0 10
Deerlick .... " 0 25
" Axe .... " 0 15
Lily white .... " 0 42
Arkansas .... " 1 50
Water-of-Ayr .... " 0 10
Scythe ....per gross 3 50 5 00

TACKS, BRADS, ETC.
Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.
Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821.... .... 1 95
" Steel, No. 1840, 50 feet....

TROWELS.
Disston's, 10 per cent.

THERMOMETERS
Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.
Discount 35 per cent.

TINNERS TRIMMINGS
Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)
Newhouse, 30 per cent.
H? wley & Norton, 40, 10 and 5 per cent.
V?ctor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE) — Doz
Out O' Sight Mouse Traps............... 60
" " Rat Traps.... .... 1 20
Easy Set Mouse......................... 0 45
" " Rat.......................... 0 95
Blizzard Mouse Traps................... 0 45
" Rat Traps.... .... 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers.............. ...... 0 80

VISES
Per pound....................... 0 12 0 12½
Hinged pipe vise, 25 lbs.......... .... 3 55
Saw vise............. .... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES
New Ontario......................... 41 25
Round, re-acting, per doz........... 81 25
Square, re-acting, per doz.......... 77 50
Dowswell............................ 52 50
New Century, Style A............... 101 25
Ideal Power........................ 180 00
Daisy............................... 73 25
Stephenson.......................... 74 00
Puritan Motor...................... 165 00
Connor, improved.................... 52 50
Ottawa.............................. 55 00
Connor Ball Bearing................ 112 50
Connor Gearless Motor Washer..... 180 00
20 per cent.

WRINGERS
Royal Canadian, 11 in., doz... .... 47 75
Eze, 10 in., per doz................. 46 75
Bicycle, 11 inch..................... 60 50
Trojan, 12 inch..................... 100 00
Challenge, 3 year, 11 inch........... 53 25
Ottawa, 3 year, 11 inch.............. 58 25
Favorite, 5 year, 11 inch............ 61 75
20 per cent.

WHEELBARROWS
Navvy, steel wheel, dozen............ 21 20
Garden, steel wheel, dozen........... 32 40

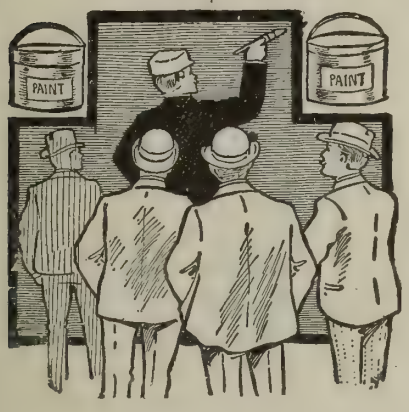
WHIFFLETREES
Tubular steel whiffletrees, 28 in...... 0 70
" " " 34 in...... 1 00
" " " 36 in...... 1 25
" " neckyokes, 36 in...... 1 05
" " doubletrees, 40 in...... 0 95
" " lumbermens, 44 in.... 1 15

WOOD HANDLES
Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES
Agricultural, 67½ p.c.

WROUGHT IRON WASHERS
Canadian 50 per cent.

Paint Success



Always with a Ramsay Paint agency goes success. It is very simple. Ramsay's Agents carry nicely labelled goods. Ramsay's advertising prompts a quick sale. The color cards and schemes help a customer to decide. Then there is no haggling over the price. Ramsay's Paints are reasonable for pure paints, as everybody knows. The quality always satisfies, and there is a reputation and a guarantee behind them. A Ramsay Paint agency carries besides mixed Paints, those well-known lines, Ramsay's Varnish Stains, Ramsay's Enamels, Ramsay's Leads, Ramsay's Carriage Paints, Ramsay's Oil Colors, every one of them money makers and quiet satisfaction. Ramsay's Catalogue is brim full of interesting sellers. Are you interested?

A. RAMSAY & SON CO.

MONTREAL

Paint Makers since 1842

WESTERN DISTRIBUTORS

A. McBride & Co., Ltd., - Calgary
Revillon Bros., Ltd., - Edmonton
Bogardus-Wickens-Begg, Ltd., Vancouver

T - 45

An All-round Interior Varnish

THAT BRINGS EXCELLENT RESULTS

The durability of this compound in combination with its elasticity makes it especially useful for floors, linoleum, grained work and furniture.

It works with remarkable freedom, is impervious to water and will not scratch white. It may be rubbed and polished when thoroughly hard.

Our price and proposition are right—it will pay you to communicate with us at once.

Benjamin Moore & Co., Limited
WEST TORONTO
NEW YORK CHICAGO CLEVELAND

If you want to sell Paints of Quality
—sell the

Stephens'

BRAND!

Stephens' Ready Mixed Paints are absolutely pure and have given a service that has created a large demand for them in the West. Agents for Stephens' Paints are assured good profits and are protected by our written guarantee.

Write for color cards, full information and prices—it will pay you.

G. F. Stephens & Co Limited
Paint & Varnish Makers
Jobbers of Glass Brushes Oils Etc
Winnipeg *Calgary*

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Star Expansion Bolt Co., New York

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Auger Bits
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Babbitt Metal
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Magnolia Metal Co. Montreal.
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Bale-ties
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Bar Iron
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Bath Room Fittings
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Belting
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Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

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Boilers and Radiators
Pease Foundry Co., Toronto

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Bolts—Expansion
Star Expansion Bolt Co. New York

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McClary Mfg. Co., Toronto
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Carriers, Cash and Parcel
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Carpet Sweepers
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Chicago Flexible Shaft Co., Chicago

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Cartridges
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Clothes Reels and Lines
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Cordage
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Door Checks
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Hero Mfg. Co., Philadelphia
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Dennis Wire & Iron Co., London

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Fish Spears.
Bonafide Mfg. Co., Plymouth, Mich.

Food Choppers
Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago

Forgings
Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
Henderson & Richardson, Montreal
John Lysaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

Glass
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
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Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
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Handles
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Hardware Specialties
Taylor-Forbes Co., Ltd., Guelph, Ont

Hay Unloading Tools
F E. Myers & Bro., Ashland, Ohio

Hinges
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Cowan & Britton, Gananoque
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Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hooks
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Steel Co. of Canada, Limited, Hamilton

Hoop Iron
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The Steel Co of Canada, Ltd., Hamilton

Hoops—Steel and Wire
Laidlaw Bale Tie Co. Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
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Iron and Steel Bars
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Lawn Fencing
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B. Greening Wire Co., Ltd., Hamilton

Lawn Mowers
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Jas. Smart Mfg. Co., Brockville, Ont.
S. P. Townsend & Co., Orange, N.J.

Lawn Swings
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Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

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Manufacturers' Agents
Gibb Alexander Montreal.
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Western Distributors Ltd., Saskatoon

Mantels and Grates
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Metals
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Metal Lockers
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Metal Shingles, Sidings, Etc.
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Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
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Oil Stoves
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Oil Tanks
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Ornamental Iron and Wire
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Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Dougall Varnish Co. Montreal
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto, Ont
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Pinchin Johnson Co., Toronto
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A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
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G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
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Imperial Varnish & Color Co., Toronto

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Steel Co. of Canada, Limited, Hamilton

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Smith Hardware Co. Montreal

Poultry Netting
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John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Pumps
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R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal

Putty
Steel Co. of Canada, Limited, Hamilton

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton

Razors
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Registers
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Canadian Supply Co., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
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United Roofing & Mfg. Co., Philadelphia, Pa
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Jas. Chesterman & Co., Ltd., Sheffield, England

Saws
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Disston, Henry, & Sons, Philadelphia
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Simonds Mfg Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton
Frothingham & Workman, Montreal.

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal
Steel Co. of Canada, Limited, Hamilton

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinisch Sons Co., Newark, N.J
Henry T. Seymour Shear Co., New York
J. Wiss & Sons Co., Newark N.J.

Shelf Boxes
Cameron & Campbell, Toronto

Shovels and Spades
Frothingham & Workman, Montreal.
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Spear & Jackson, Sheffield, England

Sieves and Screens
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B. Greening Wire Co., Ltd., Hamilton

Silverware
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
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Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Springs
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Henderson & Richardson, Montreal

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal
Henderson & Richardson, Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg

Stencils
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders
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Tapes
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Trucks
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Ventilators
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Washers
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Frothingham & Workman, Ltd Montreal
Howland, H. S., Sons & Co., Toronto.
Lewis Bros & Co Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co. Hamilton
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

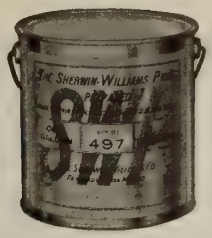
Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton
Wire Goods Co. of Canada, Montreal

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
B. Greening Wire Co., Hamilton
Henderson & Richardson, Montreal
Jas. Steele Limited, Guelph, Ont

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines



Selling paint to the farmer

FORTUNATE is the paint dealer who has a good trade among the farmers. They are the largest individual users of paint for houses, barns, outbuildings, wagons, carriages, implements, tools, windmills, fences, tanks, etc. The constantly increasing cost of lumber is making the farmer give more attention to the protection and preservation of his property by keeping it more carefully painted. The dealer in the small town should feature paints and varnishes for farm use in his store windows and newspaper advertising.

SHERWIN-WILLIAMS PAINTS & VARNISHES

include every kind of finish needed by the farmer. The quality and durability of each is of the highest standard. The farmer is just as appreciative of quality as any one, and S-W Quality gives him service that makes him ask for it again. We are running a strong advertising campaign in all the leading Canadian farm and home journals, from Newfoundland to British Columbia, telling the farmer what S-W Quality stands for in paint and varnish. Next spring is going to be a profitable one for the S-W small town Agents. Write for particulars and secure the Agency now.

THE SHERWIN-WILLIAMS CO. 1230
of Canada, Limited

PAINT, VARNISH & COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion.
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

AGENTS WANTED

CAPABLE AGENT WANTED BY LEADING Solingen cutlery manufacturer. Applications wth references and particulars concerning connection, experience, etc., to K. K. F., 224, Hardware and Metal, Toronto. (4)

ARTICLES FOR SALE

EIGHT-FOOT CORNICE BRAKE FOR SALE in good working order. Low price for quick move. Photo sent, if interested. Duncan Munn, Ripley. (6)

BUSINESS CHANCES

HARDWARE, STOVE AND TINWARE business; stock $3,600; turnover $12,000; good stand; Western Ontario; must sell at once; good reason. Box 625 Hardware and Metal, Toronto. (7)

FIRST-CLASS HARDWARE, STOVE, TIN, granite and general jobbing business. Established 30 years; doing splendid business; stock reduced to $5,000; $2,500 will handle; yearly turnover $20,000. Fine store, the best stand in the place, fine farming country. This business will stand the closest inspection. At rate on the dollar. Wish to retire. D Ferguson, Teeswater, Ont. (2tf)

FOR SALE—HARDWARE, STOVE AND tinware business. Established twenty-two years; doing a cash business last year of forty-five thousand; stock will run about eight to ten thousand. This is a money maker to a good, live man. Good reasons for selling; splendid farming community. If interested, would like to show you this business. Splendid store, can be rented or bought. O. B. Henry & Co., Drayton, Ont. (1tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

COMMISSION LINE WANTED

HARDWARE LINES WANTED ON COMmission basis covering Canada. Box 626 Hardware and Metal, Toronto. (7)

SITUATIONS VACANT

EXPERIENCED SPECIALTY SALESMAN wanted; advertising experience desirable. This is a good position and offers splendid opportunity for advancement. State fully age, experience and salary expected. MacLean Publishing Co., Ltd., 143 University Avenue, Toronto. (tf)

MANAGER OF WESTERN ONTARIO retail hardware store, 26 years of age, with 10 years' experience, desires position by February 10: in charge of retail business or on road. Apply Box 627 Hardware and Metal, Toronto. (4)

TRAVELER WANTED—MUST BE EXPERIenced. Write fully, stating experience and territory covered. Good territory open with an excellent opportunity for right man. Miller-Morse Hardeware Co., Winnipeg, Man. (5)

WANTED—A TRAVELER TO REPRESENT a line of stoves and furnaces in Western Ontario. Apply Box 624 Hardware and Metal, Toronto. (4)

WANTED—TINSMITH, ONE WHO HAS had some experience in a store. Apply stating experience and salary expected to John Dufty, Broadview, Sask. (5)

SITUATIONS VACANT

WANTED — EXPERIENCED HARDWARE clerk, must be able to keep books and have good recommendations. Apply stating salary wanted to J. A. Acton, 791 Bank Street, Ottawa. (6)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

SITUATIONS WANTED

SCOTSMAN, AGED 26, WHO IS JUNIOR partner in large London hardware store, is desirous of obtaining post with sound Canadian house, wholesale or retail, with a view to partnership or opening branch business. Rankin, 200 High Road, Wood Green, London, England. (4)

WANTED

SIDE LINES WANTED—TRAVELER CALling on hardware trade in Ontario wants two or three good side lines. State commission and full particulars. Apply to Box 621, Hardware and Metal, Toronto. (4)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms —real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS — ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

MISCELLANEOUS

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THE year, we offer unusually good bargains in second-hand typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.

The World's largest manufacturers of Pure Lamp Blacks

stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!

A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.

Wilckes Martin Wilckes Company

NEW YORK, N.Y. - U. S. A.

We Have Confidence

in our goods. We know exactly what goes into our varnish and we know why it is good. We know that our business is increasing and we know that this is because the public and the hardware men recognize a good thing when they see one.

Are you handling DOUGALL VARNISH? If not, you have not the best to offer your customers.

There is no better varnish than Dougall Varnish; and if you handle it, it will pay you well.

Let us send you particulars---A post card will bring them.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL CANADA

Associated with Murphy Varnish Co., U.S.A.

The Fire in Our Montreal Warehouse

will not inconvenience us in any way. The burned building was only an overflow warehouse, used principally at the close of Montreal Navigation to take care of extra stock. We can make immediate shipments as usual of

PLATE, LEADED and WINDOW

GLASS

of every description

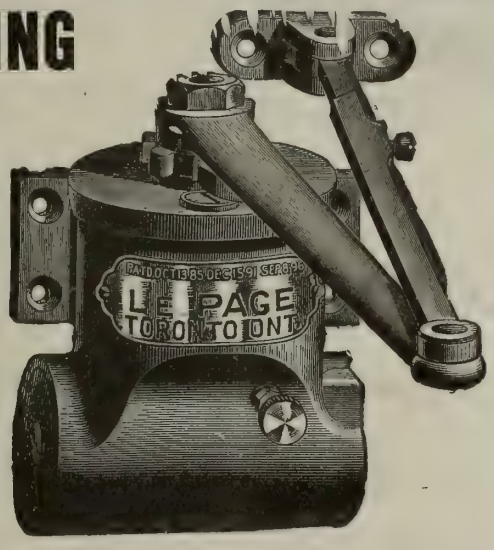
WE GUARANTEE ABSOLUTE SATISFACTION TO ALL DEALERS.

TRY OUR MAIL ORDER SERVICE. ORDER FROM YOUR NEAREST WAREHOUSE

The HOBBS MANUFACTURING CO., Ltd

Factories and Offices: LONDON TORONTO MONTREAL WINNIPEG

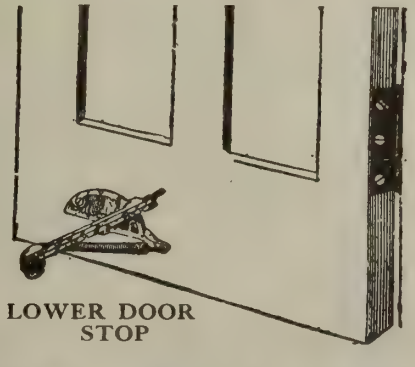
The "LE PAGE" Patent OIL DOOR CHECK and SPRING



Dealers, Attention!

This is the only door check made without packing and with oil in its working parts. It is in constant use in the Toronto Public Schools, Eaton's, Simpson's and many other large buildings and has been endorsed by these as a strictly up-to-date and durable device.

Write us at once for circulars and proposition, it will pay you.



LOWER DOOR STOP

WM. KEATING

266 MACDONALD AVE. TORONTO

INTERNATIONAL

OF INTERNATIONAL REPUTATION

You take no chances when you handle the full line of

International Products

They have made good the world over, and will surely enhance your reputation, and increase your profit.

Here are some of our leading lines which it will pay you to feature.

Elastica Floor Finish

Kleartone Acid and Oil Stains

Lacqueret

Flattine Finishes

Satinette White Enamel

All International Products sold only in cans containing full imperial measure.

INTERNATIONAL VARNISH CO. LIMITED

Toronto - Winnipeg

Canadian Factory of Standard Varnish Works

New York, Chicago, London, Berlin, Brussels, Melbourne

Largest in the world and first to establish definite standards of quality.

I 93

VARNISHES

Glidden

Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

Why should you deal with Glidden?

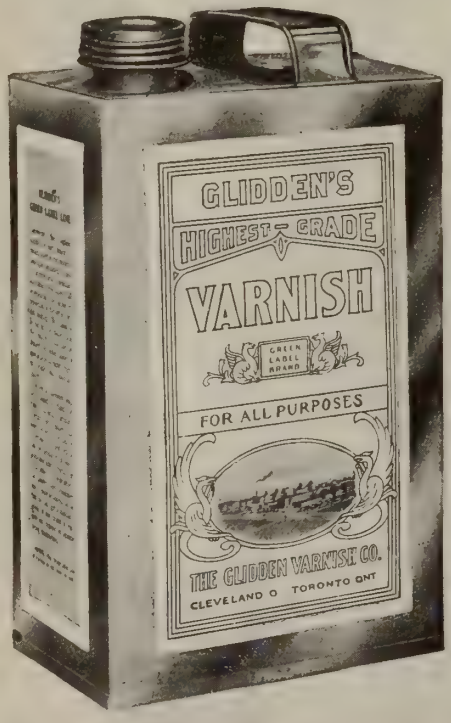
There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months'—five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?

We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.



We are giving this challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohio TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

THE GLIDDEN VARNISH COMPANY,
Toronto, Ont.

Gentlemen:

Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....

REPUTATIONS

Are built of things already accomplished

Not Mere Statements

It is all very well for a Manufacturer to endeavor to sell his goods, but he must deal with a Dealer that knows his business better than anyone else, and who is not likely to stake his reputation on another's "Say-so."

We don't expect any Dealer, particularly "A live wire," to take hold of our line unless we can show him plainly and conclusively that its sterling quality will pay him handsomely, and *keep on* paying him for years to come. When we first put

100% PURE

"The paint the people want"

on the market, some years ago, we did so without muck-raking our competitors—nor did we employ legerdemain methods—or make claims which the material in the can would not substantiate. Knowing the quality was unquestionably the best, we were perfectly willing to allow it to assert its

SUPREMACY

without courting Black art, and this it has done through all these years of unusual business success.

The making of paint when dismantled of its cloak of mystery—of the supposed magic hand that has created fortunes for some, is in reality mankind's ingenuity, developed along accurately gauged lines, gleaned from the school of actual experience, and it is just this knowledge of ours, acquired from 35 years of paint-making, that gives to the trade *satisfaction* justifying continued patronage.

While superior merit alone will sell paint after a fashion, still superior merit plus the most productive help in the way of honest, vigorous, convincing advertising will accomplish wonders. As we cannot possibly improve the honest quality of

100% PURE

"Cultivates the painter's interest"

we have been constantly hustling, thinking, working out ideas to help the trade and the way our sales have jumped ahead is substantial evidence that we have assisted our Dealers in boosting their business.

After all, business success means—Satisfied patrons. The superior quality of Martin-Senour Paint 100% Pure accumulates sales and every sale widens the way for more to follow. Lost opportunities are full of regrets, so wear that contented look by writing for our proposition *now*—while you think of it.

THE MARTIN-SENOUR COMPANY, LIMITED

Pioneers of Pure Paint

Montreal - Chicago - Winnipeg

Do You Want to Buy Something That You do Not Know Where to Get ?

EVERY week Hardware and Metal receives letters from subscribers stating that they are in the market for certain goods, but that they do not know where they can be procured.

They ask us if we can tell them from what source they can procure the wanted articles. This is a service we render cheerfully.

When you become a subscriber to Hardware and Metal this service is part of what you buy.

We have facilities for procuring information about new goods, novelty lines, articles not usually sold in hardware stores but occasionally asked for, etc., and these facilities are at the service of our readers.

We are glad to get these requests for information and no service could be more cheerfully rendered

HARDWARE and METAL

Montreal Toronto Winnipeg

Sterling Prepared Paints

Sterling in Name, Sterling in Quality

With this high grade paint in your stock you have a guarantee of satisfied customers and a good profit for yourself.

Write for particulars TO-DAY.

Canadian Oil Companies, Limited

TORONTO

Halifax St. John Montreal Quebec Winnipeg Calgary Edmonton
London Hamilton Ottawa

We Spent $100,000.00 on New Plant

Because the greatly increased demand for **CHURCH'S ALABASTINE** made it necessary. The demand came because

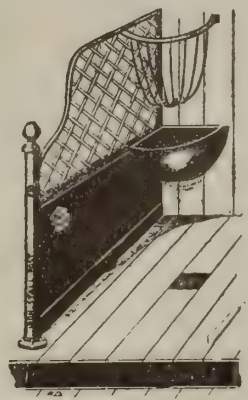
ALABASTINE

is so greatly superior to kalsomine. Kalsomine decays on walls and ceilings; in time it rubs and scales off; and then it's such a nasty muss to wash and scrape the room when it has to be done over again.

ALABASTINE is a pure and sanitary wall-coating that will not rub off, and is ready for use in cold water. We have the equipment for filling all orders promptly. These are some of the reasons why we advise you to feature Alabastine—and to order NOW direct or through your Jobber.

The Alabastine Co., Limited, - Paris, Ontario

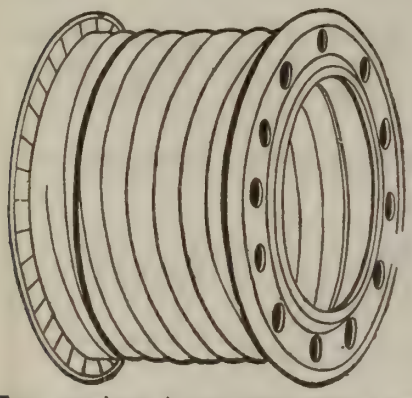
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers.

SUPERIORITY!

We have spared no expense in the manufacture of NEW ERA PAINT, which has resulted in a paint that will outlast, cover more surface, hold its color better, stand more extremes of the weather and give a more brilliant finish than any high-priced paint you can buy.

NEW ERA PAINT

NEW ERA is a paint made especially to meet the requirements of the most critical user, and is sold at a price that is within estimates of every painter.

Write to-day for this guaranteed paint—it will pay you

Standard Paint & Varnish Co., Limited
WINDSOR ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT
FOR SALE BY DEALERS EVERYWHERE

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

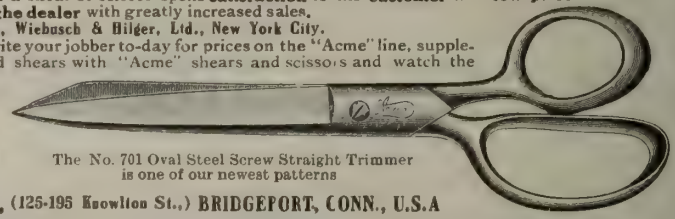
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns

THE ACME SHEAR CO., (125-195 Knowlton St.,) **BRIDGEPORT, CONN., U.S.A**

MAN WANTED

We want a man in the Maritime Provinces to look after the advertising for all the

MacLean Newspapers

This offers an exceptional opportunity to a young man of energy and initiative.

Apply, stating full particulars,

The MacLean Publishing Company, Limited, Montreal

Easy to grind as a watch to wind

PEERLESS FREEZER

Peerless Freezer
Sold Everywhere
Universally Successful

Favorite with Women. Freezing in Three Minutes. Advertising Claims Proven in the Use.

Dana
Food Chopper

Dana Mop Wringer takes a woman off her knees

THE DANA MFG. CO., CINCINNATI, O.

Quality Did It.

Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co. in Canada.

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
"Kearney & Foot"
"J. B. Smith"

All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result Nicholson-Made Files are the fastest cutting tools of their kind in the world.

Your Jobber can Supply you.

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE - ONT.

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the

Highest Standard Lampblacks

for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Sell "Safe-Lock"

the strongest fence made.

Before you order any more fencing, just note the "Safe-Lock"—it cannot slip.

Strand wires in the "SAFE-LOCK" Fence do not have to lose strength by being kinked—the lock holds without it.

This feature is a great selling point—it means greater strength, greater durability, greater value for your customer's money.

The man who has the "Safe-Lock" Agency in you locality will just naturally get the bulk of the trade.

You be the man—write us for Catalog and Prices
Write us to-day.

The Owen Sound Wire Fence Co., Limited

Owen Sound, - - Ontario

Western Agents

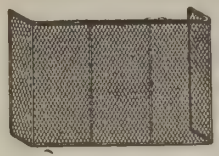
Brandon Safe-Lock Fence Co.

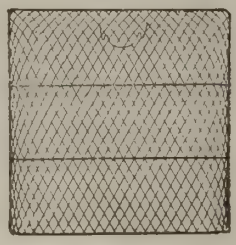
Brandon, - - Man.

We are Headquarters for
SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying a stock of our standard sizes of
Spark Proof Fire Guards.

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering





Send for illustrated price list

CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

The Chicago Heat Regulator

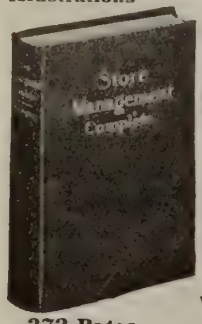
Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



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ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to Retail Advertising Complete
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—The Store Policy—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

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Tallman Brass & Metal Co.
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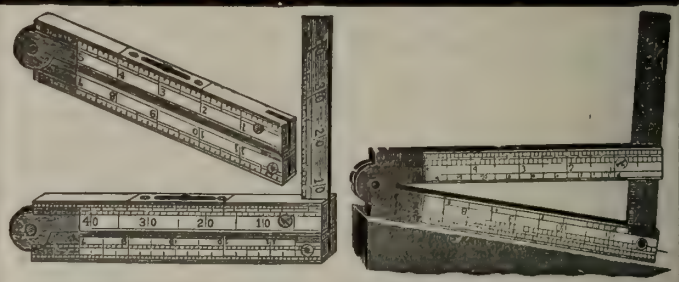

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Level, Square and Slope Level, etc., etc.
A Fine Tool.

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PINE MEADOW, CONN., U.S.A.

Turpentine Producers' Agency

TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.
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Office: Main 4391
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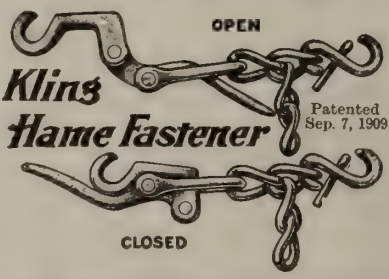
No Horse Can Break the



Makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 172 King St., West, Toronto, Ont.
Canadian Distributing Agents

MR. DEALER :

Buy Pliers that sell. UTICA are the highest grade Pliers made, and are in great demand throughout the Country. They do not lie on your shelves, but bring you business. Try them.

Every tool stamped "Utica" is guaranteed to give entire satisfaction or money back.

UTICA DROP FORGE & TOOL CO.
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SOLE CANADIAN AGENTS
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GLASS CUTTERS

Our **RED DEVIL** 024 Glass Cutter is used by the largest Glass Manufacturers in Canada. Guaranteed to cut 1000 feet of glass, either plate or sheet.
"A tool needed by every glazier." Our guarantee is behind every tool stamped "Red Devil."

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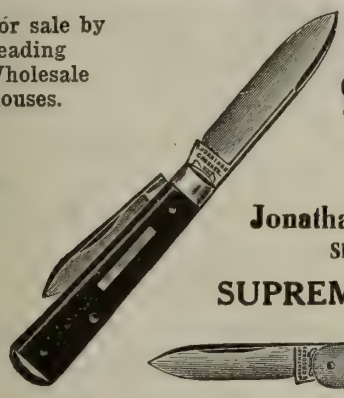
Smith Hardware Co., Limited
240 LEMOINE STREET, MONTREAL

For sale by Leading Wholesale Houses.



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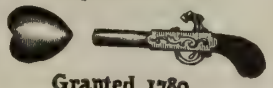
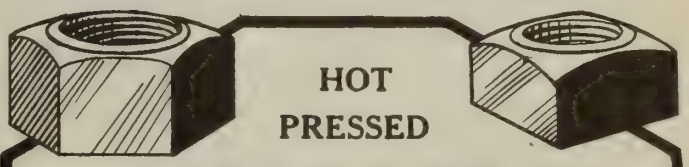


Granted 1780.

Jonathan Crookes & Son
Sheffield, England
SUPREME CUTLERY



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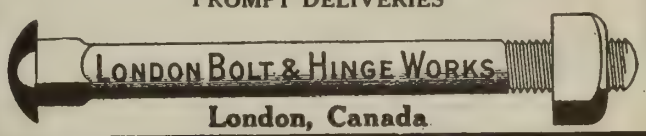
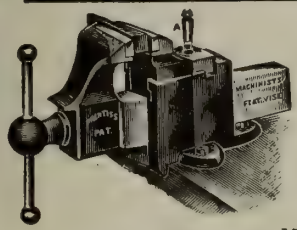
NUTS OF QUALITY
SQUARE AND HEXAGON
We make a specialty of sizes for ⅜ in. to 1½ in. bolts
PROMPT DELIVERIES



London, Canada

Do Not Be Misled by Inferior Imitations.



There is but one
PRENTISS VISE
Made by
Prentiss Vise Company
Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK
Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain; Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

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Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS
SHEFFIELD, ENG. LIMITED

Avoid imitations of our
CUTLERY

REGISTERED TRADE MARK

GRANTED 1682.

By seeing that this exact mark is on each blade.

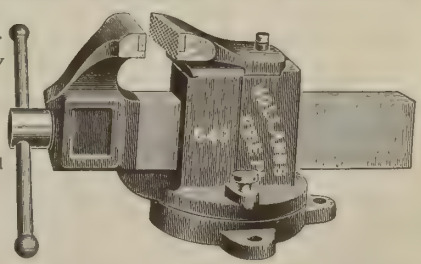
SOLE AGENTS FOR CANADA
James Hutton & Company
MONTREAL

HOLLANDS VISES

have been used exclusively for a quarter of a century by many leading industrial and railway shops in Canada and U.S.A

Each style is adapted perfectly to its particular work.

Catalog Sent on Request.



Filers' Vise with Swivel Base and Jaw

Hollands Mfg. Co. - - Erie, Pa.

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
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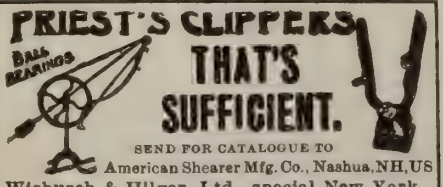
CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



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American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

EMERY WHEELS.

Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

ICE SCRAPERS.

No rink is complete without a J & R Rink Ice Scraper, just scrapes up the Ice, no brooms required, write

JAMES & REID
PERTH - ONTARIO

for circular and prices.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

HARDWARE SPECIALTIES.

If you want the best Asbestos Fire-proof Stove Pipe Thimble, the best Sprayer—hand or automatic, Stove, Drum, Lantern, Ash-Sifter, Sifter Shovel, Kitchen Goods of all kinds and Poultry Supplies, write us. Quality is our aim.

THE COLLINS MFG. CO. - TORONTO

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

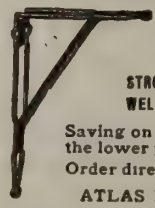
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

If you want to buy or sell any store equipment article, to buy or sell a business, engage as clerk or manager, etc.,

TRY A

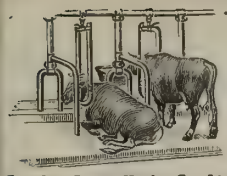
Condensed Ad.

IN

Hardware and Metal

For two cents a word you can talk across the continent.

STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS

ARMSTRONG UNIVERSAL RATCHET

Two inches of motion at end of handle, in **any direction,** will drive the drill

Armstrong Bros. Tool Co.
106 N. Francisco Ave., Chicago, U. S. A

Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited
Ayr, Ont. Winnipeg, Man.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

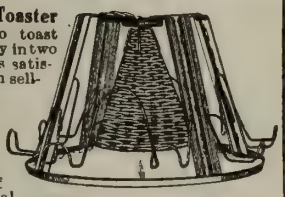
James Steele, Limited, Guelph

TOASTERS.

Jim's Wire Cone Toaster enables the user to toast five slices beautifully in two minutes and always satisfies. It is a certain seller--write for prices.

HARKINS & WILLIS
ANN ARBOR, MICH.

Henderson & Richardson, Sole Canadian Agents, Bd. of Trade Bldg., Montreal



METAL POLISH

DIAMOND CLEANSER

MAKES EVERYTHING GLITTER

Discount to jobbers. ½ and 1 pint sizes.
Requires no shaking. Will not discolor.

JOHN C. WILSON COMPANY
354 Wellington St., OTTAWA

MALLEABLE IRON CASTINGS.

Malleable Iron Castings

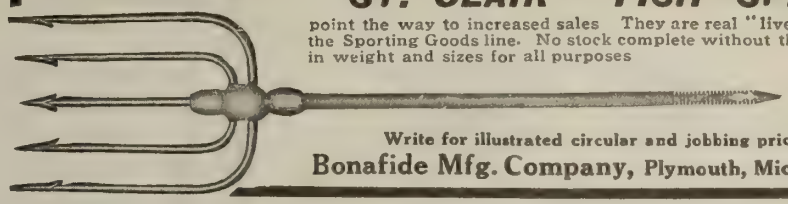
for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

***ORIGINAL* "ST. CLAIR" FISH SPEARS**



point the way to increased sales They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

No. 27

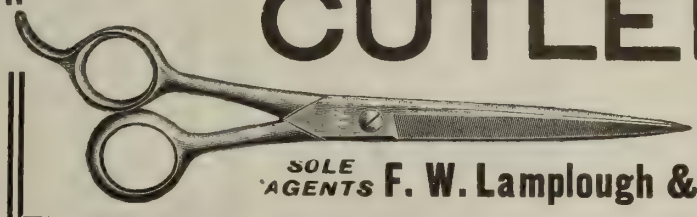
Write for illustrated circular and jobbing prices.

Bonafide Mfg. Company, Plymouth, Mich., U.S.A.

J. A. HENCKELS

TWINWORKS

CUTLERY



Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc

SOLE AGENTS **F. W. Lamplough & Co.,** 9 DeBresoles St. MONTREAL

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

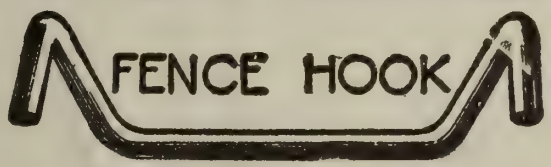
GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SEYMOUR SHEARS

The Standard for nearly a century

"QUALITY UNQUESTIONED"

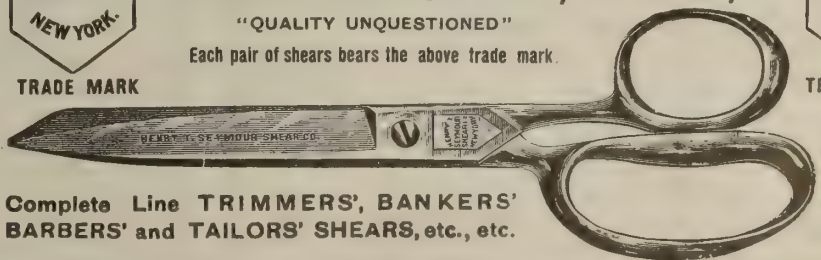
Each pair of shears bears the above trade mark

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK.

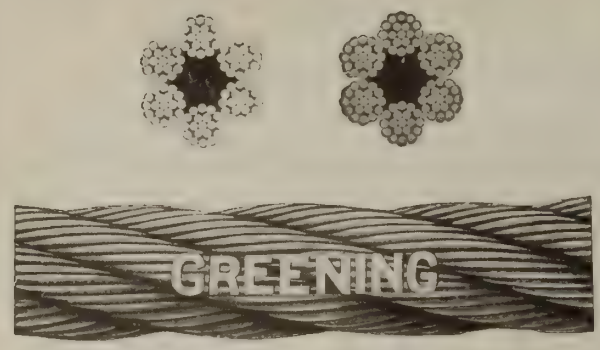
TRADE MARK



Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents



Wire Rope

We manufacture different rope for different purposes.

Swedish Charcoal

Crucible Cast Steel

Mild Plow Steel

Best Plow

Acme Brand

Galvanized Siemens-Martin

Galvanized Strand

State kind of rope required or purpose to be used for.

Write for Catalogue

The B. Greening Wire Co.,
LIMITED

Hamilton, Ont. **Montreal, Que.**

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon
327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

Here's Where We Excel

No. 20 'Richards Trolley Barn Door Hangers

For thirty years we have been making door hangers, and aim to make just what your trade wants.

We offer the largest line in the world.

When you buy **Richards Trolley Door Hangers** you give your customers full value—our experience included.

MEMORIZE THIS:

"A Hanger for any Door that Slides."

Our Catalogs prove it. Shall we send them?

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Door Hangers and Hardware Specialties

YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co, Limited

AYLMER, :: ONTARIO

COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

STANLEY METALLIC PLUMBS AND LEVELS are so designed as to remain true under all ordinary conditions.

The metal cases in which both the Plumb and Level Glasses are set, are machined to fit accurately the machined surface of the supports which are cast in the frame of the Level.

THE CASES are held firmly on the supports by means of the cone centers which engage each end of the case. The center lines of the cases and cones are eccentric. With this arrangement the Levels can be readily adjusted or new glasses inserted.

Only the very best of materials and highest grade of skilled labor obtainable enter into their construction, and they carry with them the guarantee of a Company which has been manufacturing high-grade Carpenters' and Mechanics' Tools for over half a century.

SEND FOR CATALOGUE

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

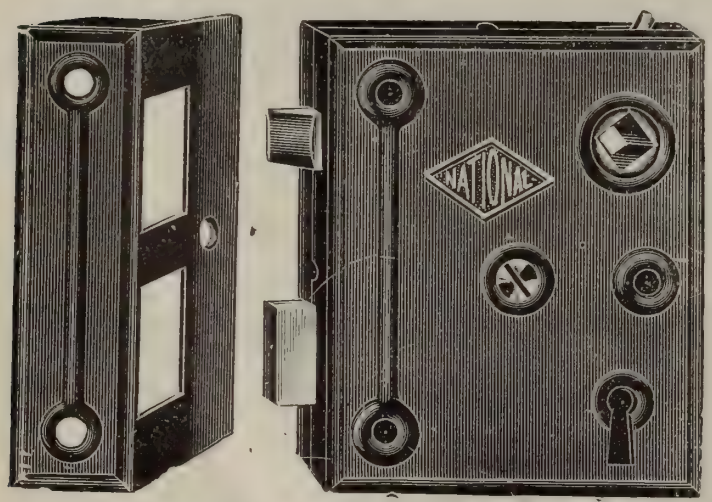
PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

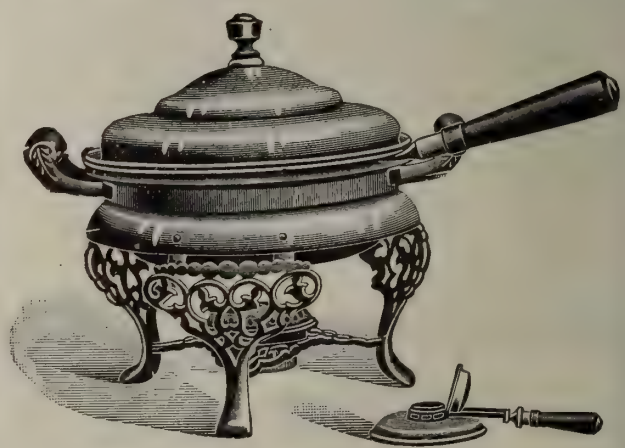
THE "NATIONAL"
Steel Rim Lock
is Built for Service



The up-to-date builder demands the BEST LOCK. The "National" Brand is the **strongest, safest** and most **durable** rim lock made the **highest quality of steel** being used in its manufacture.
WRITE FOR PRICES
National Hardware Co., Limited
ORILLIA, ONTARIO, CANADA

Choice Chafing Dishes

THAT SELL WELL and YIELD GOOD PROFITS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp wi h each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Get Catalogue and Prices

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto

"ONE MINUTE"

Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line.

ONE MINUTE WASHER CO., - TORONTO

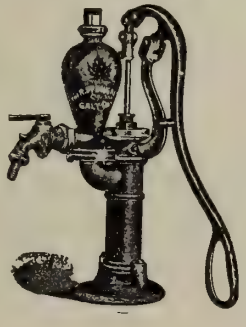
MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta

CANADA STOVE & FURNITURE CO., Montreal

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

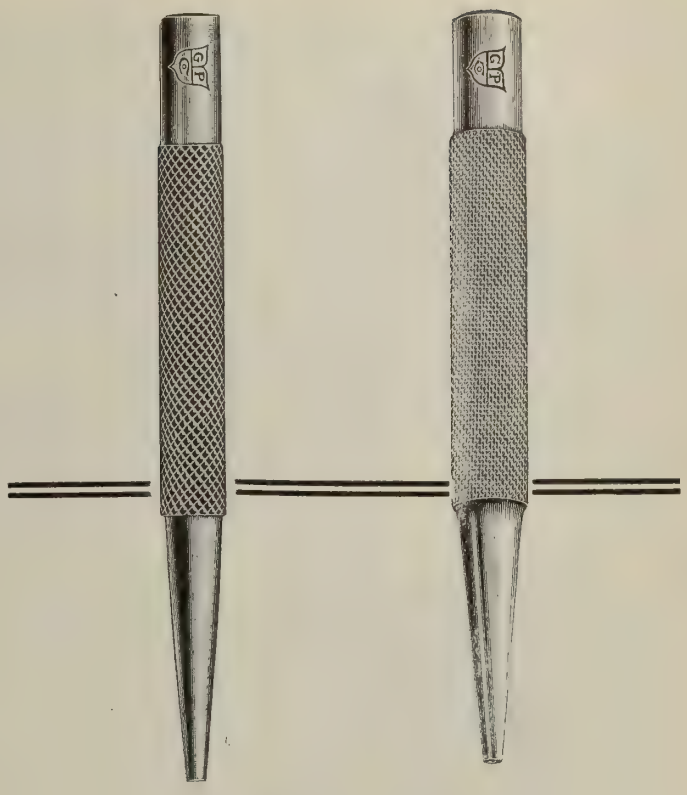


"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited

GALT, CANADA



Nail Sets

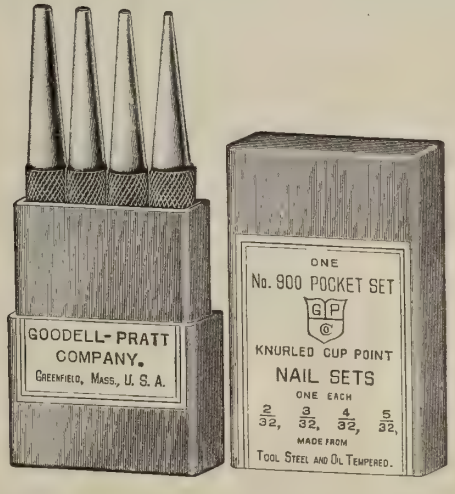
If you want good, dependable Nail Sets insist on our brands **990** and **999**. They are made to stand up under severe usage.

No. 990 is 5/16 inch and No. 999, 3/8 inch in diameter.

Our **POCKET SETS No. 900** are practical and popular. They are handy for the carpenter and frequently sell four Nail Sets when otherwise you would sell but one.

GOODELL-PRATT COMPANY

Toolsmiths GREENFIELD MASS., U.S.A.

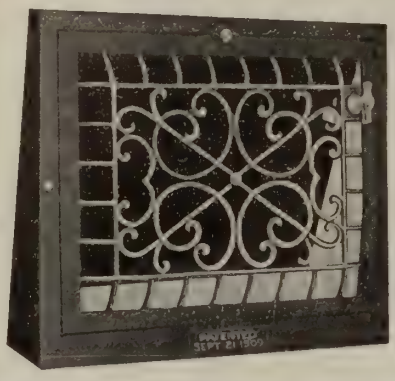


Princess

One of our many lines of collapsible Go-carts.
Serviceable winter or summer, city or country.
Self-adjusting. Fitted with runners.

WRITE FOR PARTICULARS

GODERICH WHEEL RIGS, LIMITED, GODERICH, ONT.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

Why Not Increase YOUR PROFITS By Selling Cement?

ROGERS'
Portland Cement

possesses qualities that are sure to produce a rapid increase in your trade, and allows an attractive profit on every sale.

This is a standardized Portland Cement of great strength. Its evenness of set and uniformity of action is, we believe, far beyond comparison with other brands.

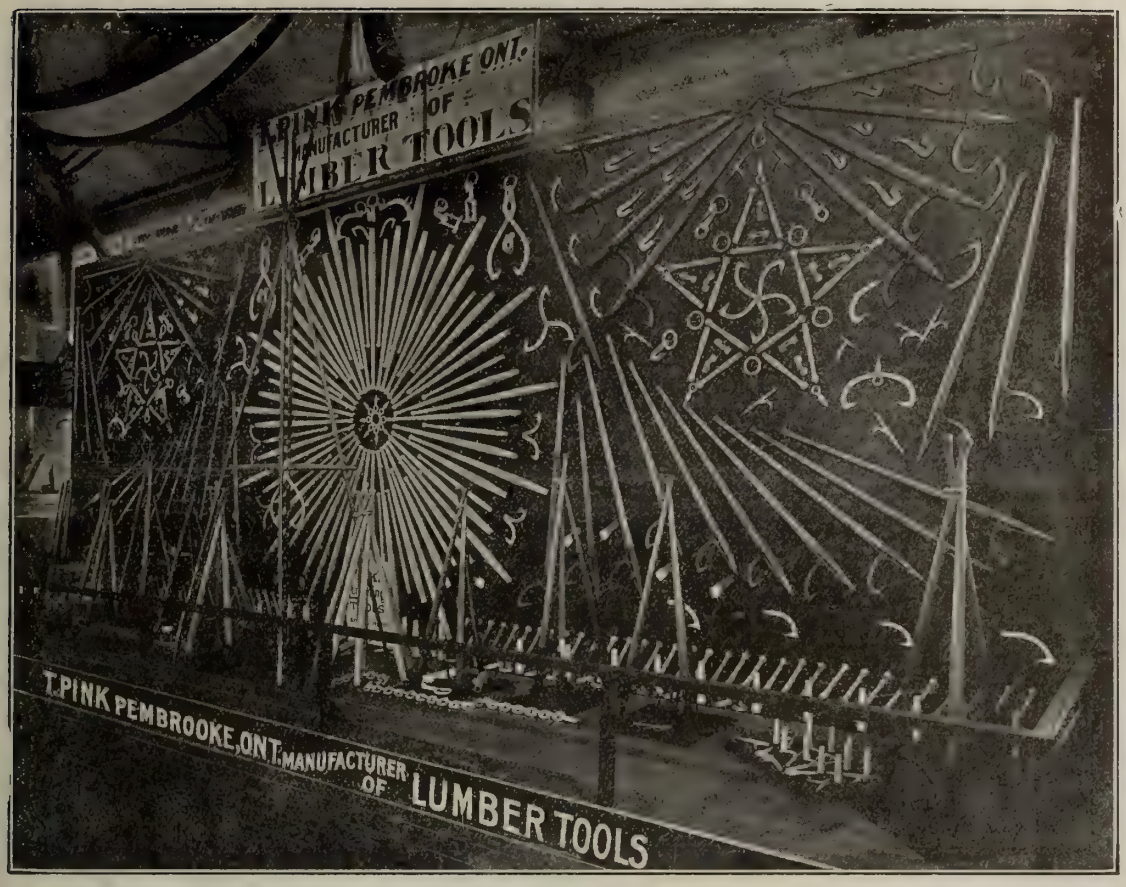
ROGERS' SERVICE IS QUICK, DEPENDABLE AND EFFICIENT.

We have a proposition that the dealer should not overlook. Write us now.

ALFRED ROGERS LIMITED

28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

"Diamond" High Speed Drills

WILL produce quality results and at the same time materially reduce your drilling costs.

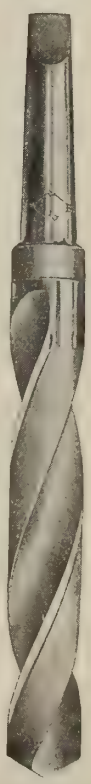
After experimenting with various high speed steels for years, results prove conclusively that the steel we use is superior to all others.

Hardened and tempered by men of experience, "Diamond" High Speed Drills retain the exquisite amount of toughness which reduces breakage to a minimum.

As every operation receives the careful attention of skilled mechanics, not alone quality but absolute accuracy is guaranteed.

Send for our Catalog 74A and learn more about them.

Jobbers in all large cities will supply or write us.



The Whitman & Barnes Mfg. Co.

Trade W B Mark

Established 1854 **St. Catharines, Ont.**

Stocks Carried at Winnipeg and Montreal

Trade W&B Mark

EVERY SPORTSMAN WANTS ONE

WRITE TO-DAY

This 14-Candle Power Lamp projects a bright white light 150 feet on the darkest night and fills every lighting requirement for the Camper, Hunter, Angler and Trapper. The

BALDWIN CAMP LAMP

EVERY LAMP GUARANTEED

weighs only 6 ounces—ready for use—4 inches high. Can be worn on cap or belt, leaving both hands free with rod, gun or knife.

OUR SEVEN MONTHS' ADVERTISING CAMPAIGN

from April to September inclusive for the past two years has put the Baldwin Camp Lamp before more than SIX MILLION READERS of the country's sixteen leading Sporting Goods Magazines.

WRITE FOR OUR 1912 SPECIAL SELLING PROPOSITION

Every Sporting Goods and Hardware Dealer should know all about this Easy Selling Staple. Over 200,000 sold last year. What part of this profit did you get?

JOHN SIMMONS CO., 25 FRANKLIN STREET, B-32 BOARD OF TRADE BLDG., - - NEW YORK CITY MONTREAL, CANADA

BUTTERMAKERS DEMAND

THE "FAVORITE" CHURN

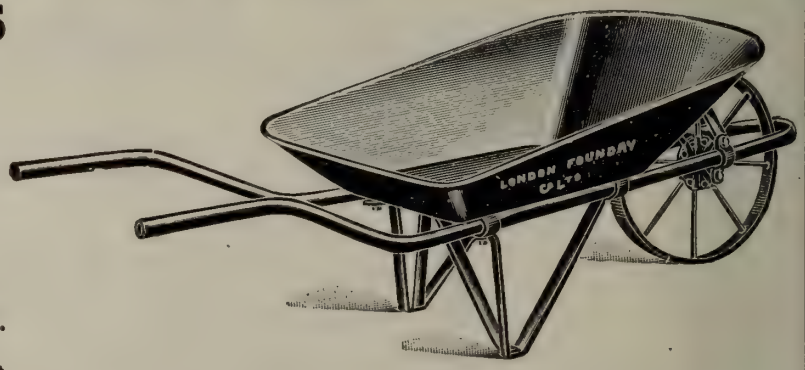
because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.

David Maxwell & Sons, St. Mary's, Ont.

WHEEL BARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.



Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

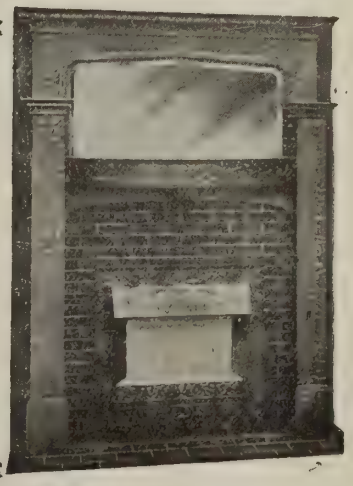
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



BUSHLIN PATENT

Knocked Down Rakes

ALLOW GOOD PROFITS

Buy your hay rakes knocked down. It is the most economical way.

In this form they occupy much less room, enabling you to carry a fairly large stock, which would otherwise be impossible.

These rakes are easy to set up, and are sold under a written guarantee.

Their finish and design are certain to attract farmers.

Made in both wood and wire bow.

Get our prices and particulars at once.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Brockville, Ont., Jan. 23rd, 1910
Messrs. J. W. Harris Mfg. Co., Ltd,
129 Sanguinet St , Montreal
Dear Sirs :

Enclosed you will find my cheque to cover account of the last of the many of your 'J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

INCREASING WEALTH IN CANADA FAVORS THE SALE OF HIGH GRADE RIFLES

Don't be afraid to show the Ross "High Velocity" which retails at $75.00.

You may not appreciate the fact that there are a great many people in Canada who want the best and who are willing to pay for it.

The Ross "High Velocity" is the aristocrat of Sporting Rifles and is in the lead for power, mechanical perfection and style.

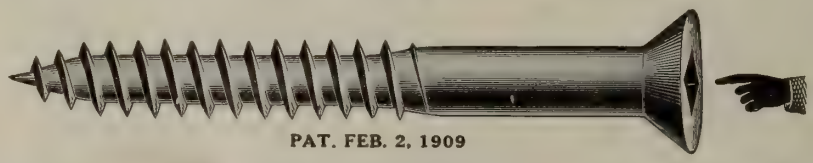
Discounts on application.

Ross Rifle Company **Quebec, Que.**

ROBERTSON SOCKET HEAD WOOD SCREWS

The hardwareman who is wide awake can make excellent profits by boosting this new wood screw.

The square hole, into which a specially made screw driver fits, has become extremely popular with every user. With this the wood-worker can do the work in less time and without danger of destroying the wood, as the screw driver cannot slip.



PAT. FEB. 2, 1909

We are also manufacturers of Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc.

Write for catalog and prices

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.

2 & 3-ply
Ready Roofing
"Black Diamond"
Tarred Felt
"Joliette" & "Cyclone"
Sheathing

Before you place your order for roofing and building papers get our prices.

We have the facilities for turning out the highest grade weather-resisting products at a reasonable cost—products that can be easily laid by any ordinary workman ---products that will give a service that cannot be excelled.

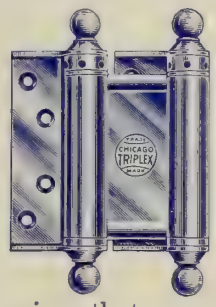
We manufacture all kinds of wrapping paper.

Alex. McArthur & Co.,
Limited,
82 McGill Street,
Montreal
Western Agent:
F. J. Cox,
Winnipeg

TRADE CHICAGO MARK

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

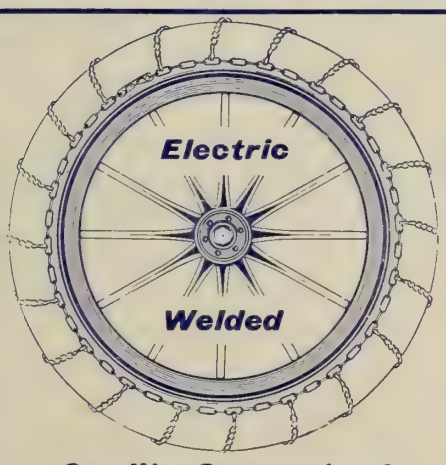
Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO NEW YORK

McKinnon Electric-Welded Anti-Skidding Chain

are sold throughout Canada by all the leading jobbers of Automobile Supplies.



Quality Guaranteed

McKinnon Attachments for Anti-Skidding Chain

are cross chain, hooks, snaps, etc.

MADE BY

McKINNON CHAIN CO.

Buffalo. St. Catharines.

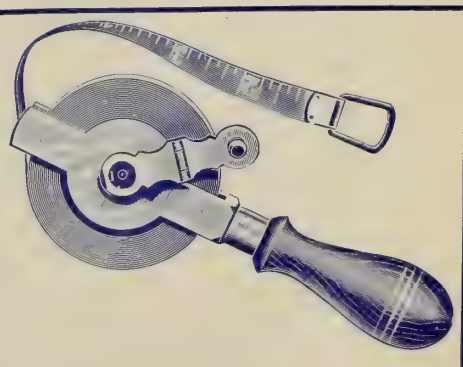
MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear this Trade-Mark LUFKIN

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.



FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS

"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE CUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

When "CANADA" Cement is Specified

the builder is assured of uniform strength, fineness, color and setting qualities. Rigid tests, under the supervision of our general superintendent and general chemist, maintain this high standard of quality.

Each barrel is guaranteed to weigh full 350 pounds (gross) the maximum cement barrel weight.

Mills in all parts of Canada enable us to make prompt delivery.

Being in competition with, and controlled by the market for such materials as steel, wood, clay products and natural stone, the price of cement is governed by conditions. At present these permit of a high grade material at a very reasonable price.

Specify "Canada" Cement for buildings, bridges and concrete blocks, and be sure of satisfaction.

CANADA CEMENT COMPANY, LTD.

MONTREAL TORONTO WINNIPEG CALGARY

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada. No. 5.

February 3, 1912

Tobin HIGH SPEED BITS

Do The Work In Half The Time And With Half The Labor

Every hardwareman knows our reputation as **gunmakers.** We now offer you a proposition in **"Bits"** that is just as worthy of your consideration about guns. For this new Bit---the Tobin High Speed---is "different."

Double Thread Double Point, Equals Double Speed

Clearance for Chip

It's self-feeding—needs no force to get it through the wood, as does the common type of bit, with its single screw point.

The Tobin High Speed Bit has a **double** screw point, also a double thread—and a clearance so great as to amply provide for its fast cutting ability.

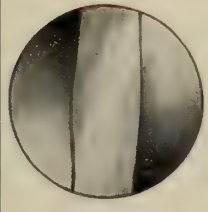


Fig. 1
Cross Section View of Ordinary Bit

Fig. 2
Cross Section View of Tobin Bit

Relative penetration of different types of Bit. Taken from actual photograph after sixty turns of each

Learn More About This Bit

To know the Tobin High Speed Bit, is to speedily realize that it's worth featuring.

No hardwareman can fail to recognize its superiority.

We are offering it, as we do our guns, on the "money-back-if-not-satisfied" plan.

The public is invited to **try** it on this understanding. **You** are invited to stock and sell it with our absolute backing.

Write us for particulars to-day.

Not only More Work---But also Better Work

With the "Tobin" there's never any jumping or clogging. It doesn't gouge—it cuts.

The toughest wood never stumps it.

Goes through the hardest grain as if the way was greased.

Cuts clean as a whistle and true as a die.

Works faster in end-grain than cross-grain.

A new and improved idea in auger-making.

The exclusive features that cause it to do **more** work, also cause it to do **better** work.

The Tobin Arms Manufacturing Company, Limited, Woodstock, Ontario

TRADE Gillette MARK

KNOWN THE WORLD OVER

Keeping Them Satisfied

NO doubt you have noticed this peculiar "kink" in human nature—that the average man is much better pleased with a purchase if he knows that thousands of others are buying and using the same article.

That is one reason why **GILLETTE Safety Razor purchasers remain GILLETTE enthusiasts.** They see big, forceful GILLETTE advertisements in all the best newspapers and magazines, and they naturally conclude that **thousands of GILLETTES** must be sold every month to make such advertising possible.

But if a man seldom or never sees an advertisement for the razor you sold him, he is very likely to conclude that it is a "dead one"—and it seems to him that it pulls harder than ever.

So you see the GILLETTE advertising is planned to serve a **double purpose.** It induces men to come to you to buy—and it **clinches their satisfaction** with the purchase. Incidentally, it brings them in again for more blades, and sends them abroad to **preach the GILLETTE'S superiority.**

As our 1912 advertising appropriation will certainly not be curtailed, you can count on keeping Gillette purchasers satisfied, and on **SELLING to their friends.**

It is with a good deal of pleasure that we are looking forward to meeting the Ontario hardware dealers and their friends again at the Guelph Convention. We always get good ideas from you who meet the shaver face to face – we try to give you some others in exchange – and we certainly do have a good time.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: 63 St. Alexander Street, Montreal

Offices and Factories in Montreal, Boston, New York, Chicago, London, Eng., Leicester, Berlin, Paris, Hamburg and Shanghai, China.

BUILDERS' HARDWARE

MAY & PADMORE LIMITED

BIRMINGHAM - - ENGLAND

STORE DOOR SETS

UNLIMITED RANGE OF DESIGNS

D 202 D 203 D 204

WRITE FOR PARTICULARS OF COMPLETE LINE OF BUILDERS' HARDWARE TO

THOMAS W. KIRBY

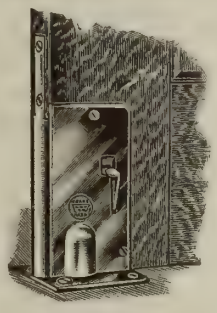
48 Yonge St. Arcade .:. .:. TORONTO

Sole Canadian Agent. PHONE MAIN 6706

TRADE CHICAGO MARK

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company.

CHICAGO NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

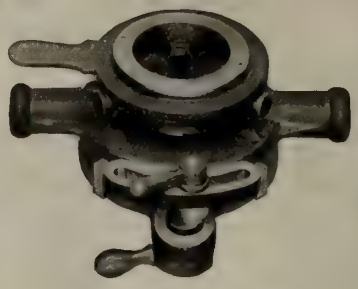
Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

Fairbanks Counter Scales

WE PROTECT THE DEALER



Oster Stocks and Dies

Now is your opportunity to stock our lines for 1912. We have everything that should appeal to the wideawake, progressive dealer—Valves, Steam Specialties, Scales of all descriptions, Motor Boat Accessories and Supplies of all kinds.

We carry the largest stock of these lines in Canada. Our Catalogue No. 10 shows our complete line, and it should be every dealer's reference.

A card to our nearest house will bring it to you.

Heinz Coils

THE

Canadian Fairbanks-Morse Co.

LIMITED

Montreal	Toronto	Saskatoon
St. John	Winnipeg	Vancouver
Ottawa	Calgary	Victoria

NOW IS THE TIME

to give some attention to your spring stock of Milk Cans, Creamery Cans, Trimmings, etc. Let us know your requirements for the coming season.

Trimmings for all sizes and styles of Milk and Creamery Cans.

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

Satisfied Customers

Your customers depend on YOU for the Quality of Steel in their Harvest Tools. They want to buy as cheaply as they can, but whatever they pay, they expect **Lasting Quality.**

Your interests lie in handling goods of Moderate Price, of Pleasing and Substantial Appearance—to attract the farmer—and of a **Quality that will win his favor and hold his trade.**

In view of these facts we are "standing pat" on our old reliable line of

BEDFORD HARVEST TOOLS

because we know of no better line under Factory Label or Jobbers' Special Brand.

Some Lines are Higher in Price, but None are Better Quality or Finish; Many Lines, Inferior in Quality and Finish, are held as high in price.

Compare the Handles

of our **BEDFORD** Tools, with those of Higher Priced "Special Brands."

You will find None Better than **Bedford,** and some not nearly so good.

BLACK DIAMOND

GENUINE SIBLEY GRASS SCYTHES

have attained a Wonderful Popularity, based purely on their Quality—Cutting Quality—and Correct Shape.

Every Scythe Warranted Perfect; Replaced Free of Charge if Defective.

Make up Your Specification Now

Send in your	**ORDER**	by our Salesman
or better still	**BY**	Mail at once.
Full credit for	**MAIL**	orders is given our men.

By specifying now you make sure of getting the goods—all of them—early in the season—no delay—no shortages and prices guaranteed.

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

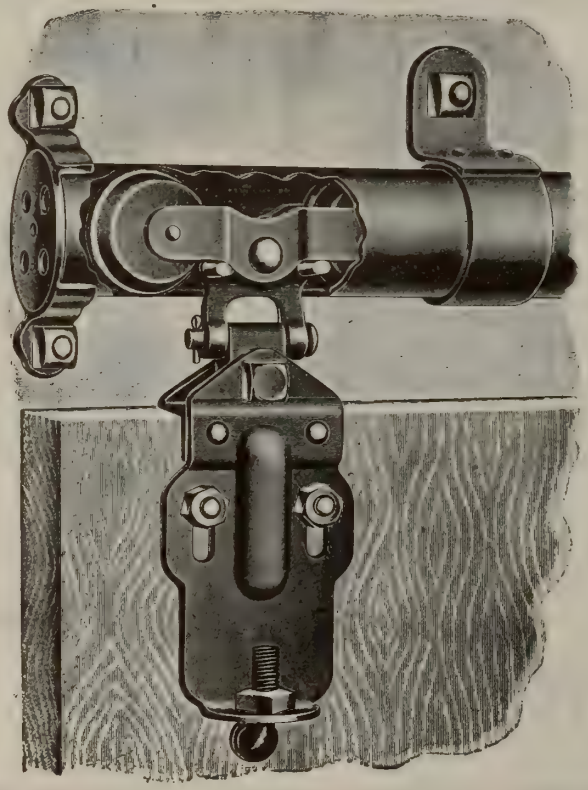
"No, I Can't Afford To Put In An Inferior Line Of Door Hangers—My Trade Demands The CANNON BALL."

"What's more, I can't see any good reason why I should take the chance.

"Cannon Ball Hangers have a mighty good reputation. They are ***trade-getters*** and ***trade-holders.*** I would be violating every principle of good business if I attempted to displace a line of such ***thoroughly proven merit*** with a new and ***untried*** one.

"Every once in a while some customer comes in and says: ***'Say, that Cannon Ball Hanger you sold me is a peach. Best thing of its kind I ever saw.'***

Fig. 440



"The Crated Track Is Mighty Handy."

"I don't have to bother with big, awkward stocks of track in various long lengths either.

"Cannon Ball Track comes in 3 ft. sections, ***crated.*** There are 32 pieces in each crate, making 96 feet of track that I can slip under the counter out of the way. I can give a customer just as much or little track as he wants in convenient form."

The Cannon Ball Battery:

CANNON BALL BARN DOOR HANGER
Lateral and Vertical Adjustment
CANNON BALL BARN DOOR HANGER
Non-Adjusting
CANNON BALL HOUSE DOOR HANGER
CANNON BALL STORE HANGER

Backed by a long reputation of constantly increasing success.

Hunt-Helm-Ferris & Co.

178 HUNT STREET, HARVARD, ILLS., U.S.A.

COMPLETE STOCK CARRIED BY OUR WESTERN REPRESENTATIVES:

MACKENZIE BROS.

Winnipeg, Man.

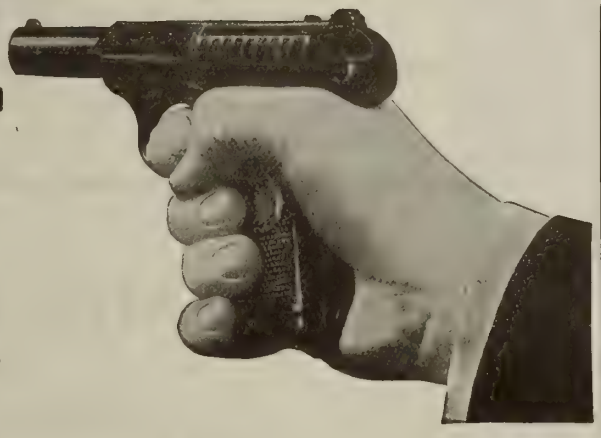
MERCHANTS' HARDWARE SPECIALTIES CO., Ltd.,
Calgary, Alta.

21

THE H H F & CO. STAR LINE GOODS

Detective Burns Carries and Endorses

THE GREAT SAVAGE TEN SHOT PISTOL



Whole police forces are now being armed with this wonderful defender.

Banks are equipping their Tellers and Messengers.

By placing a cartridge in barrel, capacity can be increased to 11 shots at one loading.

.32 Calibre.
Blued Finish.
Length Over All, 6½ inches.
Weight, 19 ozs.

THE QUICKNESS OF THE SAVAGE

Think of the importance of quickly and easily getting a pocket gun into action. When a gun is needed, it is needed quickly. When life and death hang in the balance and the fraction of a second will decide the issue, there is no time to operate slow, stiff, complicated and awkwardly placed safeties. No time to get your fingers around a clumsy, bulky, wrist-straining grip. No time to think of any of these things or to have the attention distracted.

With the SAVAGE this is not necessary.

The safety of the SAVAGE is placed where the thumb will fall on it naturally.

FITS THE HAND COMFORTABLY

IT BANISHES FEAR

WHOLESALE DISTRIBUTORS

Caverhill Learmont & Co

MONTREAL and WINNIPEG

The

Steel Company of Canada

Limited

LUMBERMEN'S

CASE-HARDENED

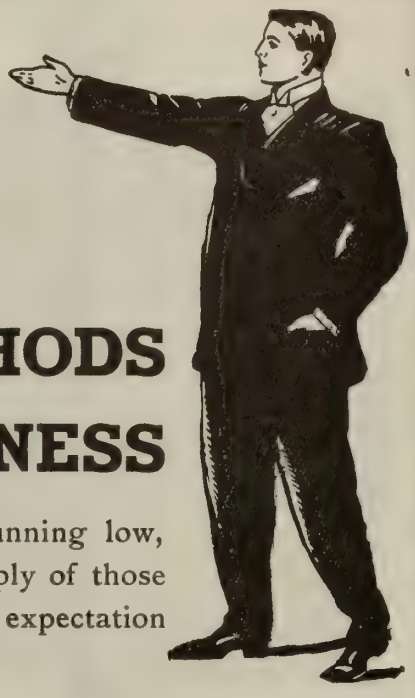
WING BOOT-CALKS

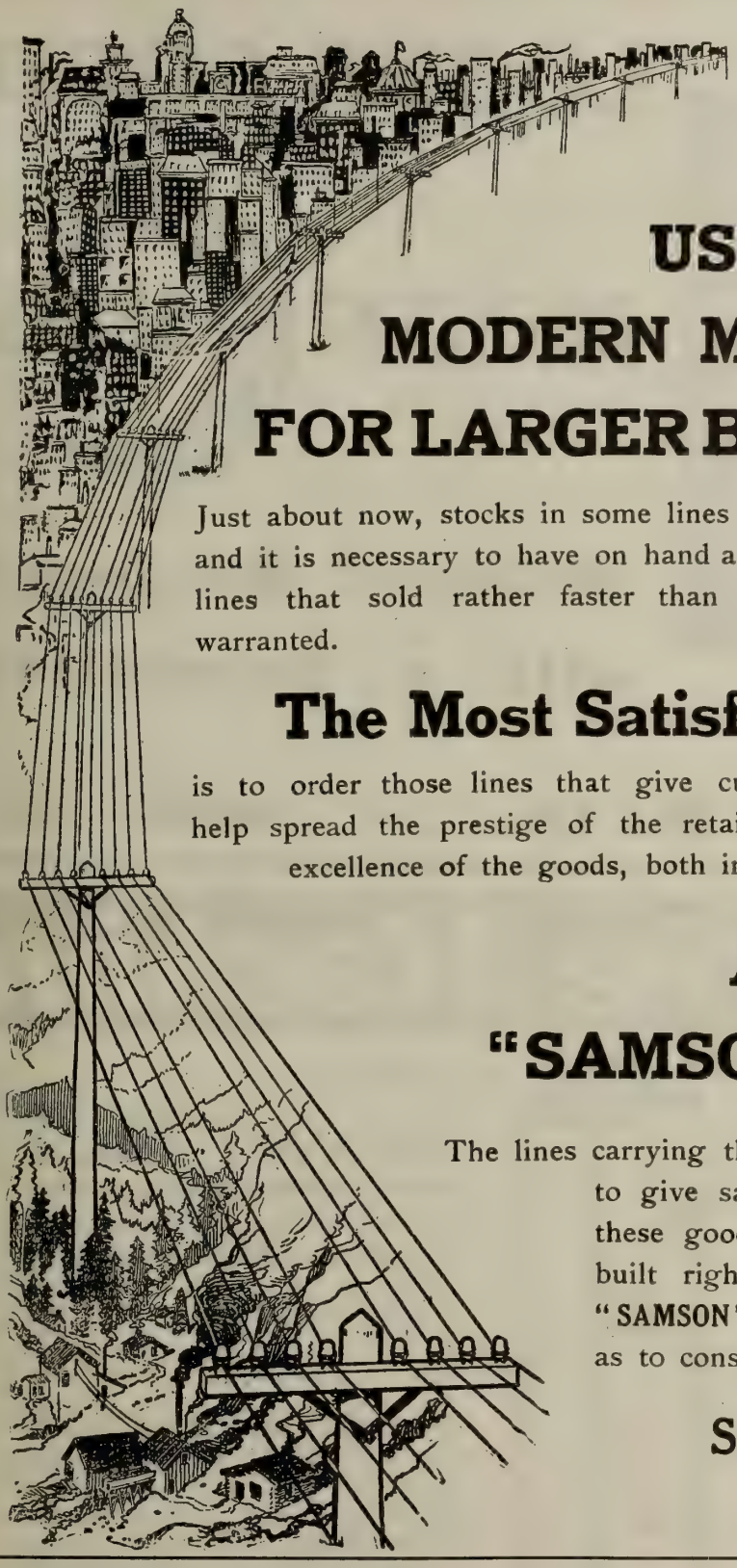
This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.





USE MODERN METHODS FOR LARGER BUSINESS

Just about now, stocks in some lines will be running low, and it is necessary to have on hand a new supply of those lines that sold rather faster than previous expectation warranted.

The Most Satisfactory Method

is to order those lines that give customers absolute satisfaction and help spread the prestige of the retail store because of the undoubted excellence of the goods, both in material and workmanship.

Ask for "SAMSON" QUALITY

The lines carrying this brand are absolutely guaranteed to give satisfaction. Every dealer handling these goods **KNOWS** how the quality that is built right into every article trade-marked "**SAMSON**" gives satisfaction to dealer as well as to consumer.

Send us your Rush Orders Now

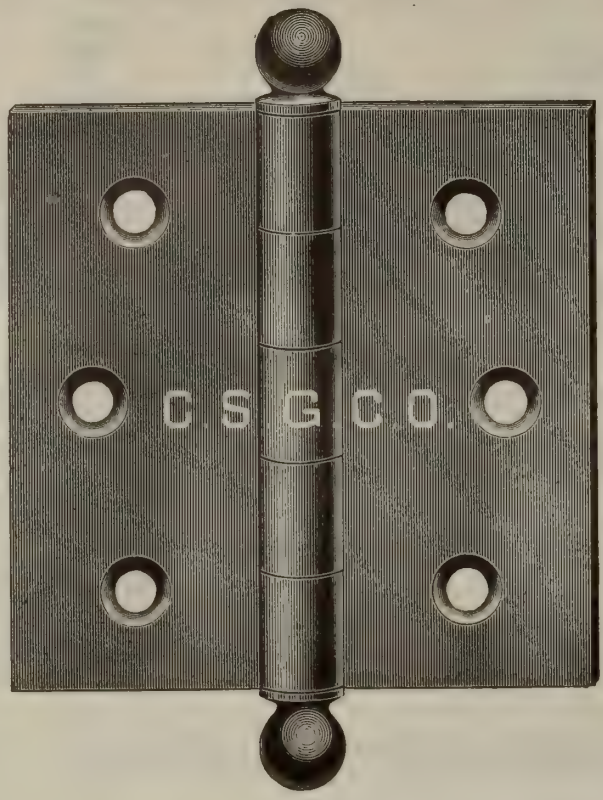
H. S. Howland, Sons & Co., Limited

Wholesale Hardware

TORONTO

WE SHIP PROMPTLY — OUR PRICES ARE RIGHT

GRAHAM NAILS ARE THE BEST



LOOKS GOOD

CRESCENT C S G Co. BRAND

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

Here's the Machine

---that competitors are copying

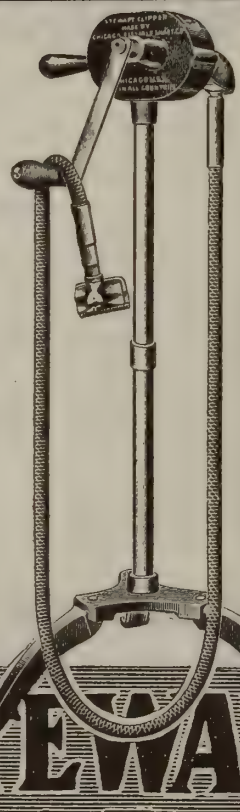
The superiority of our Stewart No. 1 over all clipping machines on earth caused one manufacturer to pilfer the idea. It was a steal—but, without a perfect result. The shape of the "counterfeit" resembles the Stewart; so does some of the mechanism. But the real principle of construction—the process that put the Stewart in the lead—they only guessed at. Don't sell "guesswork" machines. Sell the original machine—the machine that's backed with a **quarter-century guarantee.**

Why the Stewart?

We don't ask "shrewed buyers" to buy our machine because it was made in a certain country. We have more respect for their common sense. We just want horse-owners and dealers to know why the Stewart machine is the **best** machine.

CHICAGO FLEXIBLE SHAFT CO.

Write at once for our big free catalogue



---the Stewart No. 1

Horse Clipping Machine

The Stewart No. 1 has gears made from cut steel, hardened file hard, working parts enclosed in an oil bath and is equipped with plenty of best quality flexible shaft and the world famed Stewart one-nut tension knife.

We help the dealer

We are willing to give individual advertising to dealers who believe in square dealing and who want to sell more horse clipping machines. Write ***at once*** for particulars of our co-operation policy with hardware men.

It's to your interest as well as ours to sell the **Stewart,** because it's to the best interest of the **user** to **own** and operate one.

250 La Salle Avenue
CHICAGO, ILL.

STEWART

With Apologies to
The Saturday Evening Post

"More Than a Million and Three Quarters Circulation Weekly."

Back Saws; Band Saws—Single and Double Edge—Wide and Narrow, for Wood or Metal; Barrel Saws; Beading Bits; Beef Splitter Saws; Bench Saws; Bevels; Bilge Saws; Brazing Clamps; Bread Knives; Brick Liner Plates; Buck Saws, Blades, Frames and Rods; Butcher Saws, Blades; Butting Saws; Cabinet Scrapers; Cane Knives; Circular Knives for Cork, Leather, Paper or Cloth; Circular Milling Saws, Circular Mitre Saws; Circular Cross-cut Saws; Circular Saws for Metal; Circular Saws for Slate; Combination Hand Saws; Compass Saws, Blades; Concave Saws; Corn Graters; Corn Knives; Crosscut Saws—Wide, Narrow, Oneman, Handles, Tools for Fitting; Crout Cutters; Currier Blades; Cutter Grinders; Cylinder Saws; Deal Saws; Dehorning Saws; Discs—Automobile; Discs for Cutting Metal; Doctor Blades; Dovetail Saws; Drag Saws; Eccentric Swages, Parts; Edger Saws; Files—Regular and Superfine; Flanges for Saws; Flooring Saws; Futtock Saws; Gang Saws; Gauge Saws; Gin Roller Blades; Grooving Saws; Hack Saws; Blades; Handles—Saw and Screw Driver; Hand Ice Saws; Hand Saws—Rip, Hand and Panel; Hand Saw Jointers; Hand Screw Press; Hand Shear; Hedge Knives; Hedge Trimmers; Inserted Tooth Circular Saws; Inserted Teeth for Circular Saws; Keyhole Saws, Blades; Kitchen Saws, Blades; Leather Scrapers; Levels; Lock Corner Cutters; Machetes; Machine for sharpening inserted teeth; Machine Knives; Matcher Bits; Mandrels—Saw; Marking Gauges; Masons' Mitre Rods; Masons' Plumbs and Levels; Metal Slitting Saws; Mill Saws; Mitre Box Saws; Mitre Squares; Molding Cutters, Blanks; Mulay Saws; Nest of Saws, Blades; Paper Knives; Pattern Makers' Saws; Pit Saws; Tillers and Boxes; Plates—Flat and Curved; Plumbers' Saws; Plumbers' Nest Saws; Plumbs and Levels; Pocket Levels; Pond Ice Saws; Pork Packers' Saws; Post Hole Diggers; Pruning Hooks and Saws; Pruning Saws; Pruning Saw and Knife; Rail Hack Saws; Rasps; Resawing or Siding Saws; Rift Saws; Rotary Slicing Knives for Dried Beef; Rubber Knives; Saw Bucks; Saw Clamps; Saw Gummers, Cutters, Parts; Saw Filing Guides; Saw Knives; Saw Punches; Saw Screws; Saw Sets, Saw Sharpening Machines; Screw Drivers; Screw Slotting Saws; Scroll Saws; Segment Saws; Set Gauges; Setting Stakes; Side Files; Shafting Levels; Shingle and Heading Saws; Ship Carpenters' Saws; Slaw Cutters; Slicker Blades; Slitter Blades; Soft Back Band Saws; Solid Tooth Circular Saws; Springs—All Styles; Stair Builders' Saws; Staking Blades; Straight Edges—Saw; Swage Bars; Swage Shapers; Parts; Swages—Conqueror; Tabs—Saw; Tobacco Knives; Tools for hammering Saws; Top Saws for Double Mills; Trowels—Brick, Pointing, Plastering, Cementers', Coke, Corner, Circle, Garden and Gauging; Try Squares; Turkish Saws; Vegetable Knives; Veneer Saws; Web Saws; Whip Saws; Wire Gauges; Wrench for Chisel Tooth Saws; Etc., Etc., Etc., Etc., Etc.

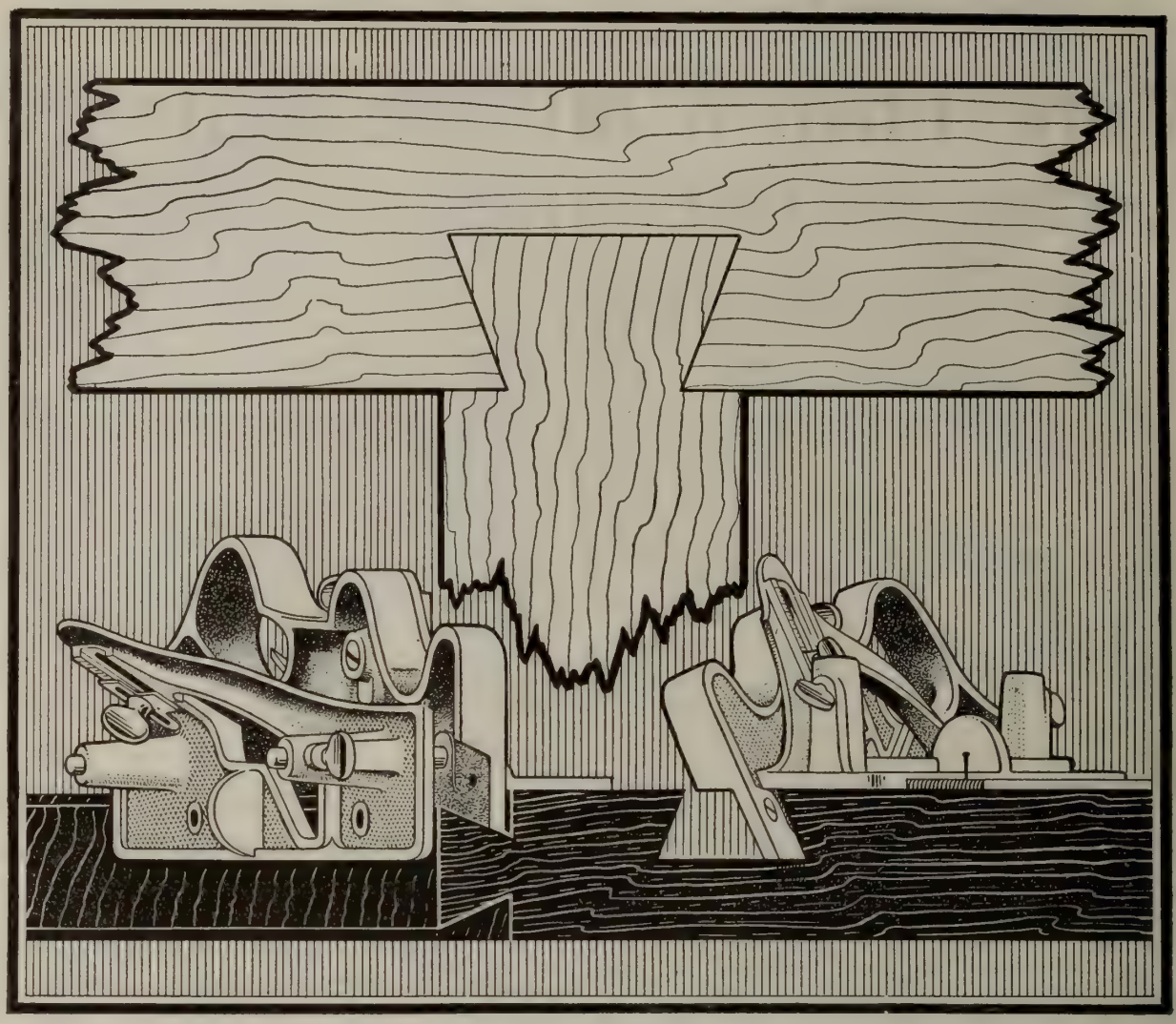
And all these tools are manufactured of Disston High Quality Crucible Steel made in Disston Steel Works, which produces special tool steels for all purposes —sheets, bars, hot rolled, cold rolled, hammered.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works

PHILADELPHIA



Stanley Tools

"444"

A Combination Dovetail Tongue and Groove Plane

Something entirely new. A Plane that will interest every user of wood-working tools in your town.

This most novel Plane at one setting cuts a dovetail groove and in the other setting a dovetail tongue to match.

Not only common dovetail joints, as shown in the illustration above, but irregular dovetail joints of all kinds can be made with its use.

The operations are simple and the accurate, perfect fitting joints obtained, both parallel and tapering, will convince the workman of the utility of this unique and original tool.

A circular containing complete description of the tool as well as valuable suggestions as to the use of Dovetail Joints will be mailed upon request.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Sell GLUE in packages--it means less handling--more profit

BRANTFORD GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds.

Brantford all-around Glue, Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

THE COPPER COATED CAKE

HELL IS EMPTY AND ALL
THE DEVILS ARE HERE!
—*The Tempest*

WHAT more exasperating than to shut down in the busy season to re-babbitt bearings, it means loss of

MONEY, TIME and TEMPER

The engineer begins to jump round and make things unpleasant, and to the man on the outside it looks as if the quotation above is most appropriate.

Wise Engineers Use Harris Heavy Pressure.
Wise Hardwaremen Sell Harris Heavy Pressure.

Harris Heavy Pressure

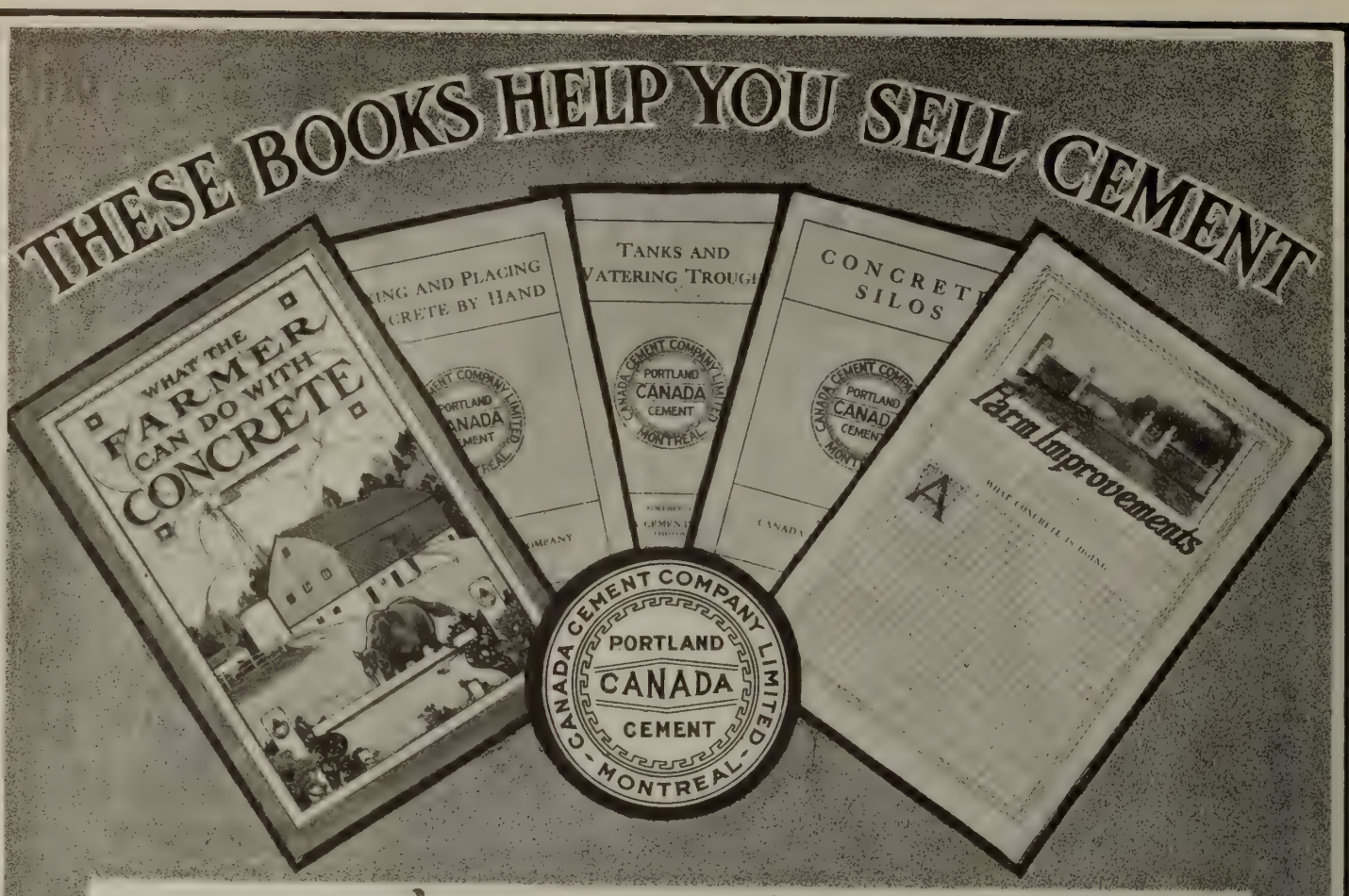
The Babbitt Metal Without a Fault

avoids unnecessary stoppages. It is doubly copper-hardened, and gives a bearing that will last.

WRITE FOR PRICES

THE CANADA METAL CO., Limited

Fraser Avenue, TORONTO **Chambers Street, WINNIPEG**



Is your profit keeping pace?

Cement has become one of the farmer's daily necessities. His demand for it, active twelve months in the year, is growing by leaps and bounds.

The demand is being stimulated by the most energetic educational campaign ever undertaken in Canada.

A $3,600 prize Contest for farmers was conducted in 1911, and the second contest will be held this year. Advertisements in newspapers and farm journals — The book, "What The Farmer Can Do With Concrete"—A quarterly magazine, "Farm Improvements."—Booklets on every phase of concrete work—Lectures to farmers at agricultural colleges. These are some of the means now being employed to increase the demand for concrete."

Are you getting your share of the profits from this publicity?

We are anxious to help you get it. We will send you wall files, handsome steel signs and copies of all publications. Our Publicity Department is always glad to answer any inquiries you desire to make. In addition to this service, we send you the names of those farmers in your community who have inquired about concrete, giving you valuable "tips" on prospective purchasers.

Last, but not least, dealers who handle "Canada" Cement are building up a permanent trade on this newly-awakened demand, because they sell the Cement that always gives satisfaction.

Canada Cement Company Limited

Sales Offices at Montreal, Toronto, Calgary, Winnipeg

Publicity Department, Montreal

YALE

The New Canadian Home of Yale Locks and Hardware

THE plant illustrated above is rapidly nearing completion, and we expect to begin the manufacture of Yale Products on Canadian soil about March first. These will include:

Yale Cylinder Locks
Yale Night Latches
Yale Padlocks
Yale Builders' Hardware
Yale Cabinet Locks
Blount & Yale Door Checks
Triplex, Duplex and
Differential Chain Blocks

We will be equipped to give prompt and efficient service and will hope to be favored with your orders through your usual channel.

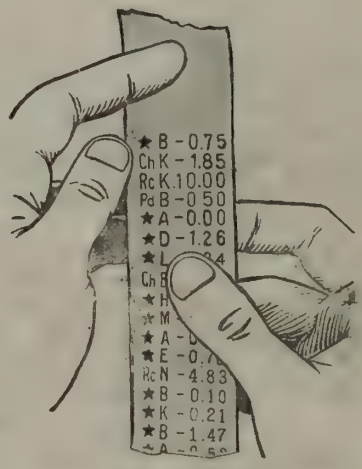
We have in preparation a little book telling about our Plant and plans. It will interest you. Ask for it.

Canadian Yale & Towne Limited

Makers of Yale Products in Canada. St. Catharines, Ontario

Until further notice address all correspondence to No. 9 Murray Street, New York.

HOW DO YOU KEEP TRACK OF THE DETAILS OF YOUR BUSINESS



THIS WAY or THIS WAY

There are innumerable questions for which you cannot find an answer.

Maybe there is a shortage—and you cannot account for it. Someone paid a bill—and you have no record of it.

You paid someone else's bill—you cannot remember which it was.

You never know how much money *ought* to be in your cash drawer.

You are not sure that all goods sold on account were properly charged for.

You do not know which clerk made the mistakes—or which clerk sold the most goods.

You are trusting too much to luck—depending too much on your memory.

The National Cash Register keeps track of all the detail for you.

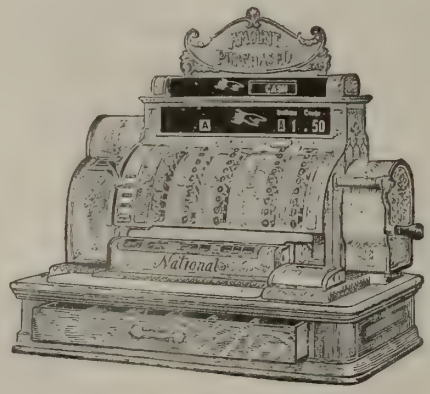
You can see at a glance—any time during the day—a printed record of every transaction that has taken place in your store.

How many cash sales have been made.
How many charge sales have been made.
How much money has been received on account.
How much cash ought to be in the cash drawer.
How much goods each clerk has sold.
How many times your cash drawer was opened—by whom—and why.

Keeps you in absolute touch with every detail of your business, to a penny, every day.

Balances your day's business in five minutes. Stops all guess work. Takes care of all the details, giving you time for the important things.

The National Cash Register compels everyone in your store to make an accurate record of each transaction.



You can pay for a National Cash Register out of the money it saves you. Investigate. Write for booklet.

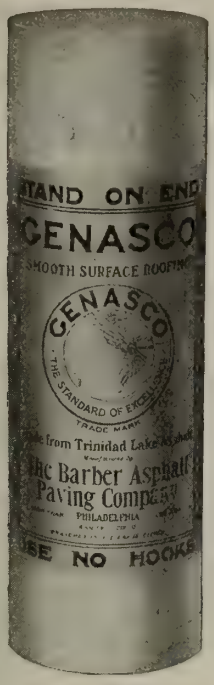
THE NATIONAL CASH REGISTER COMPANY

285 YONGE STREET, TORONTO

Offices in all Principal Cities

Canadian Factory, Toronto

F. E. MUTTON, Manager in Canada



Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

Genasco has more than attractive surface-appearance to appeal to customers—it has the lasting waterproof quality of Trinidad Lake asphalt, through and through. This NATURAL asphalt cannot be equalled for making roofing last.

Don't you see how Genasco makes satisfied customers, and increases your volume of sales and profits?

Mineral or smooth surface. Several weights.

The Kant-leak Kleet, for smooth-surface roofings, prevents nail-leaks, and makes seams water-tight without cement.

Order Genasco Roofing from your jobber.

THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Distributing Agents—Montreal Winnipeg and Vancouver.

D. H. Howden & Co., Ltd., 200 York St., London, Ont.

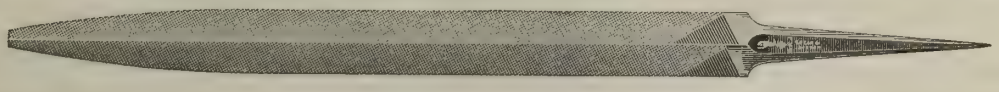
MERMAID

Every File Tested Before Leaving Works FILES

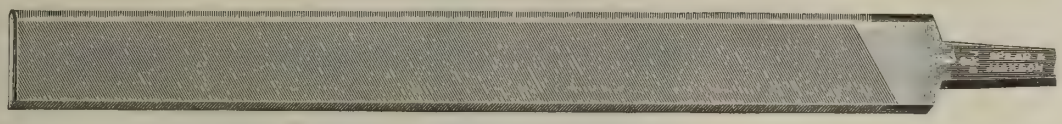
That do MORE WORK at LESS COST than ANY others on the market

LEAP-FROG

F 127—3 Square File

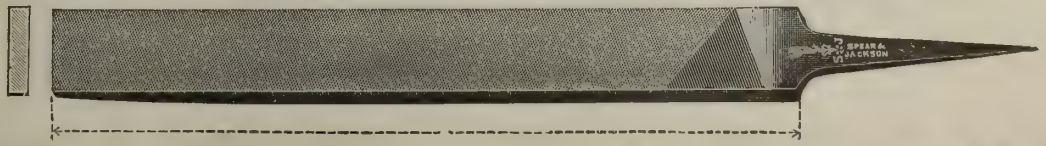


F 122—Mill Saw File one round edge



F 21—Half Round Rasp

Hand File



Also **AMERICAN** Pattern at **REDUCED PRICES**

Our Files are used by the **LEADING** Manufacturers in Canada, for the simple reason they are more **EFFICIENT** than any others.

HENDERSON & RICHARDSON
Board of Trade Building, MONTREAL

SPEAR & JACKSON
SHEFFIELD, ENGLAND

METALLIC CONTACT

When a bearing is not lubricated, or the oil film has broken down and the shaft rests directly upon the bearing, they are in metallic contact.

It is a common occurrence for the weight of the shaft to squeeze out the oil film over night, and when the Engine is started up, heating and abrasion take place before the trouble is discovered. An ordinary bearing metal can be used successfully if kept thoroughly lubricated, but as this is difficult, unless the lubrication is forced, it is neither safe nor economical to use such metals. We recently published a letter showing that Magnolia Metal had been running on a motor drive head shaft for sixteen years, and for six years of that period it had not received a drop of lubrication. We also recently published a letter showing 50% saving in oil, because the engineer had been able to use his oil over and over again "until it was all used up" and everybody knows that filtered oils lose their lubricating qualities. We also published test made by the United States Government using **water** as a lubricant.

These letters and test, and many others, of similar character, go to show that Magnolia is largely independent of lubrication, and therefore is not liable to injury from scant or inferior lubrication and stands up where other bearing metals go down. The use of Magnolia will end your bearing troubles.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

Sold by leading dealers everywhere or by

MAGNOLIA METAL CO.

225 St. Ambroise St., MONTREAL

New York **Chicago**

THE "CANADA" MILK CAN

THE MOST SANITARY MILK CAN MADE

SEAMLESS BODY

The body is pressed out of one piece of 18 gauge steel retinned.

Entirely smooth on the inside, no crevices, seams or corners for dirt and sour milk to collect in. Easily kept clean and sanitary.

Fitted with massive wrought iron upright handles, or malleable drop handles as desired.

SEAMLESS COVER

The bottom is well protected by a heavy welded iron hoop and the can is further strengthened by an additional hoop which encircles the body at the breast.

The Cover is also seamless, and fits tight and flush with the top of the breast, preventing milk from splashing around in transit.

HOLDS---8 Gallons Imperial Measure

Unexcelled in durability—Used in many of the finest Dairies throughout the Country.

Write for prices and place your orders now for Spring Delivery

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

Stall No. 90 **McClary's** Stall No. 91

EXHIBIT

at the Retail Hardwaremen's Convention is a display of entirely new and improved lines of Gas and Coal Cooking Appliances

DON'T FAIL TO SEE IT

McClary's

"Champion Interchangeable" GAS AND COAL Range

is specially worth spending time over---It burns Coal, Wood, or gets together or separately at will.

You can change the Champion from a gas to coal range or vice versa in one minute's time.

Look It Over

In addition to far reaching improvements on

GAS RANGES

which place McClary's 1912 series of Gas Cooking and Heating Appliances well ahead, several new and attractive lines have been produced that are

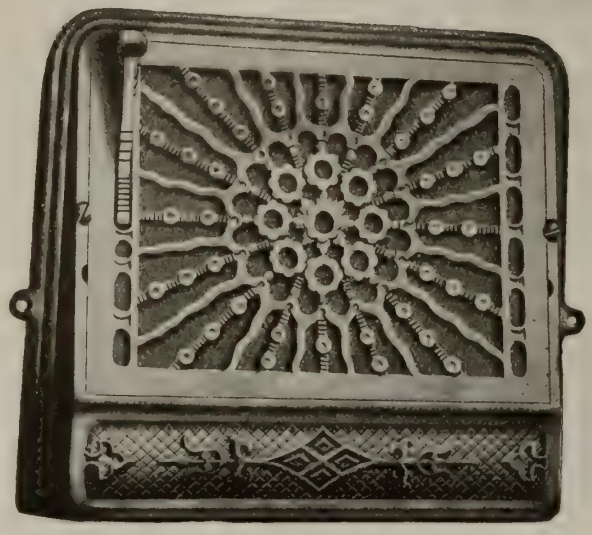
SURE SELLERS

See the SPECIAL NEW BRIGHT BLACK ENAMEL FINISH THAT LASTS

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton
Winnipeg Calgary Saskatoon

SOUVENIR



Complete Line.
Prompt Deliveries

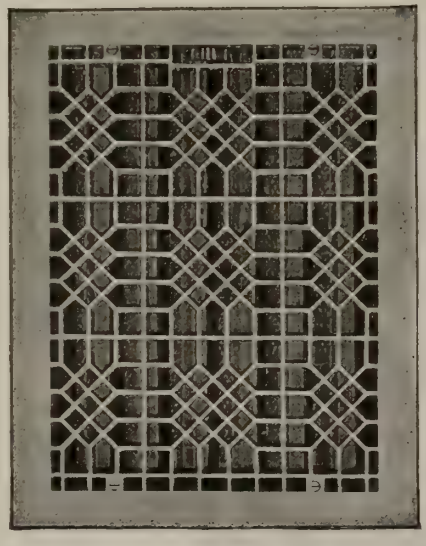
Send us Specifications of your 1912 requirements and get our special prices on year's business.

The Hamilton Stove & Heater Co., Limited

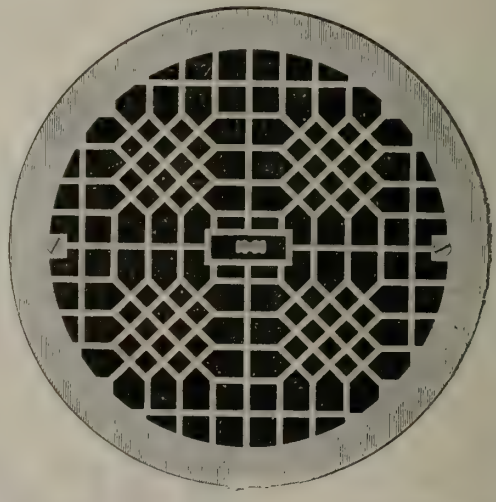
HAMILTON

Western Branch **Tilden, Gurney & Co., Limited**

WINNIPEG CALGARY VANCOUVER



Successors
to
Gurney - Tilden
Company



REGISTERS

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

FORD AUGER BITS

are years ahead of competitors.

It has always been our aim to manufacture a bit that would be better than others BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo, and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. Today these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalog, descriptive circulars, our terms to you and name of your nearest jobber.

Ford Auger Bit Co.,
112 Cabot St., Holyoke, Mass.

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Are You Getting Your Share

of the furnace trade in your vicinity?

Do you satisfy your customers as thoroughly as possible?

Is you furnace department paying you as it should?

Agents and dealers for

THE

PEASE FURNACE

find their business *growing* and their customers pleased enough to tell their friends about the PEASE.

We know this, because for the last 36 years we have been conducting a successful business and have received highest compliments on the satisfaction that our furnaces give, and from dealers who handle them.

PEASE FURNACES are most durable, most efficient, absolutely reliable and bring the dealer profitable business.

Write for catalogue and full particulars.

Let our Heating Engineering Department help you free of cost on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG

252

We have just closed one of the largest year's

Business in our History

¶ This is concrete evidence of the growing popularity and demand for the Bissell Sweeper.

¶ Ever since the advent of vacuum and suction cleaners on the market there have been many who were ready to sound the knell of the carpet sweeper industry, but the growth of our business shows how inaccurately they have gauged the public demand.

¶ It is obvious that the Bissell cannot be displaced by any other sweeping device, as it is always handy, runs easily, cleans thoroughly without injury to carpets or rugs, raises no dust, is noiseless, and comes at a price within the reach of every pocketbook.

¶ The Bissell sweeper is sold under a policy of fixed prices that insures a good profit to every dealer, and with a consistent demand has become a **staple specialty** for the dealer to handle.

We will be glad to mail you a copy of our early Spring Announcement, setting forth the free advertising aids we furnish to dealers

BISSELL CARPET SWEEPER COMPANY

Largest Exclusive Carpet Sweeper Manufacturers in the World

Branches:—NEW YORK (Eastern Office, Salesroom & Export Department) 25 Warren Street
NIAGARA FALLS, CANADA (Factory)
LONDON, ENGLAND PARIS, FRANCE

Hero Quality

"Wide Open" Mowing Machine Oilers

introducing the

"SMOOTH THREAD"

the largest and best mowing machine oiler manufactured.

—ASK FOR—

Hero Quality

Your Jobber has them.

The Hero Manufacturing Company

PHILADELPHIA, PA., U.S.A.

No. 1120 (Straight Spout)
No. 1121 (Bent Spout)

Stand any old kind of racket!

There's nothing so handy around house, store or farm as the

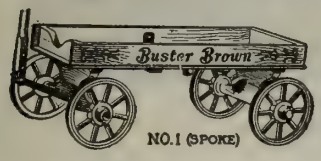
BUSTER BROWN
CHILDREN'S EXPRESS WAGON

They're strongly made, easy running and well finished, and are a splendid selling line.

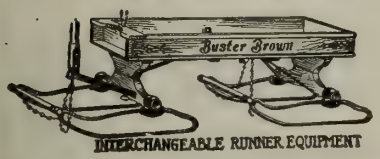
IN 4 SIZES
Write for Prices

Western Representatives:
JAS. STEWART MFG. CO., LTD.
WINNIPEG, MAN.

NO.1 (SOLID)



NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT

NO.2 (SPOKE)

NO. 3 (SPOKE)

The Woodstock Wagon & Mfg. Co., Limited
WOODSTOCK, - ONTARIO

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

Import GLASS

Mr. Hardwareman

All Import orders for sheet glass taken by us are placed with none but reputable manufacturers.

Our buyer visits Europe twice yearly and personally placed orders, therefore having first hand knowledge of the quality of glass manufactured by the various factories.

This compared with methods adopted by some of placing all orders by mail, not knowing to any degree of certainty just what quality of glass will be supplied until it was delivered, gives our customers a very great advantage.

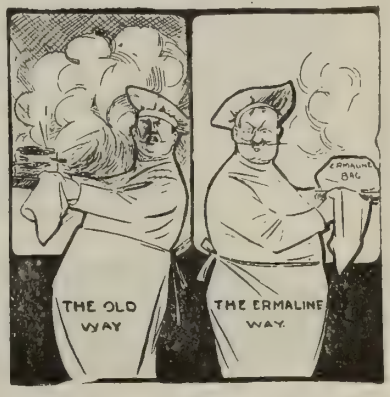
Why Not Place Your Import Order With Us

And let us prove the above statement.

Write our nearest warehouse for prices

The Consolidated Plate Glass Co.
OF CANADA (Limited
TORONTO
MONTREAL WINNIPEG

IT IS HERE TO STAY



ERMALINE paper bag cookery is NOT a fad. It is a new, common-sense way of cooking food without smell, dirt or waste.

It effects a saving in fuel, whether it be wood, coal, oil or gas.

ERMALINE paper bags make friends everywhere. A trial will convince anyone.

There is steady trade and a good profit in this for the dealer.

Samples from your jobber or from

Edward Lloyd, Limited
Eastern
Townships Bank Building
MONTREAL

H. BOKER & CO.'S

"Tree Brand" Pocket Cutlery

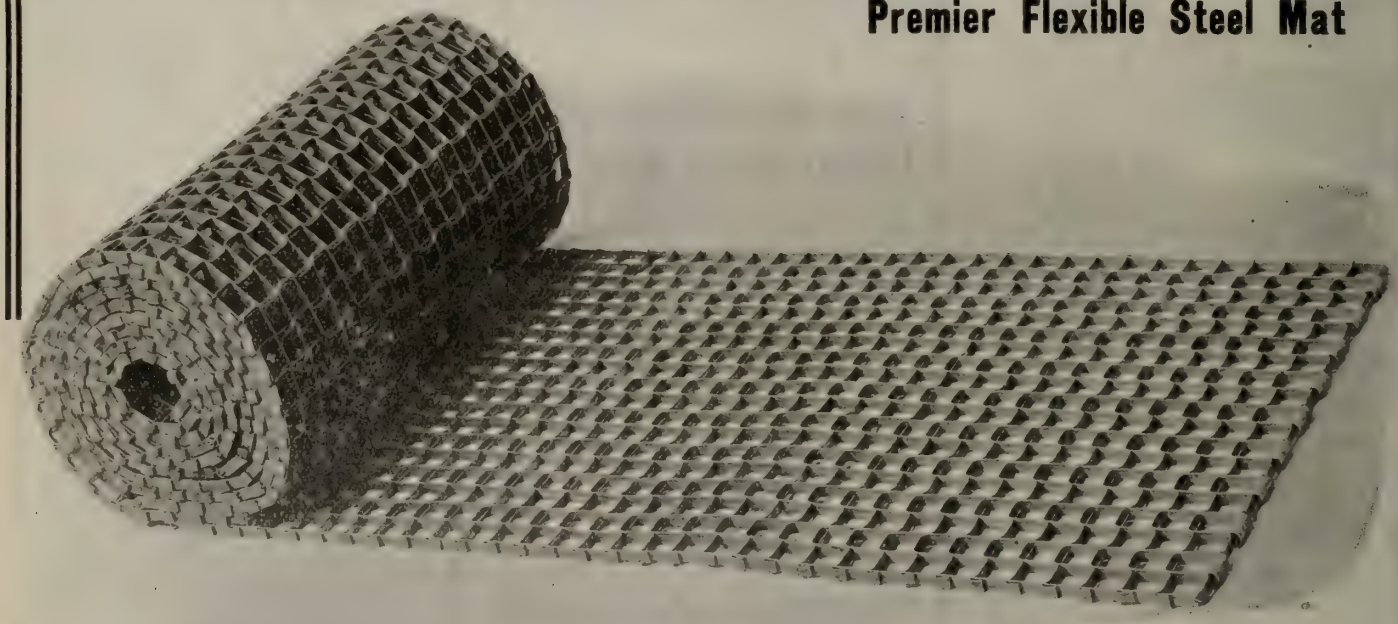
Practically every buyer of cutlery wants the best for his money, appreciating the fact that there's little economy and satisfaction in the purchase of inferior quality goods of this class.

The Finest Steel is Used in Every Piece

Forging and tempering are expert, and the keen edges hold sharp for the maximum length of time. Your stock of Pocket Knives, Scissors, Razors, Shears, etc., will give greatest satisfaction if it is the "Tree" Brand. They take a keen edge and they keep a keen edge. "Tree" Brand Cutlery will withstand every test to which it can be rightly put. **Designed right, made right, finished right.**

For Sale by all Leading Wholesale Hardware Houses

Premier Flexible Steel Mat



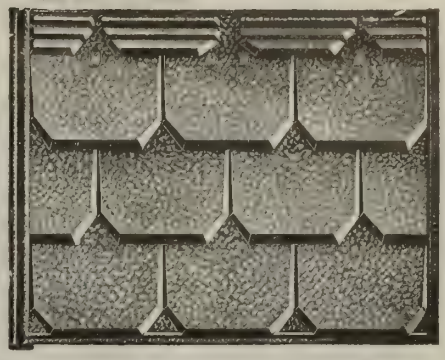
is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.
It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft Special mats made to order on short notice.

The Schultz Manufacturing Co., Limited, HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

Satisfy Your Roofing Customers

That's the way to hold their trade.
Don't offer substitutes, but sell them



Eastlake Steel Shingles

"There With The Wear"

26 years of heavy advertising.
26 years of satisfactory service.

These are two powerful forces for creating demand for "Eastlakes." No other roofing made can claim them.

Get the full benefit of them by starting to handle Eastlakes at once.

Write us for complete selling outfit to-day.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(C 67)

WHY A TYPEWRITER

Modern business methods insist that all business correspondence shall be typewritten.

Invoices and statements when typewritten secure more attention—prompter payments.

The typewriter saves time and work. Pen work is laborious.

Typewritten personal letters increase business.

WHY THE MONARCH

The full visibility of the work all of the time is an aid to the operator.

The common sense, complete appliances for all classes of work make typewriting easy.

All the very latest improvements.

Splendid durability.

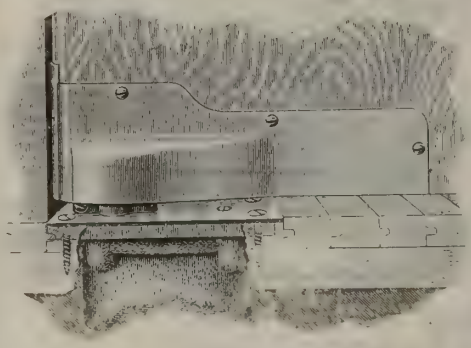
Terms to suit the purchaser.

The MONARCH TYPEWRITER COMPANY, Limited

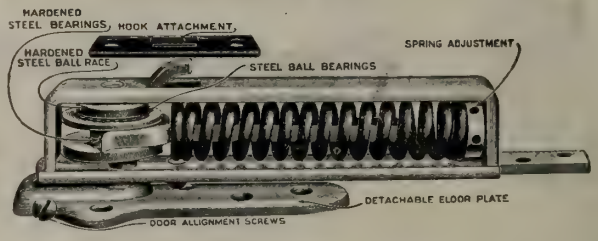
346 Adelaide Street West, doronto

Branches: Montreal, Ottawa, London, Hamilton.

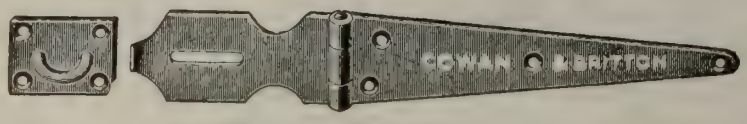
TWO OF THE BEST



"STANDARD" Double-Acting Spring Floor Hinges and "STANDARD" CHECKING HINGES for DOUBLE-ACTING DOORS.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

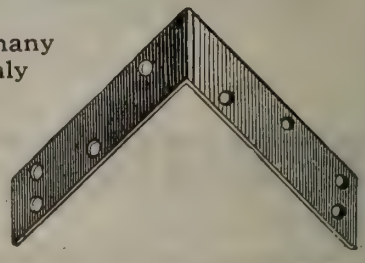


Builders' Hardware of Quality

This is a profitable trade pulling line that has won recognition by many leading hardwaremen throughout the country, hardwaremen who buy only quality goods with the aim to give absolute satisfaction with every sale.

We are the oldest and largest makers of Builders' Hardware in Canada and back every order with an ironclad guarantee.

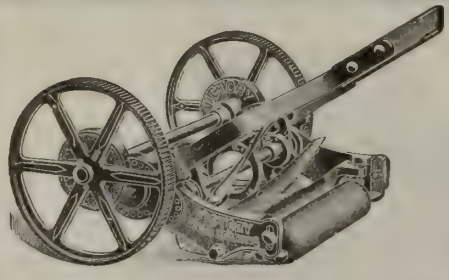
Write at once for Catalog.



Cowan & Britton, :: Gananoque, Ont.

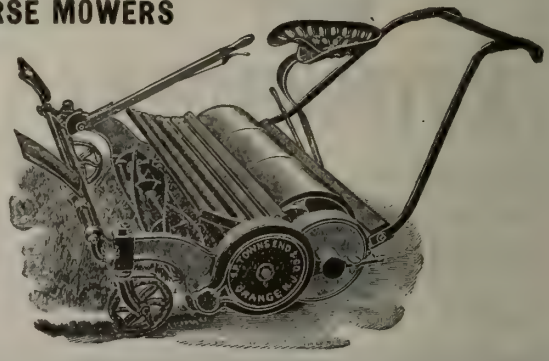
TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS



All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

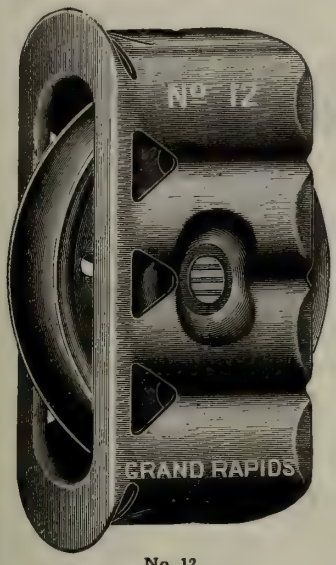
EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST IN

Labor, Freight, Screws, &c.

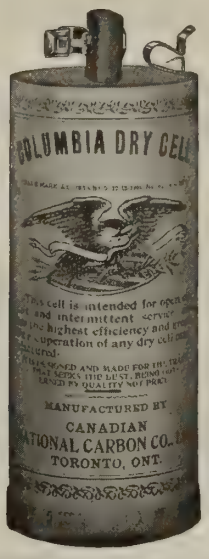
GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues We make thirty-seven styles.

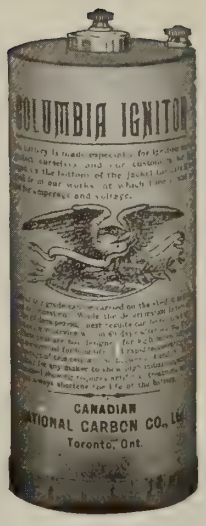
Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.

100 Eleventh Street, GRAND RAPIDS, MICH., U.S A.



For telephones and bells



For motor ignition

Battery Users

are the ones to be most considered when you re-stock your battery department. They must have their money's worth, and they can get it in

"COLUMBIA" BATTERIES

Our large output enables us to produce these goods of unusual high quality at a surprisingly low price — a price that allows the dealer a good profit, and appeals to every battery buyer.

The "Columbia" is an intermittent cell for open circuit work like that of telephones, signals, electrical toys, electrically wound clocks, etc.

"Columbia Ignitor" is made for strenuous work, such as motor ignition in connection with automobiles, motor boats, gas and gasoline engines, motor cycles, etc. It has a strong sparking current and recuperates quickly after service; this accounts for its long life.

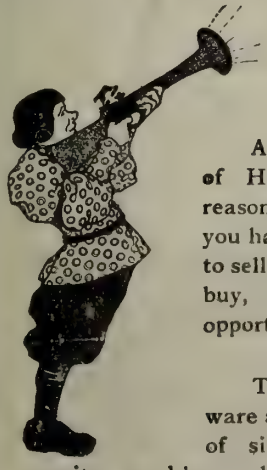
Get our prices at once

H.M.-12

Canadian National Carbon Co.

Limited

99 Paton Road, Toronto, Ont.



Hits the Mark

Among the thousands of readers of Hardware and Metal it seems reasonable that someone wants what you have to sell, or that someone has to sell what you have tried in vain to buy, that someone is hunting the opportunity you have to offer.

The want ad. columns of Hardware and Metal are the simplest form of simplified advertising. No ad. writer need be employed, no drawing or cut need be made, no knowledge of display type is necessary, for display type will not be used in these columns. All that you have to do is state your wants, state them simply and clearly and send to any of our offices along with remittance to cover cost of advertisement. No accounts opened in this department.

Don't despise the want ad. because of its small size or small cost. Don't forget that practically all the hardware merchants, clerks, manufacturers and travellers read our paper each week.

RATES:—

2c. per word first insertion.
1c. per word subsequent insertions.
5c. additional each insertion for box number.

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

Good Starters for 1912

The PLAYTIME WASHER is specially adapted for Country use. Can be easily hitched to the small Gasoline Engine or Electric Motor which every up-to-date farmer now uses, and will cut out the drudgery of washing for the country housekeeper as the VELOX WATER MOTOR MACHINE does for the city resident.

As a hand machine it has no SUPERIOR.

The NEW APEX WRINGER is chain driven, has double Power Gears, cannot get out of mesh, and turns very easily under load.

MADE ONLY BY

Cummer-Dowswell, Limited

HAMILTON, ONT.

EASTERN AGENTS
W. L. Haldimand & Son
MONTREAL, Que.

WESTERN AGENTS
H. F. Moulden & Son
WINNIPEG, Man.

The Playtime

Combination Hand and Power Washer.

You can't go wrong in stocking them. The Selling Features are there.

"EVERY WORD A DOLLAR BILL"

READ THIS!!!

RIGHT NOW is the time for you to get that order for that metal ceiling, and ***RIGHT NOW*** is the time for you to get designs, prices, etc., of "PRESTON STEEL CEILINGS AND SIDEWALLS."

"THE BEST IN FIFTY MILE AROUND."

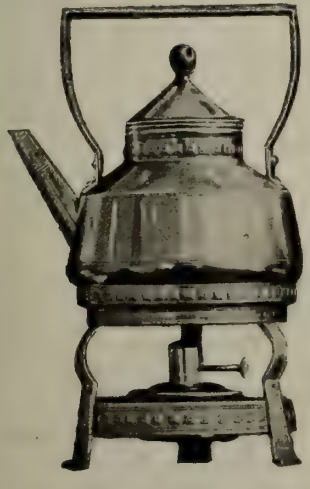
DON'T BUY ANY OTHER MAKE

until you have investigated ours. We treat you right. We plan and lay out your work so that you can send your tinner out with our instructions and you know that the job will be done right

WRITE FOR PRICES—MENTION HARDWARE AND METAL.

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.



1912 IMPORT SEASON 1912

Buy direct from the Manufacturers

Aluminum Household Utensils

Brass Goods Clocks Nickel Trays

Electric Portables Tungsten Lamps

We are the Canadian representatives of the largest European Manufacturers of above and other kindred lines. Save the Jobber's profit, buy direct and you buy right. Write us and arrange a date with our Traveller or call at our Sample Room.

BRITISH & CONTINENTAL AGENCIES

LIMITED

16 FRONT STREET EAST, TORONTO

A Personal Chat With You About Ourselves

MAILING LIST VERSUS SUBSCRIPTION LIST.

A few days ago a manufacturer remarked to one of our representatives that a competitive paper had shown him a list which seemed to him very complete. They intimated that a copy of their paper was sent to this list each month, and as they offered a rate a little below what we were asking, he was rather inclined to give them an order.

This man failed to realize that what we were selling him was not type, or ink, or paper, but rather the regularity with which the trade look for our paper and read it each issue.

An advertiser has only one chance of getting any benefit from his advertisement in any paper, and that is when the dealer actually takes up this paper to read it.

We could hand over our mailing list to any of our competitors, and it would be of very little use to them. They might send copy of their paper to every one of our subscribers, but they would not read it, and, therefore, the advertiser would get very little benefit from this circulation.

Dealers who will not pay the subscription price for a paper would not read it if it were sent free, in fact, most of them would not agree to take the time to read these papers in which they are not interested for ten or twenty times the value of subscriptions.

Many of our subscribers have been regular readers of our papers for periods ranging up to 25 years. The reading of their trade newspaper giving ideas from which they can increase their sales has become part of their regular routine work of the week.

A few days ago one of our subscription representatives came across a hardware dealer who intimated he had made $600 through seeing an advertisement for a certain line of rifles in Hardware and Metal. He answered this advertisement and a little later on placed a large order and found these guns specially adapted to his district, with the result that his profits totalled the figure mentioned above.

Almost every one of our subscribers can point to some instance during the past few years where they had secured ideas through some one of our papers, which meant increased sales and increased profits for them. It is because dealers have secured such practical benefit from our papers that they continue to read them regularly.

It is such points as these that constitute the good-will of trade newspapers. It is not the number of copies sent out each issue that really counts, but the reception a paper gets from its readers.

About two years ago the good-will of a trade newspaper in United States with a circulation of about 15,000 per issue, sold for one and a quarter million dollars. There are probably half a dozen trade newspapers in the United States with average circulation of less than 15,000, the good-will of any one of which would bring at least one million dollars. There are also trade newspapers claiming circulation of anywhere from 15,000 to 50,000, the good-will of which would not bring $25,000.

This may seem peculiar, but every manufacturer of high-grade goods has much the same experience. As soon as he makes a success of his line, a dozen firms spring up with imitations closely resembling the original article in appearance. The original article was probably sold on a small margin of profit with the expectation that the real profit would be made on repeat orders. The imitators, however, in most cases make their goods as cheaply as possible, and secure a big margin of profit, as they know they cannot fool the same people twice.

Our competitors may be in the same position some day that we are but it will take years for them to build up this reputation, and they will have to give a better service than we are giving before they will be able to induce any of our subscribers to drop any of our papers in preference for theirs.

A PAPER THAT IS CAREFULLY READ.

Some idea of the eagerness with which the coming of Hardware and Metal is awaited, and the care with which it is read, was given the Eastern Editor of the paper who recently visited Smiths Falls.

It was about 10 o'clock on Saturday morning that the editor called upon R. Hawkins. In the course of conversation, Mr. Hawkins said something about the price of turpentine. "Where did you hear that?" asked the editor. "Why, I saw it in Hardware and Metal this morning," replied Mr. Hawkins.

The paper had only reached the store an hour before. The Editor, who had been traveling for several days, had not seen the issue just out, so Mr. Hawkins was able to give him this information about the Toronto Paint Market.

A moment later, in talking to C. Frank Ready, Mr. Hawkins' chief clerk, something was said of window dressing. Mr. Ready thereupon picked up the newly arrived Hardware and Metal and asked for some explanation of a sketch illustrating a unique window trim in F. C. Lariviere's Montreal store. Mr. Ready had studied the paper as carefully as the short time it had been in the store would allow, and he had picked out the article of especial interest to him.

Comment is hardly necessary. Any advertiser will see that a paper read thus eagerly and carefully is the kind of medium in which it pays him to talk of his goods. What he has to say in the advertising pages will receive careful attention, when careful attention is given the editorial section.

CAN TELL CLERKS WHO READ HARDWARE AND METAL.

J. S. Mitchell, of Sherbrooke, recently paid an unsolicited tribute to Hardware and Metal.

"I am trying to get all my clerks to read the paper regularly," he said. "In a month I can always tell which ones have been studying it. There are in the editorial pages many good ideas for the clerks as well as for the heads of departments and the managers."

"Young men need such inspiration as Hardware and Metal gives them," added Mr. Mitchell. "I am not one of those who think the young man of to-day is not as good as the young man of a generation ago, but now as always there are some who think more of what they are going to do to-night than of what they are going to do five or ten years hence. They need the enthusing which your paper gives."

SERVICE MEANS SATISFACTION

After all the value of any vacuum cleaner depends on the manner in which it does the work—the way it cleans carpets. There is no value in the machine which works poorly and does service badly. For easy operation and satisfactory results one has only to try the

ONWARD AUTOMATIC VACUUM CLEANER

It's an automatic hand power vacuum cleaner with the most powerful suction, as the pump is one-third larger than any other. Easy to pump and easiest to empty, on account of our exclusive "double tank" system. No bags to bother with as found in all other vacuum cleaners.

Don't fail to call at our booth at the Guelph and Montreal Retail Hardware Conventions.

FREE CIRCULAR AND DISCOUNTS UPON REQUEST

Onward Manufacturing Company

BERLIN, - ONTARIO

LARGEST BUILDERS OF HAND AND ELECTRIC POWER VACUUM CLEANERS IN CANADA

PENNSYLVANIA Quality

Is only found in lawn mowers of PENNSYLVANIA make. The PENNSYLVANIA QUALITY is not paint or handles, high wheels or number of blades. It is quality of materials and mechanical perfection of design and workmanship.

The only mower made using Crucible Tool Steel exclusively for both revolving and stationary blades. Oil hardened and water tempered. Our own make of semi-malleable castings, light, but tough, made perfectly accurate by special machinery of our own design.

Write for catalog either to our jobbing Agencies as below or to

Canadian Jobbing Agents—

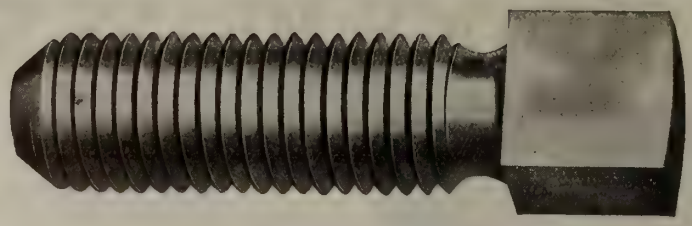
Quebec, Chinic Hardware Co.
Montreal, Caverhill-Learmont Co.
Ottawa, Thos. Birkett & Son Co., Ltd.
Toronto, H. S. Howland Sons.
Toronto, Rice-Lewis & Son, Ltd.
Hamilton, Wood-Vallance & Co.
Winnipeg, Wood-Vallance, Ltd.
Vancouver, Wood-Vallance & Legget, Ltd.

Supplee Hardware Company

PHILADELPHIA, PENNSYLVANIA

Acme Screws

Preferred by Customers
Not for Price Alone

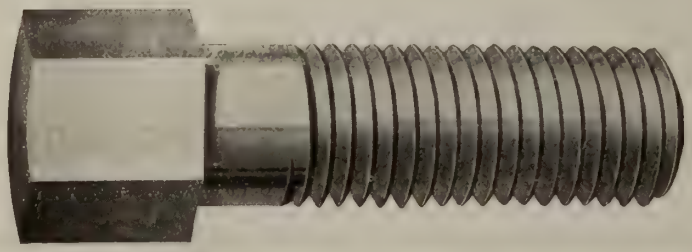


WHEN our customers receive a shipment of Acme Screws they know they will not have to throw out every third or even fiftieth screw.

There is an accuracy in the threads that makes assembling easy, and a smoothness about the edges which gives the product a finished appearance.

This perfection lies in the method of making Acme Screws; and we make so many that we are able to offer you very attractive prices, as well as quality in large lots.

We make every kind. Ask for catalog.



The National-Acme Manufacturing Co.
MONTREAL, QUE.

St. Henry and G.T.R.

GARLOCK SPIRAL PACKINGS GIVE THE SERVICE

Garlock High Pressure Spiral

and service determines worth---not the price paid.

WRITE FOR 1912 CATALOGUE

Garlock Regular Spiral

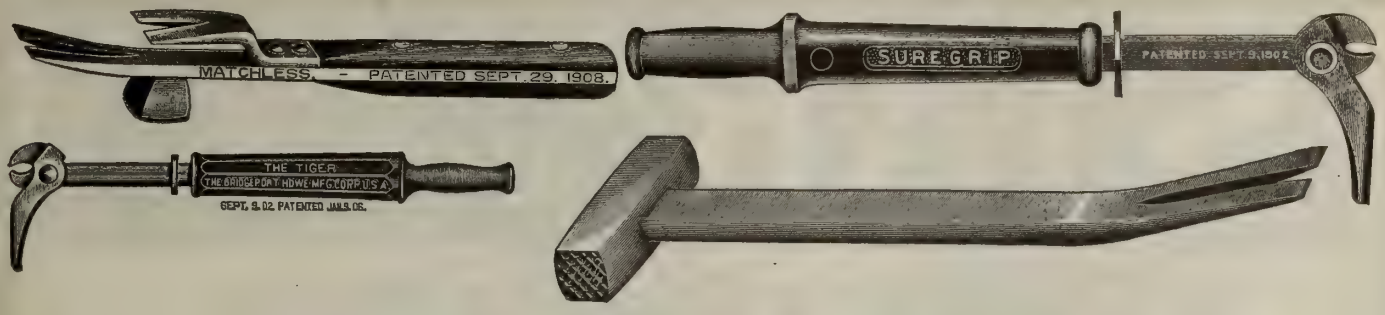
The Garlock Packing Co.

Head Office and Works

Hamilton - - Ont.

BRANCHES

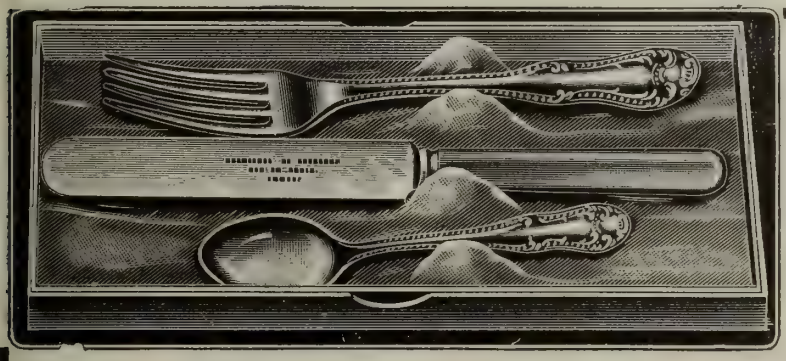
Montreal Toronto Winnipeg Vancouver



Write us for CIRCULARS, CATALOG, PRICES.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.



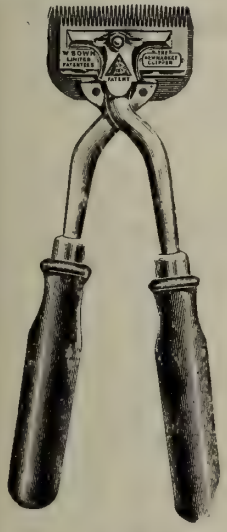
Just the Thing for Gift Hunters

These three pieces in a neat satin-lined box, are the very thing you should handle as they are certain to attract the attention of gift hunters.

This ware is heavily plated with pure silver. It is very artistic and durable and makes an excellent set for a child.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg.



CLIPPERS OF ALL KINDS

But only one quality

BURMAN'S

Clippers have been known for over 40 years as the best

They still hold that reputation and there are no clippers manufactured to-day that can compare in quality, and **BURMAN'S** cost no more than inferior lines.

STOCKED BY ALL JOBBERS

B. & S. H. THOMPSON & CO.,

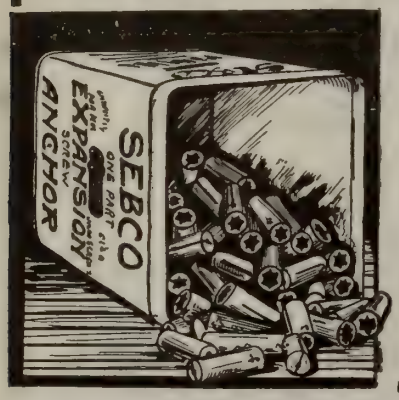
LIMITED

Sole Agents for Canada — **MONTREAL**

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

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Bacon Bros. 377 St. Paul St., Montreal, Can.; Turner & Walker, 14 Bannatyne Ave., Winnipeg, Can
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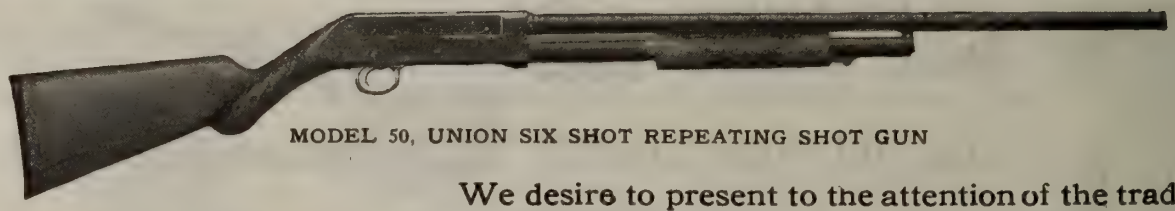

MODEL 50, UNION SIX SHOT REPEATING SHOT GUN

Twelve and Twenty Gauge

We desire to present to the attention of the trade our model 50, Six Shot Repeater, equipped as follows:—

Genuine Krupp steel barrel; full length top rib on barrel, if specified. Solid frame.

Straight line of sight; no side plate or breech block working back over hand; positive safe.

Stock and hand hold best grade American Black Walnut; both handsomely checkered.

Gauge—12 or 20 gauge.

Weight—12 gauge, 7½ to 7¾ lbs.; 20 gauge, 6 to 6½ lbs.

The only 20 Gauge Repeating Shot Gun on the market.

Free catalogue furnished on application

The Union Arms Company

P.O. BOX NO. 53 - - TOLEDO, OHIO, U.S.A.

PATENT

LEAD HEAD

Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers,
Galvd. Hoop Iron or Steel, Galvd. Plates,
Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,
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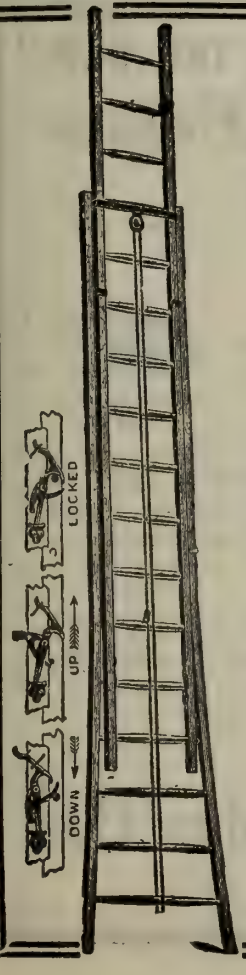

An Easily Operated, Strong and Serviceable
ROPED EXTENSION
LADDER

It is the safest and most convenient ladder for painters and contractors, as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

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Stratford Mfg. Co.
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"CLIMAX"
OAK TANNED
LEATHER BELTING

is your one best security against loss of output through belt troubles.

"CLIMAX" is the result of thirty-five years of concentration on one thing — the making of the best leather belt. It is the belting that is backed by brains.

Try one on your most troublesome drive.

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For over 35 years the makers of the best leather belts.

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DOMINION
RIFLE AND REVOLVER
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Cartridges for every variety of game and any make of firearm. Recommended by expert marksmen for target shooting, and by experienced guides and sportsmen for all kinds of hunting.

GAME GETTING, BULL'S-EYE KIND

You will make no mistake in buying Canadian-made ammunition, as it is absolutely guaranteed to you as equal in every respect to any manufactured.

High, uniform velocity, flat trajectory and close grouping of shots, combined with its absolute dependability and the economical less-duty price, make a combination you can't beat.

Shoot a box and prove our guarantee. **HITS HARD AND KILLS.**

Catalogue sent free upon request.

DOMINION CARTRIDGE CO., Limited

MONTREAL, **CANADA.**

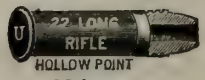
REMINGTON UMC
TRADE MARK

——AND YOU'LL NEED A FEW OF THE NEW
Remington-UMC Hollow Points
MADE IN

.22 Winchester Smokeless

.22 Winchester R. F. Automatic

.22 Long Lesmok



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Remington-UMC .22 calibre hollow points make sure your small game. Their shocking power is enormous. Small animals of high vitality cannot escape to die, wounded, in holes or cover. A hit means a kill always. And the accuracy of *Remington-UMC* .22 calibre ammunition is world famous.

Remington-UMC hollow point .22's are specially effective in the extermination of gophers, ground squirrels and other pests. And they cost but fifty cents a thousand more—subject to discounts. Ask our representative for a demonstration of their mushrooming effect.

Remington-UMC—the perfect shooting combination.

Remington Arms-Union Metallic Cartridge Co.

299 Broadway **New York City**

February the Month for Special Sales

Trade is Dull Ordinarily, but Can be Revived by Featuring Certain Lines—Cutlery and Silverware Can be Made ActiveSellers—The Experience of one Dealer.

February is one of the best, if not the very best, month in the year for the holding of special sales. This applies to all branches of trade and with particular force to hardware. The reasons are both numerous and obvious.

In the first place, business is always dull during February. Trade flickers fitfully throughout January and dies down to the mid-winter minimum in the month that follows. The necessity is greater then to take some measures to stimulate business activity.

Secondly, a sale can be conducted best during periods when the regular business of the store is light. More attention can be paid to the sale and the regular business does not suffer. February is the zero month in the trade calendar and is selected, therefore, as the best time to conduct special campaigns in certain lines.

The Rule Followed.

Having thus picked out the best time, it devolves upon the hardwareman to select the best lines to be featured. The rule followed by dealers who carry on special sales is to select the lines which are not called for much in the ordinary course of trade at that time. It is not necessary, for instance, to hold special sales of screen doors in early summer or snow shovels after the first fall of snow. The demand is there and does not need to be brought to the surface by special efforts. There are other seasons, however, when these goods are not in demand; and then it is advisable to hold sales.

To illustrate, watch the advertising columns of any large newspapers during January and see how persistently the dry goods and departmental stores feature "whitewear sales." The idea is somewhat incongruous. Whitewear does not seem a good line to feature for sale during January frosts and storms. That is just the point. There is no natural demand for whitewear and consequently the big stores set out to create it. All doubts as to the success of their efforts would be dispelled by one glimpse of the throngs of befurred and warmly bundled women who attend these sales.

The working out of the same idea has led to the vogue of February furniture sales, August overcoat sales and other regular fixtures in the average big store calendar.

What Lines to Feature.

The hardware dealer could safely follow this plan in deciding what to feature during February. Pick out a number of lines which carry a good profit but which are not actively in demand.

One of the first considerations would be a sale of cutlery and silverware. Although cutlery sells more or less steadily the whole year around, there are some seasons which are comparatively dull; and February is one of them. Demand is keyed up to a high pitch before Christmas, and a certain reaction sets in during January and February. The dealer knows that activity will return in a short space of time but, if he is fully awake to trade possibilities, he will not be content to let the demand revive of its own accord. He will take steps to bring it along and will bridge across the break in his cutlery and silverware profits. The sure way to accomplish this is to hold a special sale, featuring the goods as strongly as circumstances will allow.

Methods to be Employed.

The methods to be employed in this connection can be summed up in the one word: advertise. People are not likely to extend their shopping during February beyond the limits of sheer necessity, unless the man who has goods to sell employs some unusual means to break through their indifference. The average person will buy only if he feels it is to his distinct advantage to do so and it devolves on the dealer to prove that such is the case.

The newspaper is the most potent factor to be used in this connection. The store window is a big help but the weather man must be overcome here. A well frosted window has no attraction for the passers-by. If the weather is cold, people hurry along with their faces buried in mufflers and coat collars, looking neither to right nor left. But the merchant makes up what he loses in this way by the fact that people stay in more during the evenings and study the daily papers longer and more attentively. It is through the medium of the newspaper, therefore, that the dealer should strive to create an interest in his February sales.

The next step is to display the goods to the best advantage. This can be done by appropriating a front position in the store. A show case or two should be utilized for the goods on sale, flanking a table on which some of the more popular lines could be shown. Price tickets are an essential feature of the special sale. Double interest can be aroused in goods which are clearly and distinctly priced.

In the matter of price reductions, it is impossible to set a rule which all should follow. Some contend that it does not pay to give any reduction, urging that, by doing so, the dealer's ability to secure his regular price at other times is seriously impaired. This may be true, but the fact remains that a reduction, no matter how small, is an inducement which few people can resist, and this is one of the main reasons why special sales of unseasonable goods can be made so successful. If the fact is made reasonably plain that the price is a special one, which cannot be expected at any other time, the ability of the dealer to secure the regular figure at all other seasons should not be seriously interfered with.

However, this is a matter which every dealer must settle for himself. No dogmatic rule can be laid down. A discount might make the sale a brilliant success in one place and yet prove a bad policy elsewhere.

Other Special Sales.

There are a number of other lines which could be very successfully sold during February on the special sale basis. Paints, tools, dairy supplies, laundry accessories, are among the first to suggest themselves.

The writer is acquainted with a hardwareman who arranges one special sale every week during February. He decided to adopt this policy three year ago, the compelling circumstances being the extreme dullness of trade during that month. "I figured that I couldn't lose," he explains. "My clerks didn't have much to do anyway and the sales would not interfere with the regular business. I took a leaf out of the book of the departmental store and started to boom the lines which were not selling to any extent. The system has proven a 'howling success.'"

He holds each sale two days, Friday and Saturday. His advertising campaign is conducted with spirit and people attend, literally, in droves. The revenue from these sales constitutes over 50 per cent. of his total turnover for the month of February. The real point of it all is that the goods thus featured were formerly among his slowest February sellers.

Lesson 8---Complete Course in Cardwriting

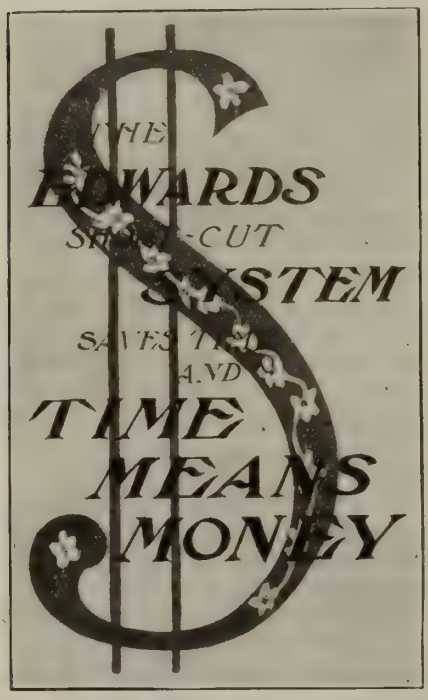
The Edwards Short Cut System --- Showing One of the Speediest Brush Stroke Letters Used in Modern Cardwriting --- The Slant Roman

(By J. C. Edwards. Copyright Canada, 1911.)

The greater speed a cardwriter can attain and yet turn out a neat, clear card, the more valuable he is, for in this day of hurry and scurry, the man who gets there first is the one who wins his spurs first.

In the accompanying plate we show the fastest practical lettering that the cardwriter of to-day will be called upon to do and yet it is as legible as its mate, the Brush Stroke Roman.

The greater speed lies in the slant which is the natural tendency or posi-



Card showing application of letter here described.

tion for fast forward movement. For instance, a bicycle rider leans as far forward as he can when he is racing ; a horse, in running, leans in the same way and it is so in most things when speed is desired. However, this gets away from card-writing and from the real reason why this lettering is more quickly made than the straight style.

When you first started lettering, did you not find your lettering had an almost irresistible tendency to lean over to the right ?

This is accounted for by the hand taking its natural untrained course as regarding card-writing and its training from infancy in writing.

Now that the student has mastered the straight up and down style of showcard lettering so far, we will give a little instruction in the more speedy brush work.

The beauty of this style lies almost entirely in the degree of success in getting a uniform slant to the letters and in the sharp clean spurs.

The best way to start is to take your practice paper and rule it in a series of pairs of lines. Then note the angle of the first stroke in letter B, not A, for the first stroke in A is necessarily at a greater slant than is necessary in most of the other letters owing to the two slanting lines coming together to form the letter face. Place your square or any ruler on the card or practice paper at the same angle as the above mentioned 1st stroke B, and draw parallel lines faintly between each pair of cross lines at intervals of two inches or so. This will give you guide lines to regulate your angle until you get it thoroughly fixed in your mind. Practice making parallel lines with the brush at the above slant. Don't be afraid to practice.

You will notice that, while this style of lettering is very much the same as the preceding brush stroke Roman of plate 6, there are a few points of difference which tend to add speed.

Take for instance the letter C and compare the brush stroke, second, or finishing stroke, in the above plate with the corresponding stroke in plate 6, and try to make both. You will find it requires more effort on your part to manipulate the brush to execute the last one.

Then look at the centre stroke (No. 5) in the E and compare it with the series of strokes (5, 6, 7 and 8) in E of plate 6. The same applies to F. You also gain time on stroke 2 of the J, strokes 2 and 3 of the S, and stroke 3 of the G.

It will be noticed that a few of the details are worked out in the lower right hand corner of the plate. This shows the spurs in detail, also the formation of the top of the T, E and F.

The shading shown in this plate is the right hand lower style, and is one that is not commonly used but is merely demonstrated here to give variety.

It is harder than the left hand lower as shown in plates 6 and 7, and is also more difficult than the right-hand top shading previously shown. We do not advocate its use on this style of lettering as it is not speedy enough. However, practice makes perfect and speed is the result of perfection.

The brush must be held always at the same angle to ensure correct shading. You must take for granted that the light falls on this letter from the left hand top corner of the card which would throw a shadow as indicated on the plate.

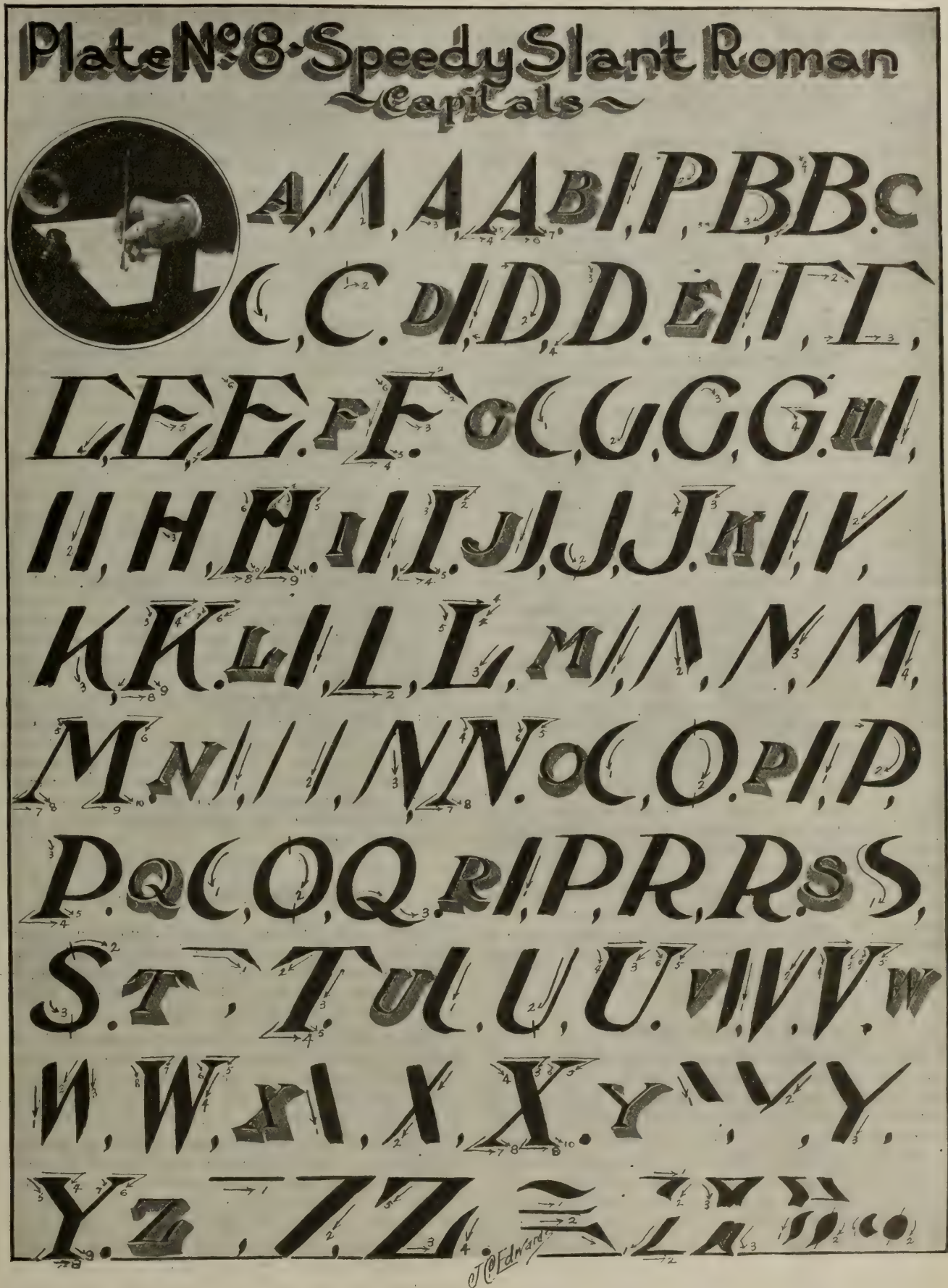
The accompanying card shows the speedy slant Roman put in actual use. The decoration consists of a large $ mark in grey, forming a relief for the lettering.

The dollar mark carries out the idea of the inscription and strengthens it to some degree.

The speed slant lettering is particularly well adapted for use on price cards and general quick store work. Practice the straight slant strokes until you have perfected them, and got the angle firmly fixed in your mind.

For particulars regarding brushes, etc., write to Hardware and Metal, or to the author, J. C. Edwards, care of MacLean Pub. Co., 143 University Ave., Toronto.

Showing position of brush in hand while lettering.



Cut illustrating Speedy Slant Roman. Follow the arrows and practice carefully. See article.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

FIGHT PARCELS POST.

Does the average retail dealer realize to the fullest extent the danger that the Parcels Post movement spells for him? Although there is nothing definite in the way of legislation now pending in Canada, the movement has not subsided. Many of the members of the present House of Commons are strong advocates of Parcels Post and are only waiting an opportunity to force the issue. It may not come during the session now in course, but there is no certainty that it will not. Like the sword of Damocles, it hangs over the head of the retailer in Canada, suspended by a thread.

Much depends on the outcome of the fight now being waged so briskly in the United States. If the agitators of the measure win there, it will not be long before the question comes up in this country. That contingency may arise, of course, before the question has been fought out to a finish by our American cousins.

In the meantime, the Canadian retail dealers should not for a moment lose sight of the matter. The old saying, "in times of peace prepare for war," might well be applied. Continuous, unremitting, emphatic voicing of the strong reasons why Parcels Post would have a bad effect, will go a long way to defeat the movement. The hardwaremen who assemble at Guelph in annual convention from February 19 to 23, should not let the opportunity slip to put themselves on record as irrevocably opposed, and with just cause, to the measure.

THE VALUE OF IDEAS.

Recently, the first installment of a sketch telling of the rise of a merchant, appeared in the Saturday Evening Post. The story is supposedly true, and tells of the rapid climb of a lad from general helper in a hardware store, to sales manager of a great New York concern. The secret of the climb was ideas. The youth deliberately worked to get ideas, and these, once to hand, he harnessed.

There is food for thought in that sketch. Some of the illustrations may not apply to present day conditions; but the general statement that ideas are what count, is absolutely true—when it is also borne in mind that the ideas must be worked and not allowed to lie fallow.

It is ideas which make for success. There is a retailer in Montreal who moved there some sixteen years ago with practically no money. He had to take a small and unimportant stand. It seemed he must fail. But he worked to get ideas, and he worked the ideas when they came. He would take an article and bring its use home to those passing, in some startling way. He has been known to sell two hundred dozen of a certain class of mouse traps while his opposition, further down the street, was selling, perhaps, a tenth that number. He used his head, and it is the man who is going to do that who succeeds.

ATTEND TO COLLECTIONS NOW.

It is some time now since anything has been said in these columns on the score of collections. This temporary avoidance of the topic has not been due to any lack of material; for at the present moment collections are very much in order.

The merchant who meets with the fullest measure of success, judged from a purely financial viewpoint. is the one who either conducts his business on a cash business or sees to it that his credit customers pay up promptly and in full. Collections are in order all the year around. This is one of the particular seasons, however, when it is most urgently necessary to get outstanding accounts settled.

In the first place, the dealer has finished stock taking, has closed his books for the old year and is starting the business of the new. It is highly desirable that the start be made on a sound basis. The carrying of heavy book debts is by no means conducive to soundness and the first of the year should see the inauguration of a brisk and determined collection campaign. As an additional reason it might be urged that the dealer has plenty of time on his hands just at present to look after it. Letters should be sent to every person on the books of the firm and, in cases of extreme obduracy, it would pay the merchant to make personal calls. Finally, the hardwareman is in need of the money now. This need is felt the whole year around for that matter but ready cash will be found particularly desirable at this juncture. The hardware dealer is entering upon his heaviest buying season and good collections now will considerably lighten his financial burdens later.

FOR THE FUTURE, WHAT?

Metals are causing no little uneasiness to those handling them just now. There seems no telling what will happen next. Men have almost lost confidence in their ability to read the signs. They are wondering—wondering what the future will bring forth.

Tin—which dropped so remarkably some short time ago—has recovered greatly. Copper, after dropping in price, has advanced once more. Spelter refused to be cheap. But these are present conditions. They promise nothing as to the future.

Tin, indeed, some are now predicting will go considerably lower. Certainly handlers have had difficulty in marketing their future at the prices now quoted. Those needing the metal have either good stocks on hand, or are holding off. Either attitude may mean anything or nothing.

Similarly uncertain is the situation in copper, and spelter is not much better. It is nervous work dealing in metals these days of the sydnicates. But fortunately the small buyer need not worry greatly. He may lose somewhat by buying inopportunely; but he need not lose

any sleep through shame at his mistake. Men who make the market their daily study are finding it well nigh impossible to see into the coming months.

METAL PATTERN SERIES.

The announcement that Hardware and Metal had secured the serial rights to the metal pattern correspondence course of L. W. Koser was one of particular interest. The first article will appear in the February 17 issue, and the series will be continued regularly from that date on, one article being published each week.

This series is undoubtedly the most complete and practical yet published in any trade newspaper. It will cover every phase of metal pattern work from the preliminary step of selecting drafting materials to the most intricate problems that the metal worker has to face. Readers interested in metal work should make a point of reading each article closely.

KEEP CLOSE TAB ON BUSINESS.

The United Cigar Stores Company, who have retail stores all over the American continent, are noted for their systematic methods of conducting business.

In the first place the location of a new store is not made without knowledge that it will be a suitable and profitable one. Facts are first secured as to the number of possible customers passing prospective store sites. For instance, a corner in a city where many men congregate is a favorable location for a store.

Their operating system has eliminated all guesswork and drudgery. The president in New York knows at any given time just how many cigars of any brand are in stock in any store and the amount sold in any given time. This is made possible from reports from all stores which are daily placed on file. These reports show the weak and strong spots in all stores and one helps to check or advance those spots in others.

An inventory is taken every day. The United Cigar Stores carry more than a million dollars worth of stuff. The president has a book showing at any time just how the business stands. This book contains a list of heads such as "gross sales," "rent," "miscellaneous wages," "cost of lighting stores," "miscellaneous expenses," "general expense," "money spent in schemes over which the store has no control," such as special advertising, etc.

Formal inventories are taken by men sent out from the home office twelve times a year, arranged at irregular and unexpected times, and they have also daily reports of sales.

"Yearly inventories," says the president, "wouldn't be of any use to us—or half-yearly or quarterly. Too much can happen in three months. We want to know what is wrong before anybody else knows."

There are many points in the policy of this company in their system to know exactly where they stand, which would be well worth careful study on the part of retail grocers.

POINTED EDITORIALS.

Trade does not come very readily during February, but it can be brought.

* * *

Eternal vigilance is the price of immunity from the evils of a Parcels Post system.

Quality should be the main plank in your selling platform. It is solid, lasting and broad.

* * *

Too high a value cannot be placed on ideas. The man of ideas, of initiative, is the man who succeeds.

* * *

The paint dealer who makes use of manufacturers' selling helps will find that they are well worth using.

* * *

The snow may be deep in the fields but it is, nevertheless, not too early to talk wire fencing to your farmer customers. They will be buying soon.

* * *

Paris green is likely to be low in price this season. Knowing this in good time will enable dealers to use the reduced cost as a business getter.

* * *

"Hitch your wagon to a star," wrote Emerson. According to a man who has seen much of hardware ideas are the harness with which to do the hitching.

* * *

"Cutlery for Christmas Gifts." It is a good sign, but not suggestive of progressiveness as it appears in a Montreal store window on the last day of January.

* * *

Write your advertisement in two minutes and the average reader will pass it over in two seconds. Thought must be reflected from the advertisement to induce thought.

* * *

There is no royal road to learning, but initiative is the one short cut to success. A new idea will sometimes carry a man farther ahead than long and earnest application of an old one.

* * *

American traveling men are up in arms against certain practices that hotel-keepers have carried on at the expense of the traveling public. United protest and action should soon compel reform.

* * *

During February is the "psychological moment" to hold special sales. Trade is dull and there is plenty of time to feature the sales; and being dull, trade is in need of some measure of stimulation. It works both ways.

* * *

Manufacturer and dealer should co-operate in all matters tending to the improvement of trade where the manufacture profers assistance in the form of "selling helps," the dealer should not fail to avail himself of the same.

* * *

Judging from the number of enquiries and letters of commendation received, our course on card writing is one of the most popular features of Hardware and Metal. In view of the favor with which these articles are being received, it has been decided to run them twice a month, instead of once a month as formerly.

* * *

Travelers demand relief from the bodily discomfort entailed by enforced stoppage at small town hotels. They demand that better accommodation be provided and no one will say that they are asking too much. The traveling man has more reason to fear the bed and board of the average country hostelry than the dangers of travel by rail and water.

Some Criticisms of Hardware Advts.

Good and Bad Points Commented Upon—Advertising Copy Should Not be Writen in a Hurry—Careful Thought and Consideration Needed in Preparing Good Copy.

It is not an easy matter to write a good retail advertisement. The hardwareman who is anxious to get the best results from his advertising should never lose sight of that fact. Ad. writing should not be approached with overconfidence in one's ability or with under estimation of the amount of effort and concentration required to produce really readable matter.

Many merchants leave the writing of their advertisements until they can find a few spare moments when nothing else is pressing for attention. They utilize those moments by "dashing off" a few bald lines of hastily considered matter, strung loosely together and sprawled over a page of paper in some semblance of form. The sheet is then sent to the newspaper office and the printer does his best to construct an advertisement out of the material thus provided. Just how good that "best" is one can learn by glancing over the advertising section of almost any small newspaper.

The writer of an advertisement shoul bear in mind that he has such a small space to use in presenting his proposition that there is just room for the best argument he has to offer, and nothing else. Now it takes thought and careful consideration to determine what is the very strongest possible argument you can find on any one subject. The successful ad. writer is the man who finds that strong point and who uses it to the exclusion of all minor ideas and considerations.

A man cannot get right down to the root of any matter without earnest and concentrated thought, and the folly of attempting to "dash off" an advertisement becomes very apparent, therefore. The chances are that the man who writes his ads. in slap-dash fashion, utlizing the first idea that comes to mind, loses sight entirely of the main idea and wastes his space by dissertating on a side issue.

Looking After an Ad.

There is another mistake which must be avoided just as sedulously. Many dealers consider that they are through when they have written the ad. and sent it off to the newspaper office. In reality, the work only starts there. Care should be taken to see that the printer catches your idea and follows it out to the letter. If possible, it is wise also to read the proof personally and insist on the utmost accuracy. Some of the advertisements which appear on the opposite page show evidences of lack of attention in this respect.

The advertisements reproduced are not, on the whole, fairly representative of the standard of retail hardware advertising. While there are good points in some of them, there are also bad, and in some the bad points outnumber the good.

Special Sale Publicity.

No. 1 (Three column space).—The Manitoba Hardware and Lumber Co., of Virden, Man., have violated none of the first rules of good advertising and have on the whole a good ad. The heading tells its story, but the second line "lasting until January 31st," might have been eliminated profitably. Why tell the people that they have until that date to take advantage of the special values offered? Why put a premium on procrastination? In the opinion of the writer, that line seriously, crippled the effectiveness of an otherwise good ad.

The strongest point is the concise and positive way in which the prices are shown. The layout is good and is only slightly detracted from by the elaborate and antique border used.

No Prices Quoted.

No. 2 (Two-column space).—J. F. Turnbull, of Fillmore, Sask., does not take the people into his confidence enough to make his ad. an effective one. To announce reduced prices only to withhold any definite information as to what the reduced prices are,is to rob that announcement of its greatest interest for the reader. If the price had been indicated opposite each article, the selling power of the ad. would have been increased 100—yes, even 500 per cent.

No. 3 (Two-column space).—Here we have an advertisement with both good and bad points. The bad points, we believe, can be laid chiefly at the door of the printer. The Pioneer Hardware Co. of Treherne, Man., had two good talking points and they made tolerably effective use of them considering the limited space that they had at their disposal. The layout was planned well but the execution was weak. The printer gave prominence to the heading "Reduction in skates," and then took it away by building a border just as black right up around it. Why such a fancy, useless border anyway? A plain rule would have been more attractive and it would not have set itself up as a counter attraction to the words which the advertiser wanted to stand out.

The Printer Again.

No. 4 (Two-column space. — John Rhodes, of Dryden, Ont., has good reason to complain of the printer's work in laying out this ad. No fewer than five different series of type have been used in making it up! Then look at the typographical mistakes distributed with impartiality throughout the reading matter. Clothes may or may not make the man but printing work can make or unmake an ad.; and beyond all doubt, the ad. in question, has suffered sadly.

Simplicity is a rule upheld by all who have studied typographical problems. The mingling of different styles of type is now held up as a most grievous mistake. A "patchwork" ad. is produced when the printer goes in for variety of type. Advertisers should see to it that the printer maintains one series throughout an ad. as far as possible.

No. 5. (Two-column space).—Allis & Weidenhammer, of Grandview, have not made especially good use of their space. The significance of the ruled lines at top and bottom is hard to grasp. If the space thus used is neither required nor desired, why not leave it blank? White space is better than a close series of lines which most people would find trying to the eyes.

This ad. would have been much more effective had the name of the firm been placed at the bottom and the top space devoted to a good heading. Something relating to the special value or extra quality of the stock carried should have been shaped up into a strong leading line. The chief weakness of this ad. lies in the fact that the subject of price—the ad. writer's most potent argument—has been shunned completely.

No. 6 (Three-column space). — Jas. Frank has planned his ad. cleverly. The use of the white space and the single rule makes the reading matter stand out prominently and invitingly. But the printer, alas, has again taken away from the effectiveness of the copy by using different styles of type.

There is something lacking in the reading matter also. The writer has not convinced; he has failed to "hit the bull's-eye." The statement following that very promising line, "It now remains for us to prove it," falls short of expectations. The proof is left to some future time, when the reader will visit the store to receive the proof. It would have been infinitely better if some proof had been put down there and then in black and white. The object of advertising is to convince people sufficiently to bring them to the store. It does not do to leave all the convincing until after the customer comes. He may never come.

Special In Graniteware

Lasting Until January 31st

Scotch Graniteware

No. 18 Saucepan	20c.
" 20 "	20c.
" 22 "	25c.
" 24 Preserving Kettles	30c.
" 26 " "	35c.
" 28 " "	45c.
" 1 Pudding Dish	10c.
" 2 " "	15c.
" 3 " "	15c.

Steel Enamelled Fry Pans

Regular 40c	25c.
" 45c	30c.
Milk Pans	20c.
Wash Basins	20c.

Imperial Ware

No. 12 Berlin Kettles, reg. $1.50, spec.	$1.15
" 8 Mixing Bowls, reg. 35c., spec.	25c.
" 1½ Pudding Dishes, reg. 20c. special 2 for	35c.
" 2 Pudding Dishes, reg. 25c. special 2 for	35c.
" 8 Milk Pans, reg. 40c. spec.	30c.

All other articles at 25% discount.

White Enamel Ware

Dinner Plates, reg. 25c.	15c.
Hand Basins, reg. 35	25c.
Side Meat Dishes, reg. 25c	2 for 35c.
Mixing Bowls No. 12, reg 75c	60c.
" " " 10, " 50c	40c.

Many Bargains in Earthenware, including Casseroles, Bean Pots, Stew Pots, Pudding Dishes and Cream Pitchers.

Watch Window for Display of Goods.

THE M. H. & L. CO.

HARDWARE, LUMBER and FURNITURE

NELSON STREET. - 'PHONE 27.

1

Working man's Hardware Store

JOHN RHODES.

DRYDEN

Dealer in all kinds of

Hardware, Tinware, Stoves

Beds and Mattresses

Barb Wire and Peerless Lawn and Field Fence

Mowing Machines, Farm Machinery, Wagons, Sleighs
Binder Twine, Pumps, Etc.

Sewing Machine Needles—Eldridge B, Raymond, Singer F.S, White Domestic, Standard, New Home, New Williams, Singer Family

4

Alliss & Weidenhammer

Have in stock a splendid stock of the best and most reliable makes of

Sleighs & Cutters

as well as complete stock of everything in the Hardware line. Call and see our stock before deciding on your purchases.

5

Reduced Prices on

Fancy Lamps
Carvers
Silverware
Cuttlery
Blankets
Churns and
Washing Machines

SEE Us For **Barrel Feed Cookers for Hogs and Stock**

J. F. TURNBULL

Hardware and Tinsmithing

Furnaces a Specialty

2

REDUCTION IN SKATES

We still have a well-assorted stock of Skates on hand To clear this season we offer all, for cash, at

25 p. c. off

Parkyte Closet Bargains

We have on hand 2 family-size Parkyte Sanitary Closets. Reg. price $25.00. A Bargain **$20.00 each**

THE PIONEER HARDWARE STORE

J. P. STRAUBE, 'Phone 11, TREHERNE

3

It is an Easy Matter To Make Alluring Statements

Another Matter to Prove Them

IN a recent issue of this paper we made a statement to the effect that by purchasing your Hardware from us you were saving money.

It now remains for us to prove it.

All you have to do is to make up a list of what you want, bring it along and get our prices, and it won't take long to convince you that to buy elsewhere is a loss of money, and to go elsewhere is a loss of time.

Watch next week's Ad. for special prices on Heaters.

JAS. FRANRS.

Hardware Merchant. 6 - **Wapella, Sask.**

Veteran Figures in the Hardware Field

No 6—MICHAEL PHILBIN, Montreal.

Yes, the heavy fur collar shown so plainly in the picture to the right, indicates that the wearer of that collar comes from a cold country. And indications are not misleading here, for Michael Philbin—the wearer in question—has lived in Montreal for many years—even since he was born, in fact; and Montreal, though it can be temperate to say the least, can also be decidedly frosty.

Mr. Philbin has seen the Canadian Metropolis grow, and has taken fair advantage of the growth. Twice he has anticipated events. He was the first man to establish a hardware store on St. Catharine Street—the present up-town district. He was the first man to open a hardware store in Westmount. Now retail places of business have so multiplied in these sections that they can hardly be counted, but Mr. Philbin was the first. He was the pioneer.

When recently a representative of Hardware and Metal dropped in at the store of Philbin & Co., Westmount, he found Mr. Philbin busily engaged taking stock. For forty years this man has been active in the hardware business, but yet he is able to attend to details—and there he was at five o'clock, hard at it, listing goods. It was not an easy task to induce this veteran to leave the stock-taking of the articles on the shelf, to take stock. as it were, of his life. Mr. Philbin is exceedingly retiring, and shrinks from anything which at all savors of publicity.

But once started talking of the early times Mr. Philbin becomes less reticent. He likes to remember the old days—the days when Montreal was a comparatively small city, and when St. Catherine Street property sold for less than a dollar a foot. Naturally the thought of lost opportunities to make money in this real estate is associated with some regret. Yet Mr. Philbin has little cause to mourn. His two stores—one in the heart of the up-town shopping district, managed by his son, and one in Westmount, managed by himself—stand as testimony to the success of his endeavor.

Fortune in His Grip.

But if ever a man had a fortune within his grip it was Mr. Philbin. His father owned a great block of land bounded by St. Catharine, Drummond and Stanley Streets. This is now selling for almost fabulous sums, but it was lost to the Philbin family through the fault of friends, for whom the father of Michael Philbin had signed notes.

Michael Philbin was the first man to establish a hardware store on St. Catherine Strect—the present up-town district. He was the first man to open a hardware store in Westmount. He was the pioneer.

Michael Philbin, after engaging in lumbering operations along the Ottawa River for nearly ten years, started to work with Foley & Co. in wholesale hardware. Times have changed since then.

It was about thirty-five years ago that Mr. Philbin determined to start out for himself. He says he had not much money, which will be encouraging to young men of the present day. From the first he did well, though it meant hard work. Some sixteen years ago he moved to St. Catherine Street, occupying a store in the old Queen's Block, where Goodwin's large department store now stands.

People who know St. Catherine Street as it is to-day will find some difficulty in realizing that Mr. Philbin was the first hardware man to move there, and was among the first retailers. Others followed hard after, but Mr. Philbin was pioneer.

Started a Branch.

From the store in Queen's Hall, Mr. Philbin moved across the street to his present stand. Then, ten years ago, he became possessed of the idea that it would be wise to start a branch in Westmount. For five years he operated at the corner of Green Avenue, which even that short time ago was well out toward the western limits; and five years ago moved a little further west to his present stand. Both these Westmount stores have proved successful. Mr. Philbin's idea was correct. The city was growing that way, and while a lot of Westmount trade still goes past his Westmount store to his establishment in the centre of the city, yet the branch catches much business which otherwise would be lost.

In all these years during which Mr. Philbin has been actively engaged in hardware in Montreal, many changes have come about. "The whole scheme of business has changed," he says. "Now many more lines have to be carried. It is that which makes operations more difficult—that, more than the keener competition. A dealer has to keep in touch with many new lines now. He has to be ever on the lookout for these. It is the new goods, the specialties, which now yield a great part of the profits."

During the years—why, according to Mr. Philbin, it is seventy years since he became a Montrealer, though he does not look that old. Well, during these years Mr. Philbin's great interest has been business. Politics were to him taboo. He was asked several times to allow his name to go before the people, but always he thought it better to refuse. Societies find in him a friend, but not an active member. He has had his way to make, and he has worked hard to make it. And still he works. In some men the joy of doing things dies hard.

TRAVELERS' WAGE WAR.

Chicago, Ill., January 26.—Plans were made in Chicago by the directors of the National Association of Traveling Men to wage a relentless war throughout the country against the "unfair" methods used by hotel keepers, baggagemen and railroads "to the injury of the traveler." To make the war effective the travelers voted to increase the directorate from 6 to 24 members.

The traveling men charge that there are numerous hotels where it is almost impossible for a guest to get the same room twice. The price usually is "boosted."

That railroads, by limiting to 150 pounds the amount of baggage that can be carried, and by attempting to do away with the wardrobe trunk, are unjust to the traveler who uses the road once or more a week, as compared with the traveler who uses it only once a year.

By "Mack."

Politeness on the part of the officials of a great railway corporation forms the theme upon which Elbert Hubbard recently wrote a booklet.

I am given to understand it is intended for circulation amongst the employes of the road. The company believes that courteous treatment extended to patrons of the road will reflect itself in increased receipts.

Their expectations will, no doubt, be realized, for the majority of mankind appreciate attention from others.

One of the most important directions early impressed upon my mind on entering the retail business was to cultivate politeness to customers. I thought it an easily acquired accomplishment and was at some pains to extend similar instructions to the store's staff.

In practical operation in the store, daily this application of social virtue to our business operated very successfully. But on one occasion a customer was lost to the store through an excessive zeal to excel in waiting on a lady, prominent socially in the city, by one of the store salesmen.

And this is how it happened:

Many clerks, after the sale is completed and making the change is the concluding feature of the transaction, utilize the time to make various ingratiating remarks calculated to be of a friendly nature. The intention is laudable but sometimes the observations are lacking in the essential quality of tact and fail to please some sensitive listener. This was the atmosphere created when the well disposed hardware salesman addressed the well worn enquiry to the city social luminary. (I mean well used enquiry to our rural friends)! "How are the roads to-day?"

Sounds inoffensive when written, but it apparently contained some hidden inference regarding the lady's local residence which was resented by her.

We, of the store, became aware of the termination of her calls at the shop and learned the explanation from external sources some time after the event. It was what the French term a "faux pas," most unfortunate, and time is necessary to eradicate its humiliating effect. We shall all probably agree on the maxim in business that politeness pays, but when too many topics are woven into the intercourse with customers there is danger of the escape, to our loss and future embarrassment, of the undiplomatic phrase.

Moral: Discuss the weather whenever possible.

Hardware Letter Box

Neu-Tone Oil Paint.

W. H. Turnbull, Brantford.—"Who are the makers of Neu-tone, a flat oil paint in all colors?"

The Martin-Senour Co., Toronto branch 215 Victoria street.

Keen Kutter Goods.

S. J. Fraser, Bradford.—"Can you give me the name and address of the firm manufacturing the Keen Kutter line of hardware?"

Simmons Hardware Co., St. Louis, Mo.

Perkins Toe Calks.

F. E. Hendershot, Mount Forest.—"Can you tell me who makes Perkins toe calks?"

R. J. Perkins, Providence, R. I., is the manufacturer.

Water Softeners.

James Fitzpatrick, Trenton.—Will you send me the address of a firm manufacturing water softeners?

A compound to take the alkali out of water is made by the British American Oil Co., Toronto, Electric Boiler Compound Co., Guelph, and the Canadian Chemical Manufacturing Co., London, Ont.

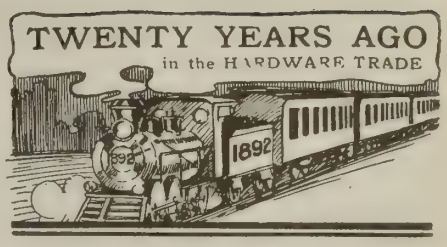
Mazda Lamps.

Bonthron & Drysdale, Hensall, Ont.—"Do you know who makes Mazda electric lamps?"

The Sunbeam Incandescent Lamp Co., Toronto.

Wood-Vallance Bonspiel.

Winnipeg, Man.—The Wood-Vallance curlers held forth at the Union Terminals rink, when three sheets of ice were kept busy and the same number of close games were played. These had an important bearing on the final result of their league, as it practically qualifies the winner to play off for the finals in the two groups. F. W. Lynde is tied with J. Feir for the top of the league in group "A" and J. C. Gillespie has four wins with one game to play in group "B," the only opponent who can tie him being T. Ching, who must win all his games to do so.



The following items are taken from the issue of January 30, 1892:

"The Travelers' Circle of Canada, has sent out an anti-treating circular to travelers and retailers advising that the custom of treating be eliminated as far as possible. It is signed by R. M. Stewart, president, and E. Fielding, secretary."

Editor's Note.—While treating is not yet done away with entirely, there has been a big improvement in this respect and business is largely done on a "dry" basis now. It is interesting to note that E. Fielding is still treasurer of the Commercial Travelers' Association of Canada.

* * *

"Clark, Kerr & Thorne, hardware merchants, St. John, N.B., have been succeeded by Burpee, Thorne & Co."

Editor's Note.—W. H. Thorne & Co. is now the style under which the business is carried on. They have one of the finest hardware stores in Canada.

* * *

"The E. & C. Gurney Works, Toronto, opened up in full blast on Saturday with 110 moulders on, after being closed down for a short time for stock-taking. They are already at work upon their John Bull steel plate ranges and Countess base burners."

Editor's Note.—The present proportions of the Gurney Foundry Co. plant are an indication of the growth, not only of that firm, but of the country generally during the intervening twenty years.

* * *

"A very pretty display of hardware—bronze and brass door knobs, etc.—may be seen in the window of M. & L. Vokes, dealers in builders' hardware, Yonge St., Toronto."

Editor's Note.—The Vokes Hardware Co., of which Miles Vokes is president, are now located in very commodious premises on Queen St. East. J. L. Vokes, who had been a partner in the old firm, is now the president of J. L. Vokes & Co., who conduct a fine hardware establishment on King St. West, Toronto.

The Management of a Retail Business

No. 5—Cash Discounts. (Continued.)

By H. C. Carson, F.S.S.

The foregoing balance sheets (see last week) of course constitute mere memoranda, being based on estimated stock on hand, but they are nevertheless useful as forming a fairly accurate indication of the state of each business at the close of the first quarter of the year.

Although the period has been short, scarcely long enough for any business to find its bearings, as it were, yet both merchants have gained some useful experience in judging human nature. They have both learned the tendency of customers to enlarge rather than diminish the amounts they owe, and that a large proportion of their present accounts receivable was incurred during the first month. No. 1 merchant is especially dissatisfied because he had planned, at the outset, to adhere almost entirely to a cash business. It is very hard, however, to live almost entirely up to any rule, and in this case it is like a horse that is almost always ready to run away. There is no comfort and some danger in driving a horse of that kind.

$10 Coupon Books.

He realizes, too, that a rigid enforcement of the cash rule would most probably reduce the volume of his trade, to the advantage of No. 2, his competitor. After due consideration, a new plan suggested itself, which, in effect, would encourage cash trading and at the same time widen the distribution of his credits and limit the amount to each customer.

Being an industrial district, his patrons mostly received their wages weekly, and he wisely concluded that accounts could be paid weekly and determined upon $10 as the limit of an individual credit. To avoid the inconveniences of book-keeping, he arranged to have coupons printed, in book form, in varying denominations from five cents to $1.00. Each book contained a promissory note for $10 in his favor, which the customer was required to sign on receiving the coupons.

Allowed Cash Discount.

The inducement for cash was 2½ per cent. discount, or $9.75 per book. Coupons representing the amount of each purchase were to be collected on delivery of the goods, and when exhausted a further issue would not be made while payment of the previous book was outstanding. Furthermore, the notes provided for interest from date of maturity, getting over a difficulty which is not met by merely printing on a statement that interest will be charged on overdue accounts. This is a common practice, but has no force in law, because it is not a contract. These coupons bore the book number, for identification, and by cancelling coupons in what was called the outstanding coupon book, prepared for the purpose, the liability on this account could be ascertained with very little trouble at any time.

Such was the plan inaugurated by No. 1 on the first day of the second quarter's business, April 1st.

Merchant, No. 2, in the meantime, had been in a deep study over the condition of his accounts. He had ample receivables to offset his payables, but collections were becoming increasingly difficult and no remedial plan had occurred to him beyond a little extra effort in collecting.

Opportunity to Replenish Stock.

Another thought occurred to No. 1 He had an established line of credit at his bank for $1,000 and it was folly to let this remain idle. He discounted $750 for 30 days, and proceeded to replenish his stock, which had been depleted to some extent. But he did not buy in the same small quantities. Special prices were securable for 5 or more case orders in some lines and these advantages he seized as far as possible, realizing the force of the trite old saying "well bought is half sold." Let us see how they stood at the end of the fourth month.

End of Fourth Month.

Merchant No. 2 sold during the month $2,500, an increase of $500 over the previous month, due to some of No. 1's customers going over to him because of his new plan, which they did not like. Only one-third of the total was sold for cash, however, but he had collected $1,000 last month's accounts, leaving $967 still to be gathered in. Of course his accounts payable, $918 had been paid in the meantime, and also some of the current month, but he was compelled to purchase rather heavily, in order to keep his stock up to standard, these amounting to $2,200, and representing an increased number of creditors. Here is the record (expenses being the same as before), which compare with last month, in previous article.

Cash in hand	$ 183 00
Accounts receivable	2,633 64
Owing to creditors	1,617 67

Merchant No. 1 had also worked on his outstanding accounts of last month, reducing the amounts from $766 to $135. Out of eighty customers he had lost ten on account of the coupon system he had inaugurated. Several new ones had also come to him, attracted by the system, so that, all in all, he had lost but little ground. He had discouraged his good customers from paying cash across the counter, realizing that the coupons were an effective means of holding trade, and consequently his cash sales, exclusive of coupons, were only $150. He had sold 240 books of coupons to eighty customers, or an average of three to each, 60 of them at $9.75 for cash, his loss on this score being $15. All but 60 had been paid for as they fell due, so that his bills receivable stood at $600. He had redeemed $1,850 coupons in sales and therefore his liability to customers was $550, or just $50 less than his bills receivable. His stock had been increased in the meantime, his purchases amounting to $3,500, on half of which he had secured a five per cent. advantage in quantity price, besides two per cent. cash discount. He stood thus:

Cash in hand	$154 83
Accounts receivable	135 00
Bills receivable	600 00
Owing to Bank	750 00
Unredeemed coupons	550 00

His bank discount cost $4.37 and loss on coupons $15, but his gain on quantity price was $87.50 and cash discounts $68.25, a total of $155.75, or $136.38 net.

What Balance Sheets Show.

Space will not permit our going into the next two months at this writing, so we will do as before, construct new balance sheets, basing the profits at 25 per cent. of the sales as before.

Merchandise Account—

	No. 1.	No. 2.
Stock on hand April 1st	$2,125 00	$2,125 00
Stock purchased during month	3,500 00	2,200 00
	$5,625 00	$4,325 00
Sales for month at 75% cost	1,500 00	1,875 00
Stock on hand	$4,125 00	$2,450 00

No. 1 has now a much larger stock, it will be seen owing to quantity buying, but in consequence it will not be necessary for him to go to market quite so often. His balance sheet now stands

as follows, a very creditable record for four months' trading:

Assets—		
Cash in hand		$ 154 83
Accounts receivable	$135 00	
Bills receivable	600 00	
	$735 00	
Less unredeemed coupons	550 00	
		185 00
Merchandise		4,125 00
Fixtures, etc.		1,000 00
		$5,464 83
Liabilities—		
To Bank		750 00
Net worth		$4,714 83
Original capital		3,500 00
Gain (4 months)		$1,214 83

No. 2 merchant shows the following balance sheet, undoubtedly solvent, but with an enlarged list of creditors and more than ever dependent upon his customers to protect his credit.

Assets—	
Cash in hand	$ 183 00
Accounts receivable	2,633 64
Merchandise	2,450 00
Fixtures	1,000 00
	$6,266 64
Liabilities—	
To sundry creditors	1,617 67
Net worth	$4,648 97
Original capital	3,500 00
Net gain (4 months)	$1,148 97

The net gain of No. 1 is only $65.86 greater than his competitor, but No. 2 has done more business, his sales from the beginning amounting to $7,000, against $6,500 by No. 1. The net gain of No. 1 in ratio to sales is therefore 18.6 per cent., compared to 16.4 per cent. by No. 2. Both rates are high, however, and it has just occurred to the writer that the withdrawals of the merchants for living expenses, etc., have not been taken into consideration. This must be adjusted in the next instalment.

Instead of designating the merchants as No. 1 and No. 2 in future it would be appropriate and justifiable to refer to No. 1 as the merchant and to the other as the shopkeeper, for they are growing further apart each month in all the essential features of progressive commerce.

STEEL BILL CARRIED.

Washington, D.C., Jan. 29.—The Steel Revision Bill, reducing the duties of the Payne-Aldrich Act from 35 to 50 per cent. passed the House late this afternoon. The bill was passed by 210 to 109, twenty Insurgent Republicans voting with the Democrats.

List of the Convention Exhibitors

Practically all Spaces in the Exhibition Hall Are Now Taken—Half Fare Rate Secured for Ontario as far West as Fort William, Quebec and the Maritime Provinces.

The time for the annual convention of the Ontario Retail Hardware and Stove Dealers' Association is drawing near at hand and all arrangements are practically completed.

Arrangements have been made with the railways for a single fare rate to Guelph for the convention. This rate will be given to all hardwaremen, manufacturers and travelers who attend and will apply, as far west as Fort William. It will apply, in addition, to Quebec and the Maritime Provinces. Delegates and visitors from Quebec and the Maritime Provinces will be able to obtain convention certificates from Feb. 15 to 21, the tickets allowing them to return any time between Feb. 22 and 27.

It is not yet possible to give a complete list of the exhibitors but the list up to date is as follows. There as still a few gaps to be filled in but it seems reasonably assured that there will be no vacant spaces when the convention opens.

List of Exhibitors.

Taylor Forbes Co., Guelph.
F. W. Bird & Son, Hamilton.
Ohio Varnish Co., Cleveland.
Dominion Register Co., Toronto.
J. Wiss & Son, Newark, N.J.
E. C. Atkins & Co., Hamilton.
Pinchin-Johnson Co., Toronto.
Pratt & Lambert, Bridgeburg.
H. W. Johns-Manville Co., Toronto.
National Equipment Co., Toronto.
Dominion Roofing Co., Toronto.
Benj. Moore Co., West Toronto.
Gendron Mfg. Co., Toronto.
Standard Paint Co. of Canada, Montreal.
Tobin Arms Mfg. Co., Woodstock.
Oneida Community, Ltd., Niagara Falls.
International Varnish Co., Toronto.
Page Wire Fence Co., Walkerville.
Cummer-Dowswell, Limited, Hamilton.
S. F. Bowser & Co., Toronto.
Imperial Varnish & Color Co., Toronto.
Boeckh Bros., Limited, 80 York Street, Toronto.
Martin-Senour Co., Montreal.
Stanley Rule & Level Co., New Britain, Conn.
Glidden Varnish Co., Toronto.
Brantford Roofing Co.
D. Maxwell & Sons, St. Marys.
Yale & Towne Co., 9 Murray St., New York.
Aspinwall Mfg. Co., Guelph.
Parker & Whyte, Winnipeg.
One Minute Washer Co.
Success Mfg. Co., Gloucester, Mass.
Lewis Bros., Montreal.
Dover Mfg. Co., Canal Dover, O.
W. C. Crawford Co., Tilbury.
Pike Mfg. Co., Pike, N.H.
Gillette Safety Razor Co., Montreal.
Lufkin Rule Co., Saginaw, Mich.
Canadian Carbon Co., Toronto.
Sovereen Mit and Glove Co. (N.B. Misener, 105 Cowan Avenue, Toronto.)
Brandram-Henderson, Montreal.
Carborundum Co., Niagara Falls N.Y.
Buffalo Sled Co., North Tonawanda, N.Y.
Ontario Lantern & Lamp Co., Hamilton.
Lowe Bros., Limited, Toronto.
Onward Mfg. Co., Berlin.
Gutta Percha & Rubber Mfg. Co., Toronto.
Steel Trough & Machine Co., Tweed.
Down Draft Furnace Co., Galt.
Can. Heating & Vent. Co., Owen Sound.
Wondershine, Ltd., Toronto.
D. Moore Co., Hamilton.
Dunlop Tire and Rubber Goods Co., Toronto.
Stratford Mfg., Co., Stratford.
Steel Co. of Canada.
Louden Mfg. Co., Guelph.
Canadian Gate Co., Guelph.
Gilson Mfg. Co., Guelph.
Imperial Steel & Wire Co., Collingwood.
Queen City Oil Co., Toronto.
Burrow, Stewart & Milne, Hamilton.
Northern Aluminum Co., Toronto.
Clare Bros., Preston.
Sanderson Harold Co., Paris.
Moffat Stove Co., Weston.
Harriston Stove Co., Harriston.
James Stewart Mfg. Co., Woodstock.
J. H. Connor & Son, Ottawa.
Hall, Zryd Fdy. Co., Hespeler.
McClary Mfg. Co., London.
Shurly, Deitrich Co., Galt.
Allan Hills Edge Tool Co., Galt.
Can. Brass Co., Galt.
Potato Machinery Co., Galt.
Galt Robe Co., Galt.
Goldie & McCulloch, Galt.
Galt Art Metal Co., Galt.
Kaiting Washing Machine Co., Galt.

H. S. HOWLAND'S TOURNAMENT.

Toronto.—The H. S. Howland, Sons & Co., bowlers held their annual ten pin tournament at the Athenaeum Bowling Club on Friday night, the winner turning up in J. Tucker, of the pricing department. W. Paton, the manager of ceremonies, finished second, while Lawrie, of the warehouse staff, was third. Wright of the city salesmen won fourth, and Bain of the checkers took the fifth. Hodgson of the warehouse won sixth.

Progressive Hardware Retailing

Dealer Clearing Out His Store Stock—Paint Window is Bringing Results—Skates are Being Featured by Many Dealers.

FEATURING SKATES.

Victoria, B. C.—The Hickman Tye Hardware Co. are taking advantage of the great popularity of skating this season to make a special effort to push the sale of skates. They have succeeded so well up to date that they announce the arrival of a new shipment. Considering the lateness of the season, it would appear that the firm are driving a pretty brisk trade.

Three-column advertising space is being used to advertise skates. A feature of their copy is a section devoted to giving advice on the handling of skates. Considering the fact that it was not until this year that skating and hockey became very popular on the coast, this advice is timely and is attracting considerable attention.

CLEARING OUT STOVES.

Wetaskiwin, Alta.—The Wetaskiwin Hardware Co., announce that they expect to be installed in their new store on or about February 8.

In the meantime they are holding large sales to reduce their stock as much as possible prior to moving. A special effort is being made to sell stoves, both heaters and ranges being offered at reduced prices. In a recent advertisement they give a list of the stoves they have to offer, the list ranging from an $8 heater to a $58.50 range.

A STOVE CAMPAIGN.

Galt, Ontario.—Under the caption "Buy it Now," the McMurtry Hardware Co. are conducting a stove advertising campaign. They make a special point of the economy feature of the stoves they are handling. One of their recent advertisements reads :

"Save half the coal and wood bill. If it burns 3 scuttles a day we will guarantee the "——" not to use more than 1½ scuttles to do the same work. If you use 2 scuttles per day the "——" will only use 1 and will heat just as well and bake as much. If you use 1 or 1½ scuttles we will guarantee to cut the quantity in two and do the same work. Our suggestion—Look into this fuel saving."

SECOND ANNUAL SALE.

Forest, Ont.—The Arcade Hardware Co. are holding their second annual sale. It started on Jan. 26, and will last until Feb. 10. In that space of time, they intend to cut their stock in two, announcing this in their advertisements as follows:—

"After taking stock we find invested in Arcade Hardware Store $13,558.82. We cannot do enough business to warrant a profit on so much money invested. So we have decided to cut our stock in half in two weeks."

In order to accomplish this feat they are offering big reductions and are selling for spot cash.

AN APPRAISING CONTEST.

Contests of all kinds are inaugurated by hardwaremen to stimulate interest in their stocks. One of the best varieties is an appraising competition arranged by an English hardwareman, or ironmonger, to be more explicit. The idea worked upon was to encourage people to estimate each article shown in the window. Prizes were offered for the closest estimate of the total value of the goods displayed and the result was announced in the "Ironmonger" as follows:

A Value Guessing Competition.

A novel competition inaugurated by Mr. J. Blakey, ironmonger, of Scotland Road, Nelson, terminated last week. There were sixty-eight competitors who were required to appraise the value of the goods shown in one of Mr. Blakey's windows. The actual value was 381. 8s., but the estimates varied from 31. 12s. 6d. to 1161. 17s. 6d. The winner of the first prize named 381. 15s.; the second gave 411.; the third 411. 1s. 3d.

FOURTH ANNUAL SALE.

Melfort, Sask.—For the last four years, G. B. Jameson, hardware dealer has conducted a clearing sale during January. Following stock-taking, he offers a 25 per cent. discount on certain lines of goods and in that way clears out all surplus stock. The sales have proven very successful. Mr. Jameson is is now completing his fourth sale and has met with even more success than in past years.

A PAINT WINDOW.

Regina, Sask.—Armstrong, Smyth & Dowswell, are showing an excellent window display of paint and paint brushes, this week. Although there is very little paint selling as yet the window is attracting much attention, and results are being seen.

ONE-DAY SALE.

Lethbridge, Alta.—The Hayr Hardware Co. are moving into their new store on 6th street south. As a preparatory step they held a big one-day sale of ranges and heaters, in order to clear out their stock. Special bargains were offered and, despite the fact that this is not the stove season, they had a large sale.

A CREDITABLE SHOWING.

Cleveland, O., Jan. 31.—The Iron Trade Review for to-day says:—

In point of tonnage, the iron and steel market made a very creditable showing during the initial month of the year as compared with the closing months of the old year. While there has been a decided falling off in strictly fresh buying and the market as a whole is much quieter than at the beginning of the year, specifications against contracts for finished products made a few months ago at the lower prices are considered fair and have enabled the mills to operate at a very satisfactory rate. Prices on plates and shapes are not quite as firm, but there has been no material change in the price situation.

The Carnegie Steel Co. has received a contract for 8,000 car wheels for the Pennsylvania lines east cars and 4,800 wheels for the cars to be built for the lines west. The lull in car buying referred to recently continues. The most important structural award calls for 4,000 tons of steel for the Boston & Maine railroad shops for which the McClintic-Marshall Construction Co., has the contract. The contract for the 40,000 tons of plain material for the Hell Gate bridge approaches will in all probability go to the Carnegie Steel Co.

Current News of Hardware Trade

Injury to Hand.

Taber, Alta.—Jim Douglas, of the Taber Hardware Co., was moving some heavy material when he sustained severe injuries, his hand being badly smashed.

Howland's Won.

Toronto, Ont.—The hockey teams of H. S. Howland, Sons & Co., met the Aikenhead's Ltd. seven at Varsity rink. The score at half-time was 2—2. Aikenhead's won out finally by 5 goals to 2.

A Tool Factory.

Lindsay, Ont.—Commissioner McComb is making arrangements for the establishment here of the branch factory of an American tool manufacturing company.

To Build in Weyburn.

Weyburn, Sask.—The Marshall Wells Co., of Duluth and Winnipeg, have purchased property here on Third street, for the sum of $25,000. It is intended to erect a building there in the spring.

Charleston Store Robbed.

Ottawa, Ont.—The hardware store of William Charleson, 115 Rideau street, was robbed by burglars who committed a number of other depredations. They stole about $150 worth of cutlery, knives, razors and other articles, but did not succeed in securing any cash.

Expect a Brisk Spring.

J. McIntyre, of Whitby, accompanied by his son, spent a few days in Montreal this week, picking up a supply of specialties for the spring trade. They are strongly under the impression that business will be very brisk this spring, and are making their preparations accordingly.

In Temporary Quarters.

Halifax, N.S.—Cragg Bros., hardware merchants, who were burnt out in last week's fire, have not lost any time in securing temporary quarters where they can carry on business. As the fire was some time in reaching their building they had an opportunity to have a large percentage of their stock saved, which was placed in quarters about two blocks along the same street. The goods have been assorted and removed to 25 Duke St., in the warehouse until recently occupied by the firm of Smith Bros., where the business will be conducted during rebuilding operations. Meantime orders have been sent off to manufacturers for new goods, so that the firm will very soon be in a position to supply the trade again. Mr. Cragg has been planning for sometime to build a new building on the site of the premises in which he was doing business, as the old place was cramped and the need of expansion was being felt. Mr. Cragg already has plans and there will probably be little delay. The new building will be higher than the old one and will in every way be a credit to its location on what is probably the best corner site in Halifax.

Fire Losses.

Shoal Lake, Man.—After eleven years in business, Eakins & Griffin, hardware merchants, have experienced their first fire. The fire started in a neighboring bakeshop and spread to a number of other stores. The total loss will be about $30,000, of which $12,000 is placed on the stock of Eakins & Griffin. Their loss was well covered by insurance.

Staff Changes.

Mr. W. Robinson, sampling clerk of J. H. Ashdown Co., Winnipeg, has resigned and accepted the position of traveling salesman with Peart Bros. Hardware Co., Regina. He is originally from Woodstock, Ont.

Mr. Samuel Buscombe, formerly of Wood-Vallance Co., Hamilton, is now with Peart Bros. Hardware Co., Regina.

Business Changes.

Hartney, Man.—C. Woodhull is retiring from the hardware business.

Winnipeg, Man.—Morris Tadman has taken over the hardware business of W. M. Clements.

Gainsboro, Man.—J. B. Wilson, of Brandon, has taken over the hardware business of W. E. N. King.

Young, Sask.—J. W. Pagard has started in the hardware business here.

Fillmore, Sask.—The hardware and jewelry business of D. D. Campbell has been purchased by S. Noriss.

Macoun, Sask.—W. A. Conley has taken over the hardware business of Ofton & Crawshaw.

London, Ont.—The name of McLean's Hardware, 389-393 Talbot street, which has been more or less of a trademark for years, has been changed to O'Dell & Bennett. W. A. O'Dell and Ald. Burley Bennett purchased the business about a year ago, but retained the old name up to the present.

Calgary, Alta.—A. McBride & Co., are applying for permission to change their name to the A. McBride Hardware Co., Calgary.

Cupar, Sask.—Roberts Bros & Bricker have taken over the business of the Baker & Taylor Hardware Co.

Caledonia, Ont.—The hardware firm of Clysdale & French, has been dissolved, Mr. Clysdale retiring from the business. Mr. French will carry it on in future.

Saskatoon, Sask.—George Sackville & Sons, have taken over the hardware and harness business of D. G. Ross, Cahill Block.

Personal Notes.

Geo. Dowswell, of Cummer-Dowswell, Ltd., Hamilton, Ont., is in the West on a business trip.

R. S. Bull, an old Hamilton, Ontario, boy, now with Wood, Vallance & Leggatt, Vancouver, is visiting his old home.

J. F. Middlemiss, of Middlemiss & Rankin, Mitchell, Ont., is seriously ill. Mr. Middlemiss is well known in the trade. This firm have been continuous subscribers to Hardware and Metal for fourteen years.

Mr. Dawson, of Bridgewater, N.S., accompanied by his wife, passed through Montreal last week. He and his wife intend visiting the principal Canadian and American cities before returning home.

J. R. Myers, hardwareman, of Stratford, has left for a southern tour. He will go as far south as Panama.

Mr. Pearson, of the Asbestos & Asbestic Co., of Asbestos, Que., is in Montreal, on a short business trip. He is on his way to New York.

C. O. Bower, representing Sir William Arrol & Co., of Glasgow, visited the towns between Montreal and Quebec, in the interest of his firm last week.

J. F. I. Thomas, who will look after the electric end of Vickers Limited business in Canada, left for England to bring back his wife and daughter. He expects to return to Montreal on or about March 1st, and will have his offices in the Lewis Bldg.

TO MAKE FLY SCREEN CLOTH.

In last week's issue reference was made to the addition being made to the factory of the Canada Wire and Iron Goods Co., Hamilton, Ontario. Unfortunately a couple of lines were dropped through a printer's error, making the second paragraph, unintelligible. It should have read as follows:—

"The additional floor space is for the purpose of providing accommodation for the manufacture of fly screen cloth. The company will have their looms (which are at present under construction) operating by the 1st of July."

M. B. PEART HONORED.

M. B. Peart of Peart Bros. Hardware Company, Ltd., Regina, Sask., has been elected alderman and appointed chairman of the waterworks committee.

Mr. Peart is a shrewd, intelligent business man and although he has been associated with the hardware business

M. B. PEART.

only a few years he has greatly assisted in building up one of the most successful hardware businesses in the West. He has always taken a great interest in the public affairs and the advancement of his city. His success as a business man is ample proof that he will be a credit to Regina as an alderman.

DEATH OF MATTHAN HARBSTER.

Matthan Harbster, president of the Reading Hardware Co., Reading, Pa., passed away at the age of 80 years, cause of death being affection of the heart.

He was born on May 18, 1831, in Lehigh county. At an early age he engaged with his brother William at Hamburg, to learn blacksmithing.

When he had completed the necessary apprenticeship he worked as a journeyman until 1851, when the three brothers, Matthan, William and John, became associated in business, and in a little shop, under the firm name of Harbster Brothers, was founded the immense business which is now known all over the United States and parts of Europe as the Reading Hardware Company. The three were practical business men, energetic and industrious and the enterprise was profitable from the start. Its expansion soon made more room necessary and in 1858 the concern was reorganized, William M. Griscom coming into the partnership and the firm name becoming Harbster Brothers & Company, which continued until 1862, when the present name was adopted. Of the original partners only Matthan remained, the other two brothers preceding him in death.

Interested in Other Enterprises.

In addition to his important duties in connection with this industry Mr. Harbster for a time was president of the Reading Screw Company, whose works were located in Norristown; was formerly president of the Montello Brick and Clay Company, and was also president of the Reading Land Improvement Company.

He was on the directory board of the following institutions: Farmers' National Bank, Reading City Passenger Railroad, and the East Pennsylvania Railroad.

STERNAU MEN DINE.

The members of the selling organization of S. Sternau & Co., New York, assembled "under the rafters" at Raissaweber's, the occasion being the annual dinner given by the members of the firm to the staff, as a token of appreciation of their loyal and successful efforts during the year. After an appropriate toast to the firm, the party sat down to an excellent beefsteak dinner, served on an unique plan.

During the progress of the dinner, toasts were given, speeches made and favors given to each man, with an apt verse, portraying some characteristic which occasioned much fun and laughter. The dinner was followed by dancing and a programme provided by entertainers secured for the occasion.

Prior to the dinner, the party were entertained at a theatre, filling two boxes.

REFRIGERATION PLANT IN MARKET.

Montreal, Feb. 1.—F. L. Wanklyn, of the Board of Control has a new idea. This is nothing new, nevertheless it is worthy of consideration here, for the idea relates to the subject of refrigeration, in which many hardwaremen are interested.

Mr. Wanklyn proposes that a central refrigeration plant be constructed by the city in Bonsecours market—the central market of Montreal. The installation of such a plant, the controller has estimated after careful study, would cost something like $20,000 or $25,000. It is a considerable outlay, but one upon which good interest would be paid if a proper fee were charged all users. The rate which should be asked, Mr. Wanklyn has estimated already, his opinion being that twelve and a half cents per annum per cubic foot of space rented, would not only pay a proper interest on the city's investment but would also defray the cost of upkeep.

The suggestion is to be taken before the new city council which is being elected to-day. According as this body approves or disapproves the report of the Controllers, the proposed refrigeration plant will become a fact or a memory.

V. Spencer, of David Spencer, Ltd., Vancouver, spent a couple of days in Montreal last week, making his spring purchases. Later he left for England, where he intends remaining a couple of months.

Sturnau men around the festive board.

Weekly Western Market Report

Winnipeg, Feb. 1.—Business is reported to be better in most lines. During the early part of January the severe weather interfered seriously with trade. As a result, the dealers found their supplies running short and are now in the market for immediate requirements in many lines. Jobbers report that good-sized orders are now coming in, many by mail.

In addition to that, spring booking has commenced in real earnest. The dealers are ordering for the spring trade with every evidence of confidence.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in.,$5.45 ;1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8¼c; lath yarn, 3c.

Sheet Zinc—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½ ; brass, 77½ ; round head, iron, 82½ ; brass, 72½ ; coach, 67½ per cent.

Terne Plate—I.C., $9.75 ; I.X., $11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25 ; ½ box, $5.50; I.X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $13.50 ; ½ box, $8 ; I.X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Demand is Light.

Paints and Oils.—As in other lines of the hardware market the demand for paints and oils is very light and business at the present time is being devoted to the preparing of spring orders for later shipments. Linseed oil mills are at work and the prices as well as the trade is regarded as being firm and are holding steady at $1.05 for raw and $1.08 for boiled. Turpentine is also unchanged and firm at 95c in small lots and 85c in bulk. The amount of spring bookings so far this year are far in excess of last year and very healthy trade is expected to take place during the spring months.

BIGGER MINERAL PRODUCTION.

Ottawa, Jan. 29.—A notable expansion in Canadian mineral production is indicated in the annual report tabled yesterday by the mines branch. The total value of mineral production in 1910, the period covered by the report, was $105,000,000, an increase of $13,209,517, or over 14 per cent.

Copper amounted in value to $7,209,463; gold, $10,224,910; pig iron, $11,265,630; lead, $1,237,032; nickel, $11,181,310 and silver $17,106,604.

While the economic utility of it appears to have been established, little progress is reported in electrical smelting during the year.

The Government peat bog at Alfred, Ont., is being satisfactorily operated, 500 tons having been turned out last year. According to reports it makes good fuel.

ATKINS PIONEERS DINE.

The third annual banquet of "Atkins' Pioneers" was held on January 27, at the Spencer House, Indianapolis. The Pioneers were formed on February 1, 1906, the membership being limited to employes who had been with the firm of E. C. Atkins & Co. twenty years or more. The membership has grown from sixty-two to one hundred and twenty-five at the present time.

The dinner proved most enjoyable and the programme which followed was in keeping. Speeches were given by Frank E. Kingsley, president of the Pioneers, who acted as toastmaster, H. C. Atkins and Michael T. Butler and selections were given by the Atkins quartette.

Fractured Ankle.

Carleton Place, Ontario.—D. Grigg, a traveler for a Toronto hardware house, fell on the pavement here and fractured his ankle. Mayor Smythe and another citizen took him to Smith's Falls and placed him on a Toronto train there.

Weekly Market Report --- Metals

MARKET IS ACTIVE.

The metal markets indicate that the industrial world has been active. All metals have been in heavy demand. Uncertainty is felt in regard to the future prices of some lines, but the uncertainty does not extend to the maintenance of demand.

MONTREAL.

Montreal, Feb. 2.—Prices, and probable future prices, are holding the interest of metal handlers this week. Tin has risen since the Banca sale. Lead has dropped somewhat. Copper, after dropping considerably, has arisen. Iron is scarce. The question in the minds of all is as to the future. Are these present higher and lower tendencies only momentary, or do they indicate what may be expected in the future?

One thing is certain, and that is that the marekt prices—the prices quoted by the brokers even—are misleading. A Montreal buyer wished to have East St. Louis spelter delivered in Detroit. This he found he could not buy at trenches price. Another handler has bought largely of March tin. He has tried to sell some of this in New York, but has been unable to dispose of it—even at a figure lower than that which he gave.

The future, indeed, seems wrapped in mystery. There is much talk of syndicates—old and new—and probably these are manipulating the market, but they are doing so in a manner which keeps their ultimate end secret.

Tin.—It is said the syndicate is selling, and that a new syndicate is getting control of the market. However, this may be tin has risen to £194 15s. on the primary market. It may be, however, that the syndicate has merely changed its operators.

The whole situation has caused some uncertainty, and even those who have bought quite largely for the future, have allowed their present stock to get low. The result is that a good price rules for this spot tin, while futures are somewhat uncertain. The quotations give tin as considerably higher than last week, but there is not a great deal of buying being done.

Consumption of Increase.

The general business of the past few months has been good. From the States comes word that the reports shortly to be issued will show a large increase in consumption of tin. Canadian handlers state that the conditions here have been as favorable. The definite announcement of these statistics will likely cause a stiff market for the time being, but that the high prices will continue is far from certain.

Lead.—Here there has been a drop in price, followed on Monday by a rise of £1 15s. Tuesday, again there came a further advance of 1s. 3d. This leaves the price slightly higher than at the end of last week, but the pendulum may turn the other direction any minute. Lead, at present, is an uncertain commodity. There seems to be some thought that those who largely control it in the States are juggling with the price so that they will be helped in their fight for more favorable tariff rates. However, this may be local handlers are making no change in price. They have a fair stock on hand, and are selling in good quantities.

Copper Tubing to Advance.

Copper.—After a rather heavy drop on the primary market, which was not entirely equalled in New York or in Canada, this metal has risen again. Today it is higher than it was last week. Those handling in small sized lots have not been compelled to raise the price, but it has been determined that an advance will have to be made in brass and copper tubing. Copper is really about 1½ or 2 cents a pound higher than a fortnight ago, and the manufacturers of the tubing cannot afford to buy raw material at that increased rate, and sell the finished product at the old figure.

Spelter.—No great demand is noticed here, which is perhaps as well since the metal is not at all easy to secure. Prices quoted are not higher than a week ago, but buyers have found difficulty in getting what they want at the market quotation.

Iron.—The supply continues short. Scotch iron is coming in and will help to meet the need. The softer metal is short as well as the hard, but an effort is being made to get along with what is here until navigation opens. Manufacturers who have more than they need are lending to others, and thus the supply is being husbanded.

TORONTO.

Toronto, February 2.—Heavy business is reported in all metals. The inevitable reaction from the dullness which prevails around the first of the year is now manifesting itself in redoubled industrial activity. The result is a steady call for metals.

No price developments have taken place during the week. There have been fluctuations on the primary markets but in no case has the local quotation been affected. This steadiness has had a wholesome effect on trade conditions. Metal men do not express themselves with any particular degree of certainty as to the future course of the market. No doubt is felt as to the probability of the demand being maintained, the industrial activity of the country precluding all possibility of that; the erratic tendency in some lines on the primary markets has set up doubts as to the permanency of present prices, however.

Tin is Firm.

Tin.—The chequered course of tin on the London market, punctuated by rapid fluctuations and rumors of change of control, has not had much effect locally. There has been a consistent and heavy demand for tin here and this has served to steady the market. The price has remained firm, quotations heard ranging from 46 to 48 cents. The future course of tin is uncertain and metal men do not profess to understand what the next week will bring forth.

Lead.—The same applies with more or less accuracy to lead. Fluctuations on the larger markets have not been followed by local prices. There is a strong demand here for lead and enquiries indicate that this condition is likely to be maintained.

Demand is Growing.

Plates and Sheets.—In no other branch of industry is the stimulation of activity so marked. The demand for plates and sheets is growing rapidly. The consumption is now much larger than it was during the early months last year and there is every indication that the increase will be kept up. Strangely enough, the heavier consumption does not seem to create any signs of shortage. The plate mills seem to have an elasticity in the matter of supply which enables them to cover the advances in demand. There have been periods when it was difficult to get supplies but no trouble is experienced on that score at the present time.

Copper is Irregular.

Copper.—The most irregularity has been shown on the copper market. The price has been unsteady, although locally, the quotations have been maintained. Demand has been good and will be better. Enquiries indicate a growing demand.

Spelter is showing a slightly easier tendency. No change has been made in price locally.

Weekly Market Report --- Hardware

BOOKING IS ACTIVE.

The demand for hardware centers in the future. Considerable business is now being done for spring requirements and the jobbing houses report that there is every indication of an exceptionally active spring trade.

A change in shot represents the sum total of the week's price developments.

MONTREAL.

Montreal, Feb. 1.—The past few days have seen a remarkable improvement in the hardware situation. Not only are the retailers getting rid of their winter goods in fine style, but orders for general lines, and for spring supplies, are coming to the jobbers with every mail. The shipping rooms of the wholesale houses are piled high with outgoing goods. These rising piles denote the rising market. It would seem the quiet days of mid-winter are nearly over.

The better ordering is not confined to any one district. From the city a good demand is being felt. So also from the townships and from the eastern provinces, while from the West are coming large bookings.

It is from the far West indeed that spring orders are principally coming. Winter is over early there. The dealers therefore must prepare to meet an early demand for spring goods. They are already getting ready for this, not only placing orders, but urging immediate shipment. They evidently intend to run no risk of missing the first business by being unprepared.

No Price Changes.

The past few days have seen no change in prices. Some, however, are predicted. Whether there is much foundation for the assertion or not is impossible to say, but there is a feeling that wire nails and similar goods will be lower before the heavy buying of the spring commences.

Household Goods.—Large orders for this class of ware are now being placed. City dealers are beginning to stock up for the spring demand. Westerners are ordering this class of goods largely So are some of the dealers in the small towns, though those who are served by water are waiting, where possible, for the opening of navigation.

Seasonable Goods.—Shovels have ceased to sell. There is little or no call for any of those lines which are needed during winter. With January over people simply will not buy such articles if they can possibly do without them. Door mats, however, are going well.

Baseball Will Be Next.

Sporting Goods.—As long as there is ice there will be hockey, and as long as hockey is being played there will be a strong call for hockey sticks. This is a class of goods which sells the season through, for it is practically impossible for a player to finish the season with the same stick with which he starts. Skates, however, have now well nigh ceased to sell. Some toboggans and snowshoes are moving. Skis also seem in fair demand, but the sale of winter sporting goods is well nigh over. Dealers are now estimating what they will need in the spring, and wholesalers are preparing to meet this need.

Builders' Hardware.—Here great improvement in the volume of business has been shown. From all directions orders have been coming in. The building season is near at hand, and all the retailers are preparing to get out after this business.

From Vancouver and the extreme West the demand for this class of goods is particularly large at present. The early spring will then enable an early start at building. There seems little thought that operations this summer will be less extensive than last.

Lumbering Supplies.—There has been a brisk demand for axes, and also for the caulks, and similar lines needed when the river drives commence.

Spring Goods.—The doors, screens, and shades needed in May, and the succeeding months, are not yet in demand [illegible] in this part of the country; but those living in the extreme West, where the season breaks earlier, are already laying in their stock.

TORONTO.

Toronto, February 2.—Despite the fact that February is generally accounted to be about the dullest month of the year, there is a fairly brisk tone to business at the present time. Dealers are ordering freely, and in good bulk. Most of the business is for spring delivery but a sufficient proportion is for immediate shipment to keep the wholesale houses busy. It is a fact that shipping work is fully as heavy when orders are small as when bigger bulk is in demand. For instance, if an order is placed for half gross of goods which are packed in gross, it necessitates breaking the package and repacking the half gross. This entails more work than if the full gross had been ordered. It goes without saying that, even in the dullest seasons, the jobber has plenty to keep him busy.

Collections are still reported to be only fair. As it is not expected that money will be easy at this season, however, no one is expressing much uneasiness.

Shot Advances.

Prices have remained steady, the only change being in shot. The price of shot f.o.b., Toronto, Hamilton and London has been advanced to 15 cents per 100 lbs. net over the Montreal quotation, which remains the same.

Spring Booking Good.

The demand for spring lines is now good and is rapidly attaining marked proportions. Manufacturers are reported to be very busy supplying stocks of dairy supplies and filling orders for the same. Considerable booking of garden tools, wire fencing, lawn mowers, netting, screen doors, etc., is being done.

Seasonable Goods.

Seasonable Goods.—The sale of winter lines has been checked during the past week although some orders have been received. Business done is purely of a sorting order.

Some Business Done.

Builders' hardware is not particularly active, although some orders are still being received. The spring revival in shelf goods is still some little distance off. One jobbing house reports having received a number of large orders but they were from city dealers in each case. There is, of course, a regular demand still for small lots.

Demand Slackens Up.

Sporting Goods.—There is a seasonable slackening in sporting goods. Hockey supplies are still moving but not in the same volume as earlier in the month. Spring goods are also beginning to sell but the demand is quite light as yet. A "between seasons" stage has been reached with the inevitable falling off at such periods.

Heavy Hardware.—Good booking is reported in practically all lines. Price quotations are :—Discounts on carriage bolts, $\frac{3}{8}$ and less, 60 and 10 and 10 ; coach screws, 75 ; stove bolts, 80 and $7\frac{1}{8}$.

Mr. Donovan, of La Tuque, was in Montreal this week making preparations to purchase his spring requirements.

Stoves, Furnaces and Accessories

Window Display of Paper Bag Cookery

Even Without a Demonstrator This Attracted a Great Deal of Attention in Montreal—People Entered Store to Ask About the New Method of Cooking, and Bought Samples to Try—The Display a Success.

Paper bag cookery is to the fore in Montreal this week, a novel display having been made in one of R. & W. Kerr's windows. Their store is situated on St. Catherine Street, in the very heart of Montreal's up-town shopping district. Hundreds of women pass morning and afternoon, and many have been attracted by the window and by the bags, so that they went inside and purchased samples.

The window itself is simple in the extreme. At one side are piled a lot of somewhat dirty pots and pans—pots and pans full of memories of hours' scrubbing, and of resulting sore hands. This pile is labeled "The Old Way."

The Old and the New.

At the other side of the window are piled paper bags for cookery. There are bags of all sizes, a regular pyramid of them. This pile, too, is labeled, the sign bearing the words, "The New Way."

Then, in the centre stands a gas range, oven door open, and on one of the racks a paper bag, filled and sealed, all ready for cooking. On other racks appear other bags. Equally ready for cooking.

Only Demonstrator Lacking.

Only one thing is lacking to the display. If there could have been a demonstrator, showing what might be done with the bags, even more attention would have been attracted. Many women, who paused and then went on their way, would have bought had there been some one showing the results as well as the method. People do love a practical demonstration.

But to get a demonstrator was found impossible. Later one will be available, but at the present time no one could be secured to show the system in the working. It was a pity, yet even without this feature, the sale proved a great success.

Above the stove was shown a placard, bearing the words, "Ermaline Bags," and under, "Paper bag cookery has come to stay."

Lower down appeared another placard—a placard bearing also the words, "Ermaline Bags," and under, "Come in and buy some to-day."

People Acted on Suggestion.

And the people did "come in." For the most part they were women, though some men also found their way into the store, and took away some samples.

Many questions were asked. Even after the educational campaign which has been carried on in the paper, people are in ignorance to some extent about these bags. Some knew about them, and merely came in to buy. Others inquired if the bags were to be greased.

"Certainly," replied the clerks.

There were more questions—questions about closing up the bags. About the time it took for certain goods to cook. Questions of all kinds.

But those in charge of the bags understood them. They could explain their use. They could explain their benefits, and could tell of the points which have to be guarded.

The sale brought the bags well to the fore. It stimulated trade.

EXTRA STOVES FOR COLD WEATHER.

Chatham, Ont.—A method of disposing of second-hand coal stoves to good advantage has been accidentally discovered as a result of the recent cold spell here.

"We have had a great rush on second-hand coal heaters, remarked one hardwareman. "Other dealers report the same thing. People who are accustomed to go through the winter with one heater in addition to the kitchen range have felt the pinch of this cold weather, and as a result have come to us looking for cheap heaters. As a result, second-hand coal heaters are at a premium."

It appears that in this section, where the real cold spell is usually brief, people don't feel like paying the full price of an extra stove which will be in use only a few weeks in the year. Such people, however, are willing to pay the comparatively low prices asked for second-hand coal heaters.

The demand may have been accentuated by the fact that the natural gas supply was cut off for a few hours on one occasion, but hardwaremen express the opinion that the demand has arisen quite independent of the natural gas situation.

A TEN DAY SALE.

Lumsden, Sask.—Donald & Thomson are holding a ten-day sale and are offering a 25 per cent. discount on stoves and heaters. They are advertising the sale as a splendid opportunity for townspeople to secure a range or stove at a mid-winter price.

TEMPORARY HEATING.

The task of temporarily heating the big armory of the 65th Regiment, Montreal, confronts those members of the Auto Club of Canada who have in charge the automobile exhibit to be held there early in February. They are wasting no time but are now having the necessary furnaces put in place.

There is practically no attempt made to heat this building regularly, but now three great hot air furnaces are being installed, and it is thought these will send out enough warmth to make the huge hall quite comfortable. If the system proves as satisfactory as is hoped it is quite likely that it will not be removed. From time to time the hall is used for these exhibitions, and it would be much more suitable for this purpose were it warmed—warmed as a building must be in Montreal to be any good in winter.

Nor is the heating problem the only one which the directors of the show are facing. They have to make the hall exceedingly attractive, and to do this have determined to turn the whole roof into a flag—a flag which will stand out in the splendor of red white and blue incandescent lights.

This means the installing of miles of wiring, and the use of many thousand sockets. Workmen are now busy on this task. It will be one of the biggest temporary jobs of electrical wiring ever carried out in Canada.

AN UNLOADING SALE.

Kelowna, B.C.—The stock of the Kelowna Hardware & Specialty Co. is being sold out at a large discount. Every article in the store is being offered at a reduced price. The fact is being advertised that half the store must be cleared by January 31, and the public is invited to "come in and see how we do it."

Sold Stoves on the Mail Order Basis

How One Dealer Convinced a Customer That it Pays to Deal at Home—The local Dealer Has a Big Advantage Over the Catalogue House If He Cares to Use it.

The mail order house is the hardest opponent that the retail stove dealer has to face. The itinerant salesman makes himself felt in some localities but he only works in certain seasons and certain sections. On the other hand, the catalogue house carries on a continuous and persistent campaign, flooding the country with literature at all seasons. No place is too remote to feel the influence of the catalogue campaign.

The home dealer has to reckon the mail order house as a constant enemy. He fears it; in many cases with just cause. The dealer who is alive to his possibilities and real strength, however, need not entertain any fear.

A man with a vigorous constitution does not dread disease. The germs can work only when the constitution has become run down and weakened. "Mail orderitis" is a disease which breaks out where the mercantile constitution is too weak to offer a vigorous struggle and thus fight off the inroads of the invader. To put the case plainly, the mail order house gains ground only where the opposition of the local dealers is not spirited and efficient.

The home dealer has a great many advantages over the catalogue firm. He is on the ground, he knows the people, he can see them personally, he can reach them through the medium of his advertisement every night. On the other hand, the catalogue house can reach the public only through the catalogues sent out at lengthy intervals. The prejudice against buying goods which have never been seen, the unpleasant feature of paying express and cartage and personally superintending installation, the delay in securing repairs, are all points which impell people to look with disfavor on mail order buying. With all this in his favor, the local dealer frequently loses out.

That is, some dealers do. The writer has met scores of stove men who have, by their energy and initiative, literally built up a wall around their district which the mail order house could not scale. Here is an instance which shows how some dealers handle catalogue opposition.

It was in A—— and the dealer in question was a salesman of real ability, handling a good line of stoves. A customer dropped in and asked to see his stock of ranges. After settling on the one he preferred, the customer asked as to the price. It was $50, the dealer explained.

"Just as I supposed," commented the other, with an expression of what might be termed triumphant disgust. "I can get a range exactly the same from a Toronto department store for $40. I was sure you would try to stick me an extra ten."

The dealer studied the man carefully a moment.

"I doubt if the range you saw was the same quality," he said. "It might look the same in the picture and yet be a cheaper kind. But I won't let those catalogue people beat me out. You can have the stove on their terms."

The customer rubbed his hands together with the pleased expression of a man who has turned a particularly neat piece of work.

"Thought you'd come down to it," he asserted. "I know something about prices, I do. Just send that stove up and put it down on my little bill."

The dealer gave him the benefit of a cold stare.

"I said you could have this stove on the mail order house terms," he declared. "Do you get credit from them? Not much. This will have to be a cash transaction."

The customer grumblingly drew out his cheque book and was preparing to write in the amount when the dealer stopped him.

"Add on two cents postage and ten cents for a money order," he commanded.

"Say," declared the man hotly," is this some practical joke you're putting up on me?"

"No. We are just doing business on a catalogue house basis. You have to send a money order to them. Now then, fifty cents for cartage. Could you put up this stove alone?"

"No," snapped the customer.

"Well, you couldn't get a man to help you for less than fifty cents Add that in. Now for express charge."

He proceeded to do a little figuring while the customer fretted and fumed. "This range will cost you exactly $50.35 on the mail order house basis," he announced. "Seeing that you are an old customer, I'll knock off the 35 cents and make it the even fifty dollars. Is that satisfactory?"

"Send it along," said the customer, sulkily. No one likes to be shown that he is in the wrong.

The dealer smiled. "Not much," he declared. "If you order a stove from the catalogue house, you wait a week or ten days before it arrives. I'll send this stove up next Thursday and, in the meantime, I'll just deposit that cheque to my credit."

It is probable that, after the lesson had thus been driven home, the dealer sent the stove up at once and let the customer see the good service that goes with home purchasing. If he was wise, he undoubtedly took this course. It does not pay to antagonize a customer, no matter how much in the wrong he may be.

The moral of this incident is that the home dealer should endeavor by every means in his power to educate the public to the advantages of home trading. The dealer has a good case; the trouble lies in the fact that he does not plead it often enough or effectively enough.

HELD CONSULTATION.

A number of the staff of the Gurney Foundry Co. visited headquarters at Toronto last week for consultation about a number of matters pertaining to the coming stove season. The meeting was in no sense a general convention, as the annual gathering of the Gurney sales staff occurs at a later date. The men who attended were: W. L. Helliwell, Winnipeg; J. K. Mills Ogg, Winnipeg; Arthur Coombs, Saskatoon; Humphrey Lockhart, Montreal; E. Mondeharde, Montreal.

HELD A SMOKER.

Three hundred employees attended the monthly smoker of the McClary Welfare League on Friday night, in the men's dining room, King Street, London. General Manager Gartshore and Superintendent Somers are taking a keen interest in these events. Those in charge of the concert on this occasion were J. McLaughlin, secretary; J. Goetz, treasurer, and George Moll, chairman. The McClary Concert Company provided the programme.

TO ADOPT THE ROSS RIFLE.

Ottawa, Jan. 23.—Following out the policy which he urged when in opposition, Hon. Sam Hughes, Minister of Militia, has announced his intention of having the Ross rifle adopted as the arm to be used in all regiments of the Canadian militia. An order recently issued states that as Ross rifles and bayonets become available Lee Enfield rifles and bayonets will be withdrawn.

Weekly Market Report---Stoves

ACTIVITY STILL FELT.

The stove manufacturers are fairly busy at the present time but, in some sections at least, the activity is due to sales of heating accessories and dairy supplies.

In other sections, Toronto notably, sales continue in stoves and furnaces. One dealer bought six ranges this week—a big January order.

MONTREAL.

Montreal, February 2.—The bitter weather has disappeared. It is cold still, but not the intense cold of a few days ago. The weather has abated, and so has the demand which the zero winds brought for stoves. In the past week, indeed, little activity has been shown in this line.

Still the business in tin plates continues. Though the price of pig tin is even lower than last week, there has been no drop in the price of these. This is to be expected, as the material from which they are made was bought at the high level of December. If the present low price continues, however, there will likely be a drop in the price of plates; but there does not seem much cause for dealers to delay buying on account of this. That tin will remain low as at present, is regarded as far from likely.

Big Demand for Enamelware.

For enamelware the big demand is being felt. The travellers are pushing this line and are finding little difficulty in securing orders. They also are booking for the spring delivery of ranges. Of course the usual number of dealers are holding off, but many are taking time by the forelock and are getting in their orders without delay.

Collections are reported good. Stock taking is being completed now, and the merchants, having made a determined effort to make their own collections, are now settling the accounts outstanding against them.

Stoves Very Quiet.

Ranges, Heaters and Furnaces.—Still some ranges are selling. A few heaters, too, are being disposed of, though the strong demand stimulated by the recent bitter weather has about ended activity in this line. As far as furnaces go things are quiet. Only in some new houses or buildings late in construction are these being installed. The heavy demand for parts needed in making repairs has also largely ceased; indeed, were it not for preparations for spring, this would be an exceedingly quiet time as far as stoves are concerned. Orders calling for late February and March delivery are being received in good numbers. These seem to indicate that the coming season's trade will be brisk.

Gas Stoves.—Orders for immediate shipment are few and far between. There are new houses which must be equipped with these, but these are comparatively few in number. Activity in this line, therefore, is directed toward the spring business. This promises to be good. There has been much building which, of course, will mean a demand for stoves. Also many old models will be replaced by new ones.

What the Travellers Say.

The factories are making special preparations to meet the demand for this line. One concern is taking the matter up with the its travellers. They have been looking over the ground for weeks, and are now being asked what they expect for the spring and summer. There answer has been "good business."

Kitchen Furnishings.—No waiting for spring is apparent here. Orders are calling for immediate shipment. Dealers in the west and east alike are after graniteware. There is a good retail demand for it now, which undoubtedly explains the large orders being received. The conclusion of stock taking also has something to do with the present satisfactory conditions. Special sales are being started to clear out the old stock, and to carry these on successfully there must be new goods on hand.

Tin ware, as well as granite ware, is being shipped. Indeed, all kitchen accessories are moving well.

Seasonable Goods.—It is tin plate for which the large demand is being felt. This is needed for the manufacture of sap pails, milk cans and the like. Some tinsmiths are putting off this work, but the great majority seem to be undertaking operations in good time.

TORONTO.

Toronto, February 2.—The stove manufacturers are busier than usual at this time of year but the activity is in other lines than stoves and heaters. Stove accessories, dairy supplies, kitchen utensils and similar small lines are now moving briskly. It must not be taken from this, however, that there is nothing doing in the way of stove sales. Some of the manufacturers report that orders continue to come in and that, considering the season, a surprisingly large number are being shipped out. Compared with the sales before the end of the year, of course, the total does not appear large.

Some Good Range Sales.

Ranges.—The range trade is of a more steady nature than in other heating lines and there is still a continuous demand. Orders received seldom call for more than two. One stove firm report that they shipped six ranges to an Owen Sound hardware dealer this week; this order is an exception, however.

Heaters.—The continued cold weather has kept up the interest in heaters of all sizes and descriptions. No large orders have been placed but there has been a continuous call for small shipments and the total has mounted up to unusual proportions—for January. Oil heaters have been in brisk demand. Several cases are cited where consignments of base burners have been sent out; indicating that the retail demand is by no means over yet.

A Good Demand.

Tinplates.—There is a first class demand at the present time for all varieties of plates and sheets. The tinsmiths are now actively engaged in making up stocks for use in the spring. Being unable to do much outside work, they need large supplies of sheets for usr in making up their stocks and this is creating a heavy demand. All talk of lower prices in tinplates seems to have dissipated. The change of control on the London tin market has had a forming up effect and this in itself has been enough to check any possibility of lower quotations being made on tinplates. There is a firmer tendency noted in other lines. English quotations on galvanized sheets are higher, although the advance has not been sufficiently large to affect local prices. Stocks are good here despite the big demand. Less difficulty than usual was encountered last year in securing prompt shipments of plates and sheets.

Dairy Supplies.—There is a heavy call at the present time for dairy trimmings.

Kitchen Utensils.—There is a steady movement in enamelware, tinware; in fact, in all varieties of kitchen utensils. A tendency toward higher prices is noted in copper and brass goods.

Furnaces.—Strangely enough, the furnace trade has retained quite a large share of its former activity. The Toronto branch of one firm secured a carload this week and disposed of the lot to local dealers. Apparently, quite a little work is still being done.

Methods of Retailing Paints and Varnishes

Making Use of Paint Selling Helps

Dealers Should Enlist the Co-operation of the Manufacturer in Improving His Paint Sales—Advertising Can be Improved in That Way—Making Use of Literature.

What use do you make of the "selling helps" supplied by your paint manufacturer?

This question is worth a little thought. Many dealers do not avail themselves in any way of the assistance proferred by the manufacturer. It is indifference or neglect on their part; not the belief that they can map out better ideas themselves. They simply do not bother to make use of the material placed in their hands.

It would be well to consider first the possibilities that lie behind the "helps" devised by manufacturers for the improvement of retail business. The manufacturer has studied the situation from every angle and viewpoint, and knows just what is needed to bring trade along. Expert men are engaged to put the resultant ideas into effect. Skillful writers plan out advertisements which can be depended upon to bring results. Artists design store cards and signs, billboards and color cards. These men are specialists in their respective lines, and can be depended upon to do their work much better than the dealer himself could do it.

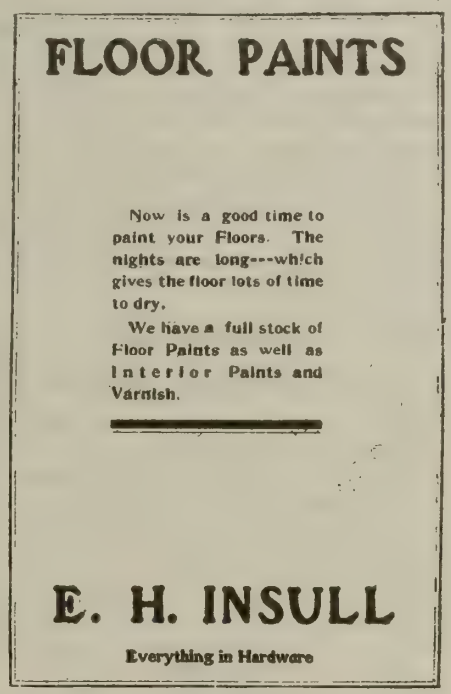
Furthermore, it should be borne in mind that just such helps are needed to put a livelier movement into the paint trade. Good ads., bright store signs, attractive color cards—these are the things which count in the paint department.

And yet many dealers neglect to make any adequate use of the material placed in their hands. Some neglect to use them in any way. Neglect—unexplainable and fatal—is the keynote of their policy, instead of aggression.

How to Use "Helps."

The dealers who pursue this lackadaisical course are, fortunately, few in number. Many hardwaremen make use of the selling helps to the fullest extent. Between these two classes we find the great mass of dealers who use the helps to some extent, but not as much as they should. The query with which this article began is addressed particularly to men of this class.

It is interesting to note the use which some of the best paint dealers make of the material supplied. A dealer in a small western town—one of those bustling junction points which grow with Jack-and-the-beanstalk rapidity—found that he had a splendid field for the sale of paint. He estimated that, if an aggressive campaign were started, he could just about double his paint sales. He enlisted the co-operation of a firm of paint manufacturers and started his



An illustration would have brightened up this copy.

campaign. A series of snappy newspaper ads. were inserted in the local paper, and literature supplied by the manufacturer was mailed to practically every property owner in town. This process was repeated several times. After the first distribution of literature, there were quite a few enquiries, and business showed a more active tone. After the second, this was still more pronounced. After the third, he had "them going"—as he himself expressed it—and his sales of paint were, as he had anticipated, practically doubled.

Use Cuts in Ads.

The one respect in which dealers are most prone to neglect their opportunities is in enlisting the manufacturer's assistance in advertising. In the first place, many of them never do any paint advertising of any kind. Those who do, in many cases, write the copy themselves, and do not use illustrations. They get results no doubt. But the results would be doubled if they had used the copy prepared by the advertising department of the manufacturer or had secured the use of some suitable illustrations.

An illustration, if it is a good one, brightens up an advertisement and ensures attention. It adds immeasurably to the attractiveness of the copy, and consequently to the selling power. In the last issue, a paint ad. of E. H. Insull, Craik, Sask., was reproduced. It was in many respects a good one. As will be seen, the ad. was well laid out, the white space giving full prominence to the reading matter. A cut would have effected a distinct improvement, however.

Interior Store Helps.

Full use should be made also of the interior store helps supplied—signs, stands, color cards, etc. A well kept up and neat paint department can be made one of the most attractive features of the store. At the same time, it should be borne in mind that the use of the helps should be accompanied by systematic efforts to have everything in keeping. A sign covered with dust, no matter how handsome it may have been at one time, will not help much in selling paints. A new sign suspended in front of shelves covered with ill-assorted, rusty-labeled paint tins is not likely to prove very effective.

In using selling helps, a little reciprocity is needed. There are certain helps which the dealer alone can supply.

B.-H. CALENDAR.

Brandram-Henderson, Ltd., have followed out their annual practice of sending out calendars to their dealers for distribution to customers. The number sent out this year will be exceptionally large.

The calendar has a colored picture on the front which combines attractiveness with selling power. The back of the card is used for literature and illustrations relating to the products of the company.

Paris Green to Sell at Lower Figure

Hostility Among United States Makers Expected to Cause a Price War—This Will Affect Canadian Prices, for the Tariff Against Uncle Sam's Product is Only 5 Per Cent.—Dealers Will Benefit by the Drop.

Much has been said about the high price of paint, of linseed oil, of turpentine. Now for a change. It is fairly certain that a lower quotation will be made on paris green.

Good news that to the farmers, and to all who do business with the farmer. The city dealers, too, have some cause for rejoicing, for they also find a fair demand for this germ destroyer.

How much the hardware dealers have to be thankful for is not known. That is, the drop in price has not yet been determined. Nor is it likely that it will be fixed for a month or more. This, however, does not necessitate any delay. The makers are receiving orders in large numbers. They are not accepting these with any price arranged, but are merely guaranteeing that they will deliver the goods as cheaply as they may be got elsewhere.

Price Dependent on U. S.

The price of paris green, is must be known, is largely dependent upon the American market. The duty on it is not prohibitive. For paris green coming from the States to Canada a duty of 5 per cent. is charged. For paris green going from Canada to the United States the impost is 10 per cent. Why the difference, is one of those tariff questions as hard to understand as Uncle Sam's schedule K. But the difference exists.

Because of this duty, which is not high enough to prohibit the entrance of American made products, the Canadian prices depend largely upon those fixed in the United States. Now the makers across the line are not at peace just at present. Indications are that they will fight one another bitterly this spring. The result will likely be cutting prices—prices cut so low that the profit will be a decimal.

Canadians Will Fight Too.

However low the United States makers go the Canadian producers will have to follow to some extent at least. They have that five-point margin—that five per cent. which the United States makers must pay to get their goods into the Dominion—but five per cent. is not much if a bitter price-cutting war starts.

Such are the present indications. That a change in the situation will arise is not considered likely. On this side the makers of the product are favorably inclined toward one another. But it is not so across the line. There no great friendliness exists. Any agreement seems far from likely. A price war seems in sight, and Canadian producers will be affected by the struggle.

Benefits the Dealer.

For the dealer, however, the situation is wholly favorable. He will get his paris green for less. He will be able to sell it to the farmer for less than last year, and still have as good a profit. He will be able to sell in larger quantities, for there is nothing which induced a free use of such a commodity like low prices.

Merchants would do well to bring this lower cost to the attention of the paris green users. They can hardly do this yet, when the reduction is not known, but they may well bear the subject in mind, and perhaps may mention the probable lower figure to farmers who enter the store to make a few purchases. A word or two will cause them to think. They will mention the change in price to neighbors. and so a greater demand than formerly will be created for paris green.

ARE FILLING ALL ORDERS.

London, Ont., Jan. 31.—J. W. Morris, secretary of the Hobbs Manufacturing Company, has returned from Montreal, where the firm suffered loss by fire last week. The salvage was small, only an overflow warehouse used for stocks of sheet and figured glass at the close of Montreal navigation. Goods en route and at other branches have been so diverted as to fill all orders.

NEW WESTERN PAINT FIRM.

A new addition to western paint firms is Lyon-Monkhouse, Ltd., of Winnipeg. This new concern is made up of the following well-known men:—G. H. Walton, G. Monkhouse, G. S. E. Lyon and H. R. Lyon. Incorporated under the laws of the Province of Manitoba, with an authorized capital of one hundred thousand dollars.

Lowe Bros.' paint products will be distributed by this company in the Provinces of Manitoba, Saskatchewan and Alberta.

G. Monkhouse, the manager, secretary and treasurer of the new organization, is well-known to the western trade, the acquaintance having been formed during his connection with the Canada Paint Co., P. D. Dodds Co., and the Winnipeg Paint & Glass Co. He has been connected with the latter concern for the past eight years, in the capacity of country sales and credit manager.

G. S. E. Lyon is also well-known, and during his nine years' connection with the Winnipeg Paint & Glass Co., has won many friends in the west. H. R. Lyon, for the past five years has also been connected with that company.

After the 1st of February, a staff of salesmen will cover Northwestern Ontario, Manitoba, Saskatchewan and Alberta, in the interests of Lyon-Monkhouse, Ltd., showing in addition to Lowe Bros.' products, brushes, glass, burlap, and also sash, door, mouldings, store fronts and roofing.

WANT LEAD ENQUIRY.

Representations have been made to the government for the appointment of a special commission to enquire into the lead zinc industry and to assist it by a proper tariff or bonus or both. The lead bounty expires in June and it is desired that in place of waiting for the tariff commission special enquiry be made meanwhile.

Catalogues and Booklets

CLOTHES WRINGERS.

The American Wringer Co., 99 Chambers street, New York, have issued a supplement to their general catalogue No. 9. This has been done for the convenience of members of the trade who prefer to handle one brand instead of a mixed stock of several brands. The company are now making every style of clothes wringer under their well-known brand "Universal," in addition to the other brands.

The booklet is very handsomely illustrated in several colors and contains a full description of the various lines manufactured.

ICE CREAM FREEZERS.

The Alaska Freezer Co., Winchindon, Mass., have issued a neat booklet illustrating their various makes of ice cream freezers, freezer tubs, freezer cans. packing tubs, packing cans, and parts for freezers.

Free Help for Every Decorator

Our new service department will help you plan the interior and exterior painting and decoration of any house or of a part. In place of a small job, you can get a big one, well planned and done. Remember the

Skilled help for every decorator or dealer to get him business right.

M-L MAPLE LEAF

Every decorative problem properly answered for best results.

DECORATIVE AID DEPARTMENT

M. L. PAINT is best-lasting exterior paint, improved during 20 years of careful tests. The kind that helps your business when you sell it. Ready to use.

FLOORGLAZE, a flint-hard glass-like and beautiful floor finish that applies easily, stands wear, resists scratches. Best interior floor finish.

is at your free service. Just send us your problem. We give you exactly the right shades and line of goods to use. We give you suggestions. Give areas and we tell exactly how much paint you need, or varnish, or flat wall color. Stencil suggestions, too. Get booklet.

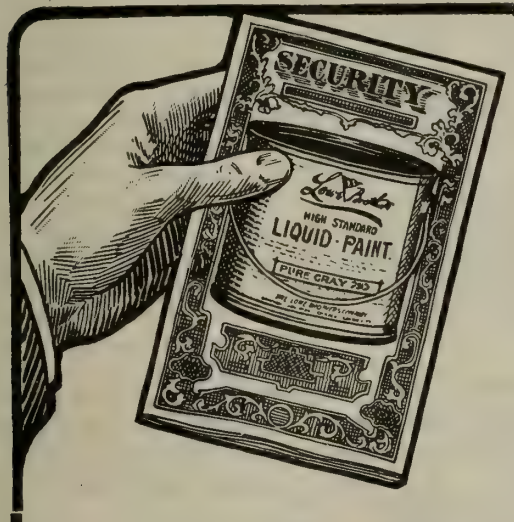
ELASTILITE, an indoor or outdoor varnish that is applied easily and perfectly. You can guarantee it. It gives every satisfaction. A beautiful finish.

M. L. FLAT WALL, an easy-to-clean wall paint for plaster, burlap or wood, in beautiful interior shades. Sanitary, clean and adapted to stenciling.

Samples of the above finishes on request. The Decorative Aid Dept. supplies suggestions, estimates and stencil designs (stencils also at low cost) to any decorator, painter or dealer who wants to give his customers the best and most modern service. Freely at the service of the entire retail trade. Send your problems.

IMPERIAL VARNISH & COLOR COMPANY, LIMITED

108 Princess St., WINNIPEG 6-24 Morse St., TORONTO 365 Water St., VANCOUVER



YES 'TIS TRUE

It's going to be a great year for "High Standard"—a great year for "High Standard" dealers.

"High Standard" Paints are meaning more to more dealers every day—just as "High Standard" Paints will mean more to more consumers every day, as the quality becomes known.

The success is beyond our expectations. Every day sees new "High Standard" Agencies closed, and the character of the dealers joining the "High Standard" ranks speak volumes for the Proposition.

These dealers know the difference between *big claims* and *big values.* They were convinced by practical comparison of facts and figures---comparison of the actual service value of paints.

The only way to know the relative worth of paints is to compare them. Compare "High Standard" Paint with every other—in every way. Decide only after a careful investigation of everything the market affords.

If your purchase paint this way, we are satisfied that you will become an enthusiastic "High Standard" dealer.

Lowe Brothers LIMITED

TORONTO

DAYTON, NEW YORK, BOSTON, CHICAGO, KANSAS CITY.

Weekly Market Report --- Paints

PRICE REDUCTIONS.

The bears are in control of the market just at present. Lower quotations in linseed oil and turpentine are reported in Toronto; in the case of the former the reduction is 2 cents, in the latter 5 cents. The situation in Montreal is uncertain in these commodities, a weakness in turpentine being noted.

Lower prices are predicted in Paris green.

MONTREAL.

Montreal, Feb. 2.—Numerous and large sized orders are reported this week by all the manufacturers. It is evident that the spring activity has started. Perhaps the retailers are not yet selling paint in great quantities, but they have one ear to the ground, and hearing sounds that predict a big demand in the future, they are now stocking largely.

All the companies have their travelers hard at it. They are covering the ground as rapidly and as thoroughly as possible, and the retailers are readily booking orders. In some cases prices are left unsettled, as the manufacturers are not yet certain what it will be necessary to charge. The dealers are assured, however, that the charge will be as low as possible.

In at least one line, it appears the dealers are to get a satisfactory surprise in the shape of lower prices. Paris green, which is now being largely ordered, is unpriced as yet, but everything points to a considerably lower level for this. Those ordering are doing so in the dark, but they know they will get the regular price, and they can also rest assured that the regular price is going to be more satisfactory than that of last year.

Generally business is good. No price changes are exciting the market. Everything now centres around the spring trade, and as has been said, prospects for it are exceedingly bright.

Linseed Oil.—A quieter tone is noted here, though there is some uncertainty as to price. Last week it was stated that the oil generally sold at .92 and .95. But some handlers were then asking .95 and .98. Now the general quotation seems to be .95 and .98, though there are some who think this is a little high. The margin of profit, however, is small even with this figure fixed.

Rumors still continue to come regarding the Plata crop. The general opinion however, seems to be that this gives a good yield. Sharp changes in linseed do not seem likely for some little time.

Turpentine.—As predicted in our former report this commodity dropped to .70 cents during the closing days of last week. There the price remains now. A change may occur at any time, for the supply in Savannah has a great deal to do with quotations here. The said supply at present is good, so higher prices would not seem likely to come at once. But turpentine is an erratic commodity. It is hard to predict the future situation with certainty.

White Lead.—No change in price is announced. Nothing of note has happened during the week in fact, except a considerable increase in the orders.

Mixed Paints.—Here too the only feature is improved ordering. From all parts of the country the demand is coming, but especially from the far west where spring breaks earlier. Dealers are anticipating a good demand.

For Paris green the call has begun to come. The Canadian manufacture of this has not started yet, but within a few weeks the makers will commence operations. They say that indications are for a heavy consumption during the summer. Prices, on account of American competition, are almost sure to be lower than last year.

Glass.—Despite heavy orders, and difficulty in getting all their fall supply, owing to the shipping troubles, handlers still have a fair stock. They expect to be able to fill all orders—though they will be very glad to see navigation open early, for the spring ordering promises to be large.

Putty is going quietly. With the coming of spring and active building operations there will be a renewal of activoty in this line.

TORONTO.

Toronto, Feb. 2.—Business has picked up some, and local jobbers report that spring booking is now the order. Dealers are placing orders for their spring requirements freely. The general impression seems to be that the orders are a little larger than at this time last year; indicating that the trade is expecting a somewhat larger demand for paint this spring.

The bears have controlled the market during the past week, and there has been a downward tendency in various commodities.

Turpentine Down Five Cents.

Turpentine.—The price of turpentine has experienced two decreases in price during the past week. The first drop was from 73 cents to 71 followed in two days by a drop of 3 cents to 68. This is an unusually low price for this time of year.

The weaker state of the market is due to various causes, the most outstanding being the bearish tendencies of the speculators on the primary markets. The suits pending in the Federal courts are being accepted as an excuse for hammering down the price. A contributing cause is the fact that some supplies of turpentine are still being received at Savannah. However, the demand has strengthened up and the last reports indicated that there were 1,000 barrels less on hand than the previous week. This indicates that there is considerable going out. If the surmise is correct that heavy users of turpentine have not yet filled their requirements, a heavy consumption will result shortly. In the meantime, however, foreign consumption has not been up to the usual.

Lineed Down 2 Cents.

Linseed Oil.—The situation in linseed oil is not satisfactory from the standpoint of the jobber. A reduction of 2 cents has been put into effect, making the local quotations 94 for raw and 97 for boiled. This change can be traced probably to the lower quotations prevailing in England. It is not due to any reduction in the crusher's price, which has been maintained steadily.

There is a fairly good demand locally for oil, many orders having been placed.

White Lead Quiet.

The bearish tendency has not yet manifested itself in white lead, but as the price of pig lead has been reduced, some talk is heard of impending changes in the price of white lead. It is not at all probable, however, that any change will take place. The lead now being used by the grinders was purchased at the former high levels.

Glass.—Not a great deal of business is being done, although some orders have been placed. Enquiries denote a renewed interest in spring quotations, however.

Putty.—Business is light, and the price schedule remains the same. Standard putty is quoted as follows:—Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same:—Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Prepared Paints.—There is a steady tone to business in prepared paints. Dealers are booking for the spring trade in good bulk. The same applies to varnishes, japans and all varieties of paint specialties.

This handsome calendar, printed in four colors, is mailed to all property owners whose names are given us by B.-H. "English" Paint Agents.

Across the face of this attractive calendar is printed the name of the agent for B.-H. "English" Paint. On the back of the calendar is a short talk on painting and selection of harmonious colors.

Here is another Special Selling Help that brings paint customers to the B.-H. Paint Agency. You send us the names of all house owners in your territory; we mail direct to each one the attractive calendar illustrated above.

This calendar rounds out an advertising campaign which includes newspaper, poster, street-car and bulletin advertising, personal letters and store displays, all directly in the interest of the agent for B.-H. "ENGLISH" Paint in each locality.

Back of this aggressive advertising is the highest quality paint, the paint with the formula guarantee on each package, B.-H. "ENGLISH" Paint, 70% Pure White Lead, 30% Pure White Zinc, 100% Pure Paint.

Write our nearest office for complete agency proposition.

BRANDRAM - HENDERSON LIMITED

MONTREAL TORONTO HALIFAX ST. JOHN WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c; Metallic, 45c; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lb.	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch	9 50	9 00
" " 2 "	8 25	8 50
" " 2½ "	10 50	10 00
" " 3 "	12 00	12 10
" " 3½ "	15 00	15 30
" " 4 "	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 21
Rods, base ½ to 1 inch, round	0 16	0 18
Tubing, seamless base, per lb		0 21
Tubing, iron pipe size, 1 inch base		0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	15 00
Cut lengths, round bars, ½ to 2 in.	22 00
Plain sheets, 14 oz., 14x48", 14x60"	24 00
Copper sheet, tinned, 14x60, 14 oz.	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1	..	19 50
" " No. 2	..	19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (Soo)	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg	....	27 50
Angles, base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	
Cammell Laird	..	0 15
Black Diamond tool steel	0 08	0 08
Corona tool steel	06½	...
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English)	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 50	4 50
Imported pig, per 100 lb	4 60	4 60
Bar pig, per 100 lb	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll	5 20	5 00
Sheets, 3 to 6 lb. ft.	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—56 and 28-lb. ingots, 100 lb.	$47 50	46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—		
I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, " } 7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3.80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2 00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal—100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w.g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

GLUE.

		Per lb.
French medal	....	0 10
German common sheet	....	0 10
German prima	....	0 15
White pigsfoot	0 15	0 20
Brantford medal	....	0 10
" golden medal	....	0 11
" brown sheet	....	0 10
" golden sheet	....	0 13
" gelatine	....	0 22
" white gelatine	....	0 20
" white glue	....	0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11½

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.	0 18¼	0 18¼
Packets, 1-lb., 100 in case	0 20¼	0 20¼
" ½-lb., "	0 22¼	0 22¼
Tins, 1-lb., 100 in case	0 21½	0 21½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base	....	2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)	....	1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand	1 60	

The Famous British Brand of Paint

With pardonable pride we point to the fact that for 78 years

MINERVA

Paints and Paint Specialties

have held first place in the estimation of "men who know."

Quality of materials and skill in compounding "Minerva" Paints have made them a household word alike with aggressive dealers and the best painters.

Dealers handling the "Minerva" line get the advantage of the most varied and forceful selling helps ever devised to assist the merchant.

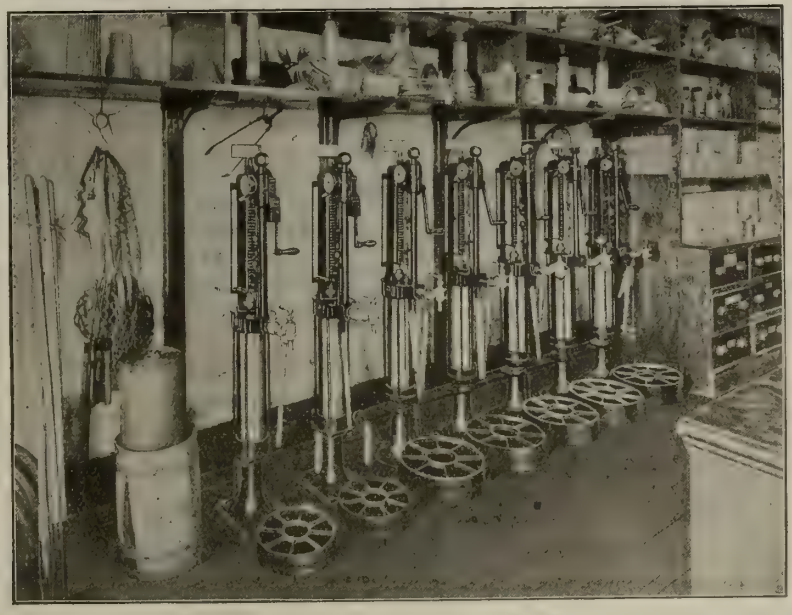
And don't forget that every can contains full Imperial measure, a splendid selling feature.

Meet us at the hardware convention.

Pinchin, Johnson & Company
(Canada) Limited

Established in England in 1834 (I-96) 377-387 Carlaw Ave., TORONTO

This Illustration was made from a photograph of a Bowser installation for Mr. Samuel Hobbs, 1434 Queen St. W., Toronto, Ont.



This system handles
Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO
66-68 Fraser Avenue

PLASTER OF PARIS

Per barrel............................

PINE TAR

Half-pint tins, per dozen.... .... 0 60

PUTTY.

	Standard.
Bulk in casks..	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs..... ...	4 25	4 25
No. 1, kegs, per 100 lbs.........	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.......	0 08	0 09
Motor Gasoline single bbls..... . ..		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine. single barrels	0 70	0 73
Wood Turpentine		0 60
Turpentine, second run.........		0 60
Linseed Oil, " raw..	0 95	0 96
" " boiled	0 98	0 99
Rosin, "G" grade, bbl. lots, 100 lbs. ..		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1..............	1 50
Pale durable body...........	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak..................	1 50
Furniture, polishing....	2 00
Furniture, extra	1 20
" No. 1........	0 95
" union........	0 90
Light oil finish..........	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan...........	1 35
No. 1 black japan............	0 95
Benzine black japan	0 75
Crystal Damar...........	2 50
No. 1 "	2 25
Pure asphaltum...............	1 40
Oilcloth.....................	1 50
Lightning dryer	0 85
Elastilite varnish...........	2 25
Copaline varnish	2 25
Granitine floor finish .. .	2 2·
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish ..	2 50
Canada Paint Co's sun varnish	2 25
" Kyanize " Interior Finish....	2 40
" Flint-Lac," coach...........	1 80
B.H. Ltd. " Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish........	8 75
Everlastic Floor....................	14 25
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " . "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40..........................	2 85
41 to 50....	3 25
51 to 60..........................	3 56
61 to 70..........................	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Munro's Select Flake White.	7 00	7 15
Elephant Genuine	7 00	7 15
C.P.C. decorators pure......	6 75	6 90
Moore's Pure White Lead....		6 90
Lily Pure..................	6 75	6 90
Tiger Pure	6 75	6 90
Monarch (Windsor)	....	6 50
Essex Genuine (Windsor)....	..	6 90
Brandram's B. B. Genuine ..	7 75	7 90
" Anchor," pure	6 75	6 90
Ramsay's Pure Lead	6 75	6 90
Ramsay's Exterior	6 50	6 65
Crown and Anchor. pure.....	6 75	6 90
Island Cit Decorators' Pure.	6 75	6 90
Sterling Pure.......	....	6 90
Purity, C. O. Co.'s Ltd.......	....	6 40

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M... .. .. . 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels......	1 00

HARDWARE

ADZES.

Carpenters', per doz.........	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz...........	6 00	9 00
Double bit "	10 00	12 00
Bench Axes.................	6 75	10 00
Broad Axes.................	22 75	25 00
Hunters' Axes..............	5 00	6 00
'Boys' Axes............... ..	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb........	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p c ; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent ; cash discount. 2 per cent, 30 days ; net extras as follows subject to cash discount only ; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20. per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits............	30 and 10
Irwin's auger.....................	47½
Gilmour's auger..................	60
Rockford auger..................	50 and 10
Gilmour's car....................	47½
Clark's expansive................	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered..........	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail.............	....	4 25
Crown......................	....	4 85
Crescent....................	....	6 50
Sovereign..................	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.).... 3 25

BARN DOOR LATCHES

Challenge, dozen.....	2 25
Defiance, dozen...............	2 75
Gem dozen..........	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller...	70
" " 7-16 and up.....	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts.................	55, 5 & 10
Blank Bolts..................	60
Bolt Ends...................	60
Sleigh Shoe Bolts, ⅜ and less...	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws. new list..........	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll........	70
O. K. paper, No. 1, per roll...........	0 75
O. K. paper, No. 2, per roll....	0 70
Plain Fibre, No. 1, per 400 ft. roll....	0 45
Plain Fibre, No 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll...	0 55
Tarred Fibre, No. 2, " ..	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.................	0 45
Plain Surprise, per roll..............	0 40
Resin sized Fibre per roll........ ...	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb...	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs...........	0 65
Heavy Fibre. 32' & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square......	0 70
3 " " " "	95
2 Ply complete. per roll......	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel...........	3 50
Refined Coal Tar, tins, per doz.......	1 25
Refined Coal Tar, per barrel.........	4 50
Shingle varnish, per barrel..........	4 50
Caps, per lb	0 06
Nails, per lb......................	0 05
Mop cotton, per lb....	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English .	2 00	2 05
" Lafarge " cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English..............	17 00	21 00
" American, low	23 00	25 00
" " high......	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz............	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.............	2 50
" adjustable, 4 in...............	7 60
Carpenters, 3 feet.....................	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts............	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian. 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).........	1 80
Double sets, each	3 25
Unbreakable rail. 100 feet....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.........	5 25
Folding handles, 8 inch, doz....	1 80

DRILLS.

Bit stock drills, 2-32 in., doz...........

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's..........................	70 and 10
Great Western, American.........	70 and 10
Kearney & Foot, Arcade..........	70 and 10
J. Barton Smith, Eagle...........	70 and 10
McClellan, Globe....	70 and 10
Black Diamond....	60 and 10
Delta Files.......................	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)....	35

FORGES

Blacksmiths portable, 135 lbs........... 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.....................	0 85
Ladies claw, handled, doz..........	0 60
Adze eye nail hammer, 10 oz , doz....	1 25
" hickory handle, 1 lb., doz..	6 25
" straight claw, 1 lb., doz....	7 00
Farriers hammers, 10 oz., doz........	5 60
Tinners setting, ½ lb., doz...........	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over.....	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs..........	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅝-inch....per gross ...	8 00
" " ¾ " .... "	10 50
" " ⅞ " .... "	13 50
Leather, 1-inch ......per doz.	4 00
Leather, 1¼ " ...... "	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16 in. $10.20; ½-in. $11.40 9-16-in. $13.20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., ...	6 50
" " 10-in. and larger ..	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in....... "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5............ per gross	2 25
5-16 x 5.......... "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 60
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co.,"Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c. per lb

Amatite ROOFING

Mineral Surfaced—
Needs No Painting

EVERYTHING about Amatite appeals to the man with common sense. He can see its superiority at once—the real mineral surface *which never needs painting;* the two layers of Pitch which is the greatest waterproofing material known; the two layers of heavy Tarred Felt—all these contribute to the popularity of Amatite.

We can make Amatite better and cheaper than anyone else on account of our greater facilities, and consequently we sell it at a surprisingly low figure.

Simply the fact that it needs no painting is enough to make a man sit up and take notice—especially the man who has spent time and money in painting and repainting smooth surfaced roofings.

Every dealer should push it. Write to-day for further information.

THE PATERSON MANUFACTURING CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

"MULE-HIDE"

High Grade Roofing

IS THE CHOICE OF EVERY DEALER AND USER WHO KNOWS.

The weather-resisting qualities of this roofing are far beyond comparison. Service has proved Mule-Hide Roofing to be the most economical on the market.

A ten-year, ironclad guarantee, of money back if not as represented, accompanies every order that leaves our works.

Our proposition spells good profits for the dealer—write for it at once.

The Dominion Roofing Company

31-33 Front Street East, Toronto, Can.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

The High Quality of Our HEINISCH TINNER SNIPS

has made them the tinners' favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.

The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

The "VULCAN"

Recommend them to your customers—we guarantee the highest satisfaction. **Get them from your jobber.**

R. Heinisch's Sons Company
Newark, N J., U.S.A.

TAILORS' SHEARS TRIMMERS' SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 108	1 35	2 00
Kitchen hooks, bright	...	0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	6 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1⅛ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 60

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap ....per gross	30 00
Indian snap .... "	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

		per doz.
Boker's	7 50	11 00
" King Cutter	....	15 00
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Gillette Safety, each	....	3 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10¼
"British" Manilla	0 08¾
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 60

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz		$5 00
" iron, per doz		4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen	....	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymonr's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

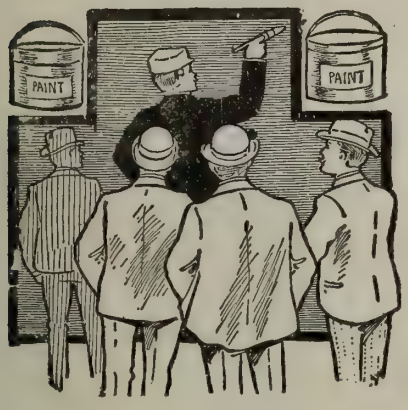
WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

Paint Success



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A. RAMSAY & SON CO.

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Paint Makers since 1842

WESTERN DISTRIBUTORS

A. McBride & Co., Ltd., - Calgary
Revillon Bros., Ltd., - Edmonton
Bogardus-Wickens-Begg, Ltd., Vancouver

T - 45

An All-round Interior Varnish

THAT BRINGS EXCELLENT RESULTS

The durability of this compound in combination with its elasticity makes it especially useful for floors, linoleum, grained work and furniture.

It works with remarkable freedom, is impervious to water and will not scratch white. It may be rubbed and polished when thoroughly hard.

Our price and proposition are right—it will pay you to communicate with us at once.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK CHICAGO CLEVELAND

Stephens

"SILKSTONE"

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FLAT WALL COLOURS

Will Strengthen Your Hold Upon Your Paint Customers

"SILKSTONE" Flat Wall Colours have become extremely popular wherever used because they can be washed with castile or any other soap not containing lye, without impairing the delicate finish.

"SILKSTONE' sells at a price that invites buyers to your store and gives a satisfaction that means repeat orders.

YOU ARE TAKING NO CHANCES by stocking "SILKSTONE" colours as they are absolutely guaranteed, and have a record of economical and highly efficient service behind them. Get our colour cards, prices and agency proposition at once.

"GIVE TONE TO THE HOME."

G. F. STEPHENS & CO.

LIMITED

WINNIPEG - - - - - CANADA

Branch at Calgary, Alta.

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Pease Foundry Co., Toronto

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts—Expansion
Star Expansion Bolt Co. New York

Brass, Sheets, Tubes and Rods
Henderson & Richardson, Montreal
Tallman Brass & Metal Co., Hamilton

Brass Goods
Jas. Cartland & Son Ltd., Birmingham, Eng.
Henderson & Richardson, Montreal
Tallman Brass & Metal Co. Hamilton

Bridle Rings—Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

Brushes
Stevens-Hepner Co., Port Elgin

Builders' Tools and Supplies
Canada Wire & Iron Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal
Lufkin Rule Co. Saginaw. Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Heaters.
Chicago Flexible Shaft Co., Chicago

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
B. & S. H. Thompson & Co., Montreal

Chafing Dishes
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N.Y.

Churns
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamilton, Ont.
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

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Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
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McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Crookes, Jonathan & Son
Dorken Bros. & Co. Montreal.
Henderson & Richardson, Montreal
Heinisch, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
F. W. Lamplough & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Wm. Keating, Toronto

Door Hangers
F. E. Myers & Bro., Ashland, Ohio
Richards Wilcox Mfg. Co., Aurora Ill

Drills, Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Drinking Cups.
Hero Mfg. Co., Philadelphia

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Canadian Carbon Co., Toronto
Canadian National Carbon Co., Toronto

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The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.

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Standard Paint Co., Montreal

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor Ont

Enameled Ware
Davidson Thos Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bullock Co., Gananoque, Ont.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton

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Delta File Works, Philadelphia, Pa.
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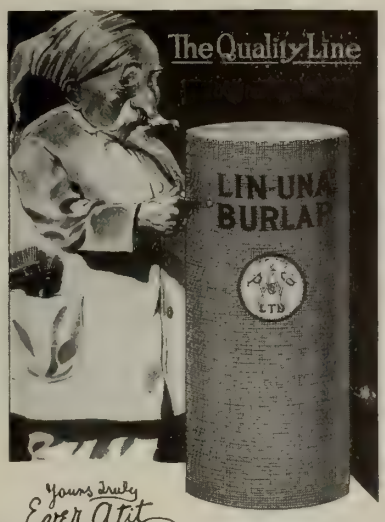

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Bonafide Mfg. Co., Plymouth, Mich.

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Griswold Mfg. Co., Erie, Pa

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Chicago Flexible Shaft Co., Chicago

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Furnaces, see Stoves

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Canada Metal Co Toronto
Thos Davidson Mfg Co., Montreal
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
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Henderson & Richardson, Montreal
John Lysaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

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Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto,
Winnipeg Paint & Glass Co., Winnipeg

Glass, Wired
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
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Sharratt & Newth, London, Eng.
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Cowan & Britton, Ganonoque
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Henderson & Richardson, Montreal
Steel Co. of Canada, Limited, Hamilton

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Laidlaw Bale Tie Co. Hamilton, Ont.

Horseshoes and Nails
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Iron Pipe
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps
Aylmer Pump & Scale Co., Aylmer
Montreal P. Co. Ont.

Ladders
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton

Lamps—Camp
John Simmons Co., New York City

Lampblack
The L. Martin Co., New York
Wilkes Martin Wilckes Co., New York

Lanterns
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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

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Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Lawn Mowers
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Jas. Smart Mfg. Co., Brockville Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines

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Stratford Mfg. Co., Stratford, Ont.

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Belleville Hdw. and Lock Mfg. Company Belleville.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke. Ont.

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Henderson & Richardson, Montreal
McArthur, A. E. & Co., Toronto
Western Distributors Ltd., Saskatoon

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

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Caverhill, Learmont & Co., Montreal
Gibb Alexander, Montreal
Henderson & Richardson, Montreal
Leslie A. C., & Co., Montreal
Lysaght, John, Bristol, Eng
Magnolia Metal Co., Montreal
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co. Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

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Canada Wire & Iron Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng
John O. Wilson, Ottawa

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Mop Wringers
White Mop Wringer Co., Fultonville, N.Y

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The Bridpgeport Hdw Corp., Bridgeport, Conn.

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Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Oilers
Thos. Davidson Mfg Co., Montreal
Hero Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F., & Co., Toronto

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram-Henderson, Montreal
Canada Paint Co. Montreal
Dougall Varnish Co. Montreal
Imperial Varnish and Color Co., Toronto.
International Varnish Co Toronto Ont
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto
Martin-senour Co., Montreal
Moore Benjamin & Co Toronto.
Pinchin Johnson Co., Toronto
Pratt & Lambert Inc., Bridgeburg, Can.
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Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals
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Greening, B., Wire Co. Hamilton

Pig Iron
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Steel Co of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

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Henderson & Richardson, Montreal
Smith Hardware Co., Montreal

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Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

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Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

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Canadian Fairbanks-Morse Co., Ltd., Montreal

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Canada Wire & Iron Goods Mfg. Co., Hamilton

Razors
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

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Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton
West, Ont.

Roofing Supplies
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas Chesterman & Co., Ltd., Sheffield, England

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Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg, Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal
Steel Co. of Canada, Limited, Hamilton

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont

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The Carborundum Co., Niagara Falls, New York

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E. Heller & Co., Newark, N.J.
Henry T. Seymour Shear Co., New York
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Lundy Shovel & Tool Co., Ltd., Peterborough
Spear & Jackson, Sheffield, England

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Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Silverware
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

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Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Staples
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Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal
Henderson & Richardson, Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg

Stencils
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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders
F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces
Burrow, Stewart & Milne Co, Hamilton
Canadian Heating & Ventilating Co., Owen Sound
Davidson, Thos., Mfg. Co., Montreal
McClary's, London, Ont.
Pease Foundry Co., Toronto.
Jas. Stewart Mfg. Co., Woodstock

Tacks
The Steel Co. of Canada, Ltd., Hamilton

Tapes
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Tin Plate
Henderson & Richardson, Montreal
A. C. Leslie & Co., Montreal

Toasters
Harkins & Willis, Ann Arbor, Mich.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont
John Watson Mfg. Co., Ayr, Ont.

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Berry Bros., Limited, Walkerville, On
Dougall Varnish Co., Montreal
R. C. Jamieson & Co., Ltd., Montreal

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal
Hollands Mfg. Co., Erie Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co, New York

Waffle Irons
Griswold Mfg. Co., Erie, Pa.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

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Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont

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Woodstock Wagon Co., Woodstock

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White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co. Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co. Hamilton
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
B. Greening Wire Co., Hamilton
Henderson & Richardson, Montreal
Jas. Steele Limited, Guelph, Ont

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TRAVELER WANTED—MUST BE EXPERIenced. Write fully, stating experience and territory covered. Good territory open with an excellent opportunity for right man. Miller-Morse Hardeware Co., Winnipeg, Man. (5)

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SITUATIONS VACANT

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FROM NOW TILL THE END OF THE year, we offer unusually good bargains in second-hand typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

They Hit You Right Between the Eyes

You've got to notice those well-painted houses every-time.

That's the way they strike the other fellow, too, and if he passes that way very often he's going to get curious enough to ask what kind of paint keeps them in such good condition.

Our dealers tell us they make many sales through the recommendations of their old customers.

MONARCH PAINT
100% PURE

advertises itself wherever it is used, and sets the painter and property owner talking about its durability.

This fact hits you right between the eyes, too; you can't get around it, for it's as true as the world is round.

Monarch quality is a splendid asset to any paint business. Why don't you write us for the agency?

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL **CHICAGO** **WINNIPEG**

We Need Your Help

We want you to sell our varnish. The high quality of our goods has caused the sale of our goods to increase largely. If you are handling our line you are reaping part of the benefit; but if not, we would like to get you interested. There is no better varnish made than Dougall Varnish. It covers more surface per gallon than any other varnish made; therefore it is cheaper. It retains a most beautiful polish long after most varnishes would be worn away. That is the reason why we call it

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. **J. S. N. DOUGALL, President**

MONTREAL **CANADA**

Associated with Murphy Varnish Co., U.S.A.

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	NAME OF BRAND
The Sherwin-Williams Co., Montreal, Canada	"Taxite"
International Varnish Co., Ltd., Toronto Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.

Sterling Prepared Paints

The QUALITY will please your customers and build up your paint business.

The MARGIN OF PROFIT, which our prices permit you to make, will please you and make your paint department a big success.

WRITE US TO-DAY

Canadian Oil Companies, Limited

TORONTO

Halifax St. John Montreal Quebec Winnipeg Calgary Edmonton
Hamilton London Ottawa

TRADE MARK
KEYSTONE
BRAND
REGISTERED

You cannot make a

Clean Sweep

with a poor broom.

Every woman desires her house to be swept clean and it is therefore important that every dealer should supply his customers with the best Broom to be had.

There is no surer way than by handling only the

Keystone Brand

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN - - - ONTARIO

If you want to handle

WIRE NAILS

of superior quality, consult us at once.

We are in a position to meet every requirement, as we have the latest machinery which turns out perfect nails—these nails are guaranteed to be full weight.

For baling purposes, we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER

THE LAIDLAW BALE-TIE COMPANY, LIMITED,
HAMILTON, - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

Get the Ear of the Ladies

Did you ever stop to consider the volume of business the women folk bring into your store? Why not earn their good-will? Sell them

LACQUERET
HOUSEHOLD LACQUER

The lacquer that acts like magic in renovating all kinds of marred or scratched wood-work, furniture, floors, etc.

The thousand and one uses for "Lacqueret" in the home will appeal to the ladies, and with our forceful selling helps you will make many new customers by handling this line.

☐ Every can is guaranteed to contain full Imperial Measure. Try a can in your OWN home; then you will know its value. Get full information at the Hardware Convention.

Write to-day for fuller details

INTERNATIONAL VARNISH CO. LIMITED

TORONTO - - WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin
Brussels Melbourne

Largest in the world and first to establish definite standards of quality

1-98

Glidden

Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

Why should you deal with Glidden?

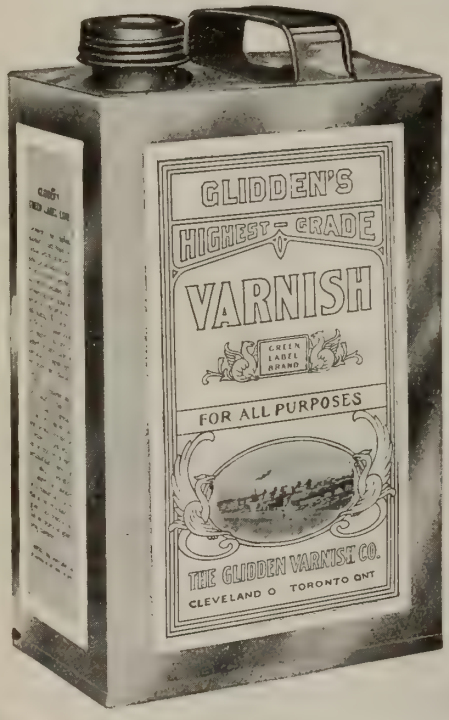
There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months'—five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?

We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.



We are giving this challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohio TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

THE GLIDDEN VARNISH COMPANY,
Toronto, Ont.

Gentlemen:

Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....

BELT PERFECTION

Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
LIMITED
HAMILTON CANADA

WESTERN ASSURANCE COMPANY Incorporated 1851 . . FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000
Losses Paid Since Organization of the Company, over - - 54,000,000.00

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C FOSTER, Secretary

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

This is the Varnish Label that is well known outside the Trade.

WITH the constantly-increasing use of varnish by the general public it is not enough to have a varnish label known simply by dealers and a few painters.

That is why we have been showing the Berry Brothers' Label prominently over and over again in our big space magazine advertising.

It has become one of the best-known trade-marks of the day.

That makes it worth more to you than ever before.

Berry Brothers' Line includes every varnish, shellac and kindred product that any dealer needs to fill all his demands.

BERRY BROTHERS, LIMITED
The World's Largest Varnish Makers
WALKERVILLE :: ONTARIO

SOMETHING NEW!

DEALERS WILL BE SURPRISED TO KNOW
THAT OUR PRICES ON

HARDWALL PLASTERS

are so low that they can sell them as cheap as lime mortar and make a good margin. These plasters are many times as strong as lime and save two-thirds the time required for plastering. They are not subject to the many troubles common to the old style mortar. **The only thing for winter work.** You cannot afford to let the other fellow be the first man in this field. Write at once for prices and particulars of **Paristone,** Neat, Hair, Hardwall Plaster; **Pulpstone,** Wood-Fibre, Hardwall Plaster; **Special Exterior Plaster; Prepared Finishing Plasters; Plaster Paris; Hydrated Lime; Land Plaster; Bug Finish, Etc., Etc.**

The Alabastine Company, Limited

Mines and Plaster Mills
CALEDONIA, ONT.

Office and Alabastine Mills
PARIS, ONT.

Why Not Increase YOUR PROFITS By Selling Cement?

ROGERS'
Portland Cement

possesses qualities that are sure to produce a rapid increase in your trade, and allows an attractive profit on every sale.

This is a standard Portland Cement of great strength. Its evenness of set and uniformity of action is, we believe, far beyond comparison with other brands.

ROGERS' SERVICE IS QUICK, DEPENDABLE AND EFFICIENT.

WRITE US NOW

ALFRED ROGERS LIMITED

28 West King Street, Toronto

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

Replenish Your Stock with Quality Paint

Sell "NEW ERA" and Attract Better Trade.

Hardware dealers who have given NEW ERA a trial are now *our* steady customers. NEW ERA is the kind that consumers demand—the kind that satisfies

INCREASE YOUR TRADE

NEW ERA PAINT

INCREASE YOUR PROFITS

NEW ERA Paint will outlast, cover more surface, hold its color better, stand more changes of the weather and give more brilliant finish than any high-priced paint you can buy. ***Write at once.***

Standard Paint and Varnish Works Co., Ltd.

Windsor, Ontario.

HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope

Star Brand Cotton Clothes Lines

Star Brand Cotton Twine

For Sale by All Wholesale Dealers

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B C
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada

TORONTO

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Knowledge is Power

Every hardwareman can get valuable pointers and make his business a more profitable proposition if he will study the experiences of experts who have 'made good.' Our Technical Books for hardwaremen cover a wide range of subjects, among which may be mentioned Metal Working Books, Hardware Window Dressing, Store Business Methods, Paints and Painting, Salesmanship and Sales Plans and Advertising. We have also the very latest books on the plumbing and heating problems.

TECHNICAL BOOKS, 143-149 University Ave., TORONTO

TRADE MARK

DELTA

"CARPENTERS'"

SPECIAL

Leads In Quality and Temper

That's why we recommend them to dealers as the best value that money can buy. With weight enough to make it lasting and more teeth to the inch than any other make, it will do the work of $3\frac{1}{2}$ to $5\frac{1}{2}$ inch slim file, and obviate the necessity of carrying the full set. Carpenters' Special is a file that has all the qualities of slim, extra slim, special tapers, etc., combined. Sell the "Delta" and the buyer will be a "comeback" — not the file. Get our prices and circulars at once.

DELTA FILE WORKS

PHILADELPHIA, PA.

Canadian Agents:

H. S. Howland, Sons & Co., Toronto
Stark-Seybold, - - - Montreal
Wm. Stairs, Son & Morrow, Halifax

FILES OF QUALITY

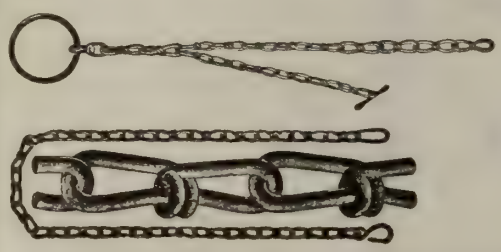
TIE-OUT OR TETHERING CHAINS

LIGHTEST, STRONGEST AND BEST
CHAINS ON THE MARKET.

Halter, Dog, Cattle and Trace Chains

Manufactured by

The B. Greening Wire Company, Limited



HAMILTON,
ONTARIO

MONTREAL,
QUEBEC

THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912
is now ready and will be shown
throughout Canada by

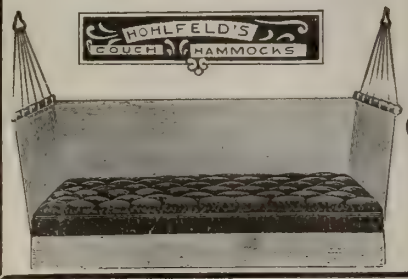
GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line Because it is Most Saleable

The Most Popular Line Because it is Most Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS



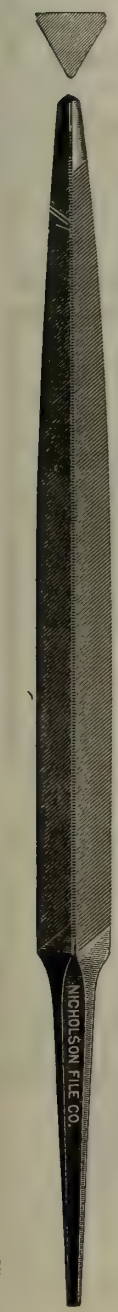
Known the world over as the standard
by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

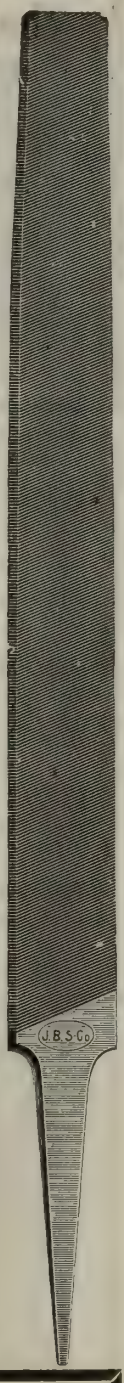
Catalog and Prices on request

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-Made Files. These are the favorite made-in-Canada Nicholson Brands:—



"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"



Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them.

NICHOLSON FILE CO.

(Dominion Works)

PORT HOPE - ONT.

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

LAMP BLACKS

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

THE BEST CHEAP FENCE
ON THE MARKET IS

"MONARCH" WIRE FENCE

"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout, and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

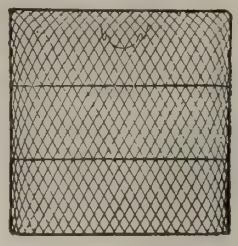
The Owen Sound Wire Fence Co.,
Limited

OWEN SOUND, - - - ONTARIO

We are Headquarters for
SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.**

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering



Send for illustrated price list

CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

The Chicago Heat Regulator

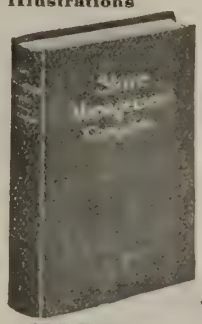
Saves Coal, Health, Time and Worry—Keeps even temperature in the House—Profitable line for the Hardware and Stove Trade—No stock to carry—30 days' free trial to your customers.

ASK FOR FULL PARTICULARS

Otterville Mfg. Co., Limited
OTTERVILLE, ONTARIO

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages
Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

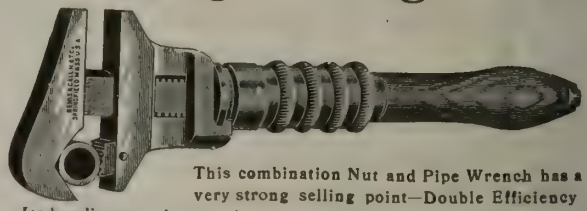
MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

METALS

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Turpentine Producers' Agency

TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.
Warehouse: MacDonnell Ave.
C.P.R. and G.T.R. Sidings

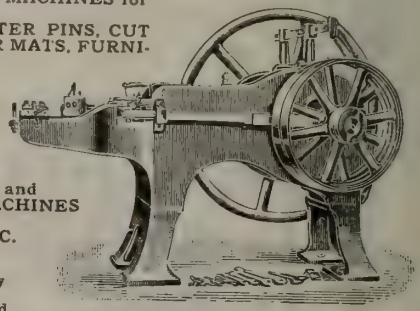
Phones:
Office: Main 4391
Warehouse: Park 2781

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Improved High Speed Barb Wire Machines
Improved High Speed Wood Screw Machines
Complete Plants for making ELECTRIC WELDED CHAIN
Up-to-date AUTOMATIC MACHINES for making:
BOLTS, BUCKLES, COTTER PINS, CUT NAILS and TACKS, DOOR MATS, FURNITURE SPRINGS.
HINGES, HOB NAILS, NAILS, RINGS, RIVETS, SCREWS, SCREW HOOKS and EYES, STAPLES, WIRE NAILS
QUADRANGULAR MESH WIRE NETTING
WIRE STRAIGHTENING and CUTTING MACHINES
THREAD ROLLING MACHINES, ETC., ETC.

SEND YOUR ENQUIRIES.

ED. BRAND
Specialist in Wire Machinery
472, Moss Lane, East
MANCHESTER - England
Cable Ad: "Filieres, Manchester"
Code used—A.B.C., 5th Edition



RIVET PRESS

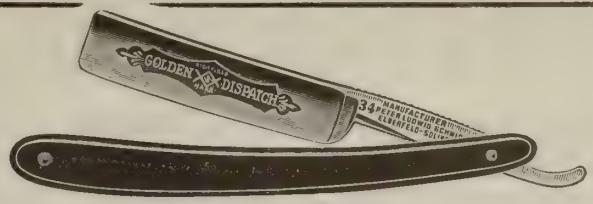
There's a BEST in everything - in Pliers it is "UTICA."

Increase your business and make your customer happy by selling him the BEST.
UTICA Pliers will make you customers.
They are sold by all high class dealers for the reason they are high class goods.

"Why not fall in line and get some of the good things."

Our guarantee behind every UTICA tool.

UTICA DROP FORGE & TOOL CO.
UTICA, N.Y.
SOLE CANADIAN AGENTS
SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



OUR No. 33 GOLDEN DESPATCH RAZOR is the highest grade razor on the market.
EXTRA full hollow ground.

"EVERY USER A FRIEND."

We handle a complete line of Cutlery, and will be glad to quote prices on application.

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL

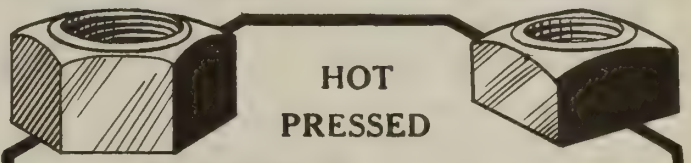
BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb tins—
3 doz. in case.



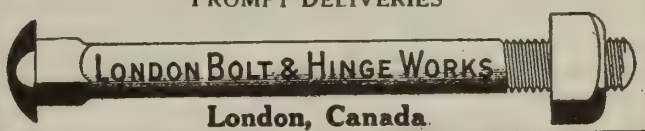
HOT PRESSED

NUTS OF QUALITY

SQUARE AND HEXAGON

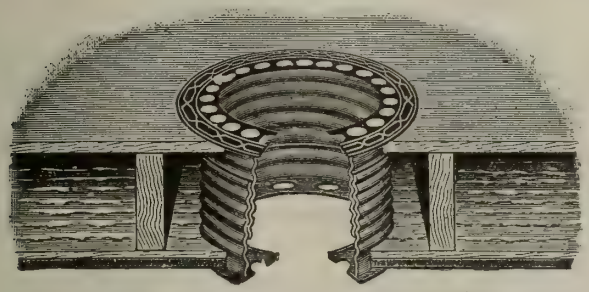
We make a specialty of sizes for ¾ in. to 1½ in. bolts

PROMPT DELIVERIES



London, Canada.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

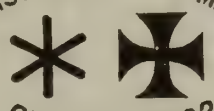
JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

REGISTERED TRADE MARK



GRANTED 1682.

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
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Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL	$1,400,000.00
ASSETS	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BUILDERS' SUPPLIES.

Bell Phone 2033 P. O. Box 267

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.

ERIE GREY IRON
CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

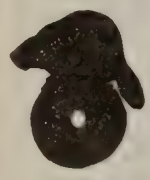
PRIEST'S CLIPPERS
THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

EMERY WHEELS.

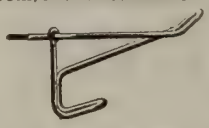


Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

COAT HOOKS.

Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID
Perth, Ont.
Ask Your Jobber



FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to
A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

SPRAYERS.

COLLINS SPRAYERS=SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or
THE COLLINS MFG. CO., TORONTO

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

ALEXANDER GIBB

Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

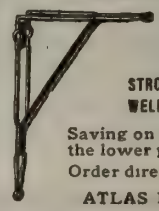
Write us for our list of Plow Castings.
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.
ATLAS MFG. CO., New Haven, Conn.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

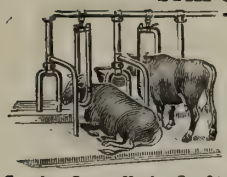
The Ham & Nott Co., Limited
Brantford, Ont.

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS

ARMSTRONG CUTTING-OFF TOOLS

are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited

Ayr, Ont. Winnipeg, Man.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

The Estate of O. D. COWAN

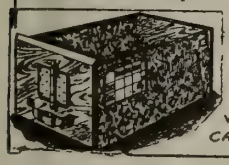
GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROW

Agents { Asselin & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal

If you want to buy or sell any store equipment article, to buy or sell a business, engage as clerk or manager, etc.,

TRY A

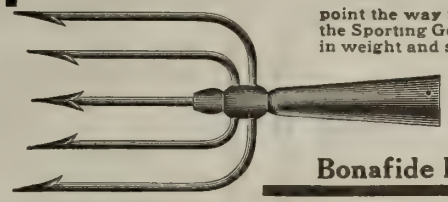
Condensed Ad.

IN

Hardware and Metal

For two cents a word you can talk across the continent.

ORIGINAL "ST. CLAIR" FISH SPEARS



point the way to increased sales. They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

No. 19

Write for illustrated circular and jobbing prices

Bonafide Mfg. Company, Plymouth, Mich., U.S.A.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

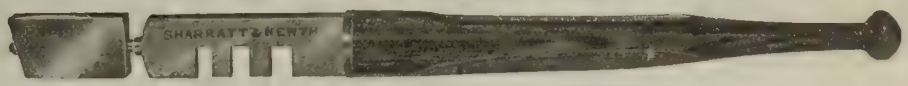
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

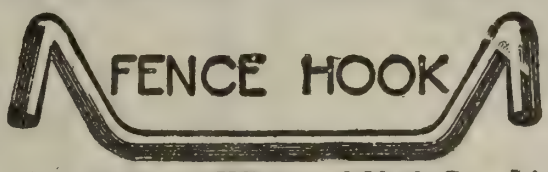
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

SEYMOUR SHEARS

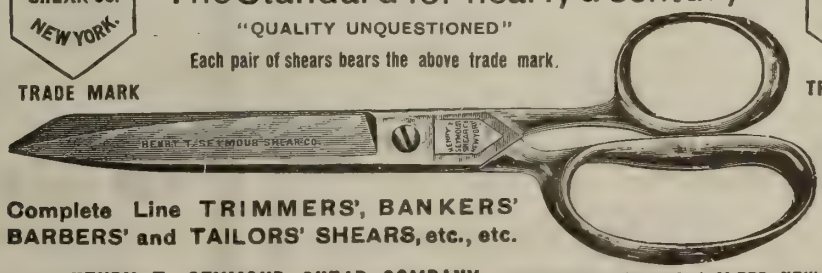
The Standard for nearly a century

"QUALITY UNQUESTIONED"

Each pair of shears bears the above trade mark.

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK

HENRY T. SEYMOUR SHEAR CO. NEW YORK. TRADE MARK



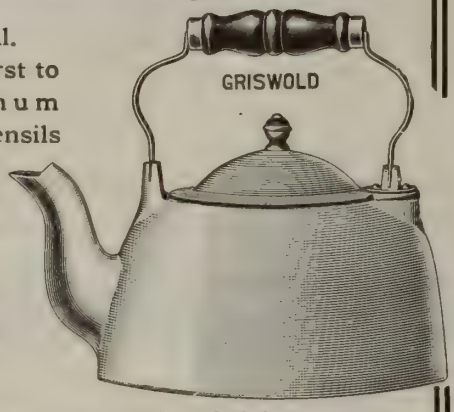
Latest catalog will be sent in exchange for your business card.

Complete Line TRIMMERS', BANKERS' BARBERS' and TAILORS' SHEARS, etc., etc.

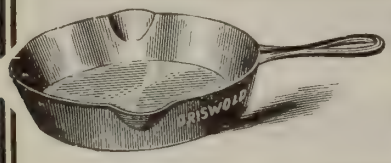
HENRY T. SEYMOUR SHEAR COMPANY WIEBUSCH & HILGER, LIMITED, NEW YORK, Agents

GRISWOLD

"HARDWARE that housewives appreciate"



you can best sell. We were the first to cast Aluminum into cooking utensils and are still first when it comes to quality and durability. Housewives appreciate this ware because it is very light, always looks clean and adds a brighter appearance to the kitchen. This hardware cannot chip or leak as it is solid throughout.



For quick sales try Griswold Hardware —it will give the highest satisfaction.

The "Griswold" Waffle Irons

have extra heavy pans, insuring well baked waffles; patent ball lock, jointed hinge, permitting turning with ease; air-cooled sockets, preventing burnt fingers, and specially designed ring, catching every drop of grease or batter.

The

Griswold Mfg. Co.

ERIE, PA.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon
327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

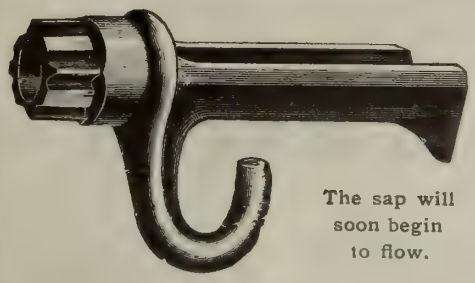
"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

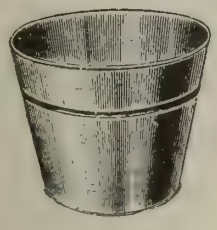
Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.



The sap will soon begin to flow.

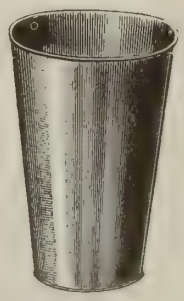


Place your order NOW before the rush.

Prompt Shipment and Satisfactory Goods guaranteed.

Sap Season Supplies

"Ideal" Open or Closed Sap Spiles, Cast.
"Eureka" Open Cast Sap Spiles.
Flaring Sap Buckets, 6 and 10 qt.
Straight Sap Buckets, Nos. 8, 12 and 16.



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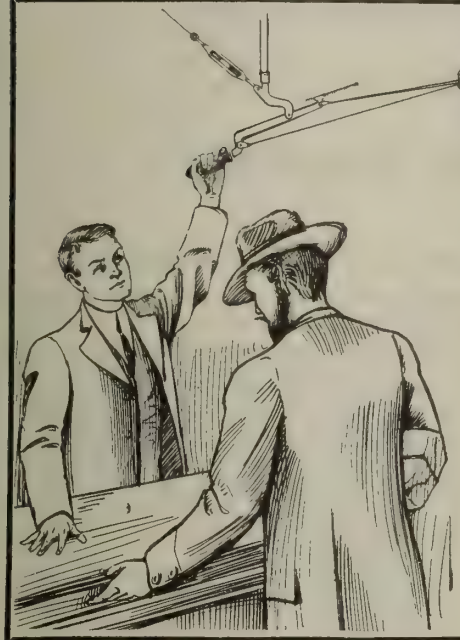
E. T. WRIGHT & CO., Hamilton, Can.
(H. G. WRIGHT)

Winnipeg Distributing Agents—Merrick-Anderson Co.
Vancouver Distributing Agents—Macpherson & Teetzel.
Toronto Agent—F. B. Wilson, 33 Maitland Street.
Winnipeg Agents—W. Reynolds & Co., Winnipeg, Man.



Keep Your Clerks on the Job!

How often are additional orders missed by the fact that your clerks have to carry change. Their salesmanship is destroyed by the interruption.

The Perfect Cash and Package Carriers

have a hundred uses that mean money in your till. They are simply and durably built; easily installed and sightly.

WRITE US FOR BOOKLET GIVING PARTICULARS AND PRICES.

The Hamilton Brass Mfg. Co., Limited

HAMILTON, ONTARIO ∴ MONTREAL, P.Q.

MAPLE LEAF

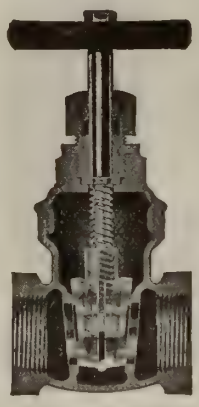
"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.

SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

UNIVERSAL RATCHET

DEALERS!

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

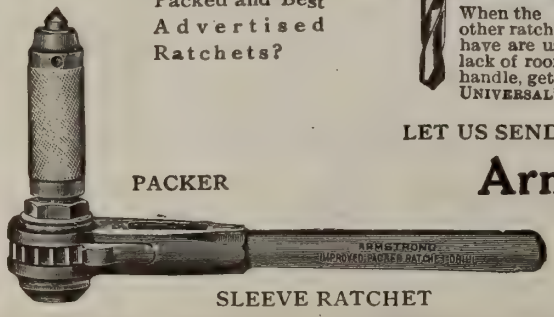
When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

They stand the racket.

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

LET US SEND YOU A CATALOG



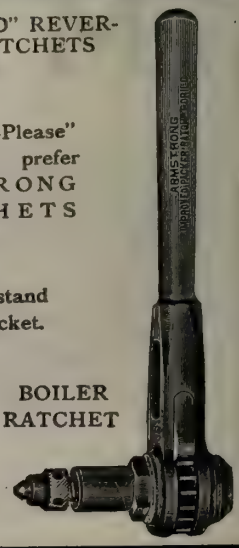
PACKER

SLEEVE RATCHET

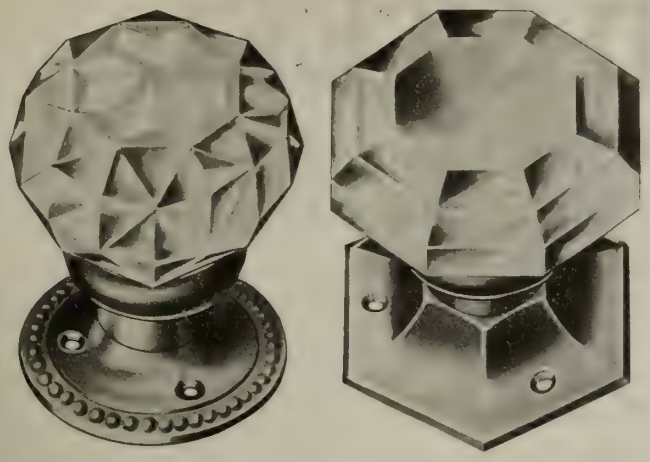
Armstrong Bros. Tool Co.

"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



BOILER RATCHET



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co, Limited

AYLMER, : : ONTARIO

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices; also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

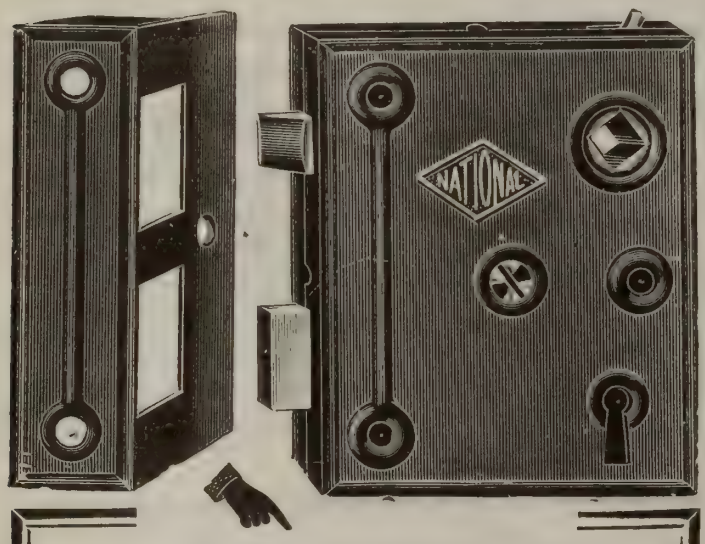
Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto



Simplicity, Durabilty

are two of the features that make the **National Steel Rim Locks** popular with every user.

We guarantee quality and satisfaction with every sale.

Get your share of good profits. A card from you will land a trial order at your store.

NATIONAL HARDWARE CO., Ltd.

ORILLIA, ONT., CANADA

The "Hygienic" COFFEE PERCOLATOR

Makes an

IDEAL CUP OF COFFEE

It is beautifully finished and fitted with the new Monarch regulating lamp.

The Hygienic has no near rival when it comes to point of adding pleasure and satisfaction to a home. The good profits will appeal to you.

Write for Illustrated catalog.

The Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives:
H. F. McINTOSH & CO., 28 Toronto Street, Toronto

THE SPRAY PUMP TRADE!

HAVE YOU LOOKED INTO IT?

"Success" Bucket Spray pump. All brass but the foot rest and handle

YOU'D be surprised—if you made a census of your town—at the number of citizens who own and use little bucket spray pumps. They spray their gardens, flowers, trees, etc., and use them also for washing windows, buggies, etc. This spring will see more of these pumps bought because they are adapted for so many different purposes and because public interest in spraying is greater than ever before.

Deming Sprayers

are made in more than twenty different varieties—bucket, barrel, knapsack, cart, tank and power sprayers—the most complete line of spray pumps on earth—suited for all spraying operations, whether large or small. We have a proposition to make any live dealer who wants to handle our line exclusively.

The Deming Company, 115 Broadway, Salem, Ohio

HAND AND POWER PUMPS FOR ALL USES

GENERAL DISTRIBUTING HOUSES:

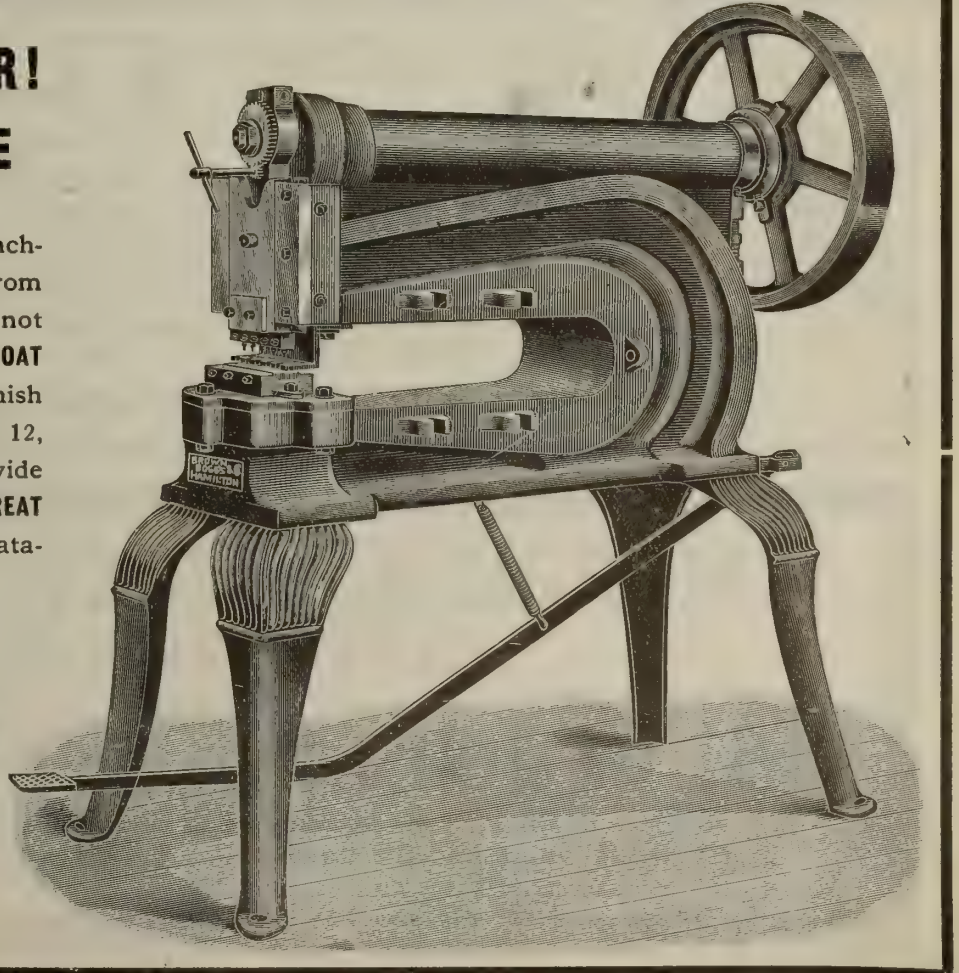
Henion & Hubbel, CHICAGO

Harris Pump & Supply Co., PITTSBURG

YOU RANGEMAKER!

OR ANYONE ELSE

requiring a **POWER PUNCH** for punching holes at **LARGE** distances from the edge of the sheet, should not **OVERLOOK** our **No. 126 DEEP THROAT POWER PUNCHING PRESS.** We furnish this machine in three sizes with 12, 18 and 31 inch gap. It has a wide range and can be used for a **GREAT VARIETY** of work. Write for catalogue and further particulars.



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BROWN-BOGGS

CO., LIMITED

HAMILTON, ONT.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, CANNING MACHINERY

Quality, Accuracy and Dependability

are three of the features that have made the

HAMILTON 22 CALIBER RIFLES

popular with every user. These rifles are excellently finished and well balanced and are sure to attract prospective buyers. The working parts of the HAMILTON are very simple and are easily kept clean.

It will be to the dealer's advantage to communicate with us at once and get our circulars and prices.

Write To-Day

For Sale by all Jobbers

C. J. Hamilton & Son

Plymouth, Mich., U.S.A.

Salem Kingston Morrow Turenne Irwin Avon Stratton

"New Designs"

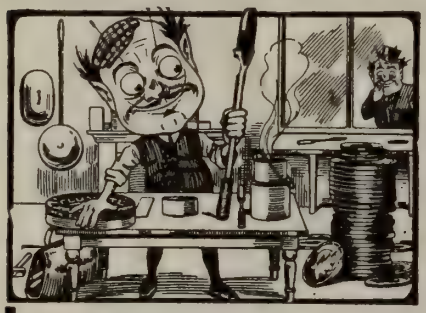
Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES **FLUXITE**

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

"ONE MINUTE"

Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line.

ONE MINUTE WASHER CO., - TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta

CANADA STOVE & FURNITURE CO., Montreal

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

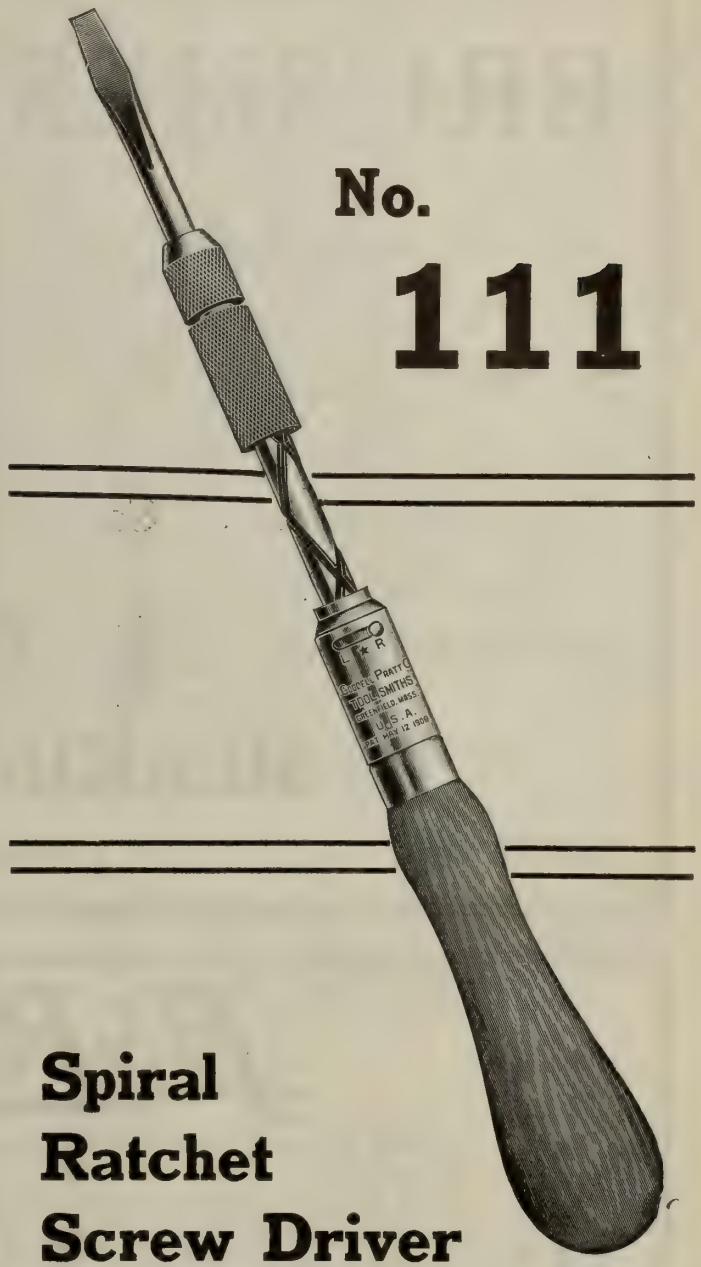
Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The

R. McDougall Co., LIMITED

GALT, CANADA



No. 111

Spiral Ratchet Screw Driver

This is the most powerful screw driving and extracting tool yet devised and its mechanism is constructed from materials which will not readily give out or wear out even under the tremendous strains to which they are often put.

To be brief, it combines POWER with DURABILITY.

It should be in your stock

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.

BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from

MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

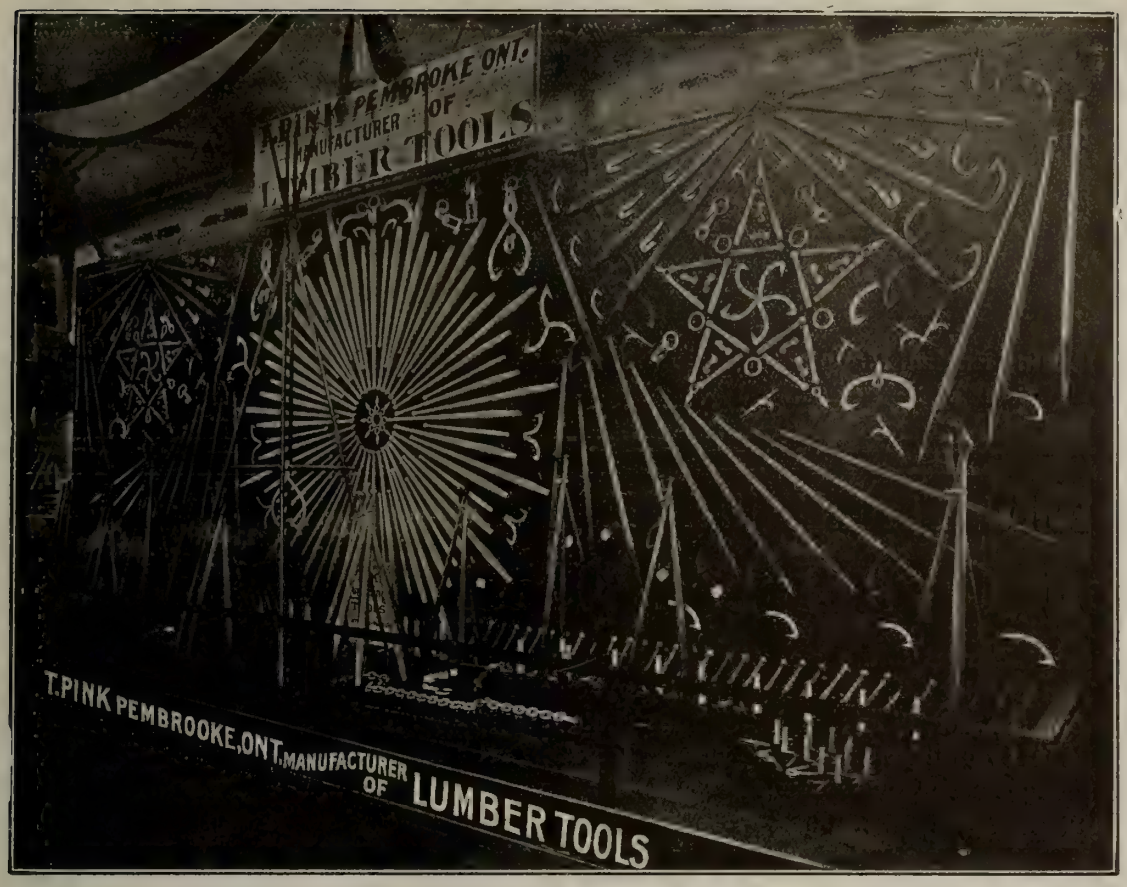
TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Each Basic Invention Brings New Wrench Demands

The success of many inventions depends on the manufacturer's ability to present them in simplified forms to the consumer. Economy of space often places adjustments in almost inaccessible places. New shapes of wrenches are required both in construction work and as part of the equipment furnished.

"W. & B." Diamond Trade Marked Wrenches have a design to meet the need of every branch of industry, manufacturing, agricultural, railroad building, etc. We are in touch with the World's progress in inventions and processes and can fill your needs.

Get them from your nearest jobber or send order direct.

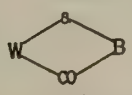
Write for Catalogs 74-B and 75-B.

The Whitman & Barnes Mfg. Co.

Established 1854

Stocks Carried at Winnipeg and Montreal

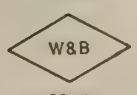
Trade



Mark

Tools of Quality Bear These Marks

Trade



Mark

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS for all purposes

SAWS The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Canadian Representative: D. G. ROSS, Saskatoon.

THE SPECIAL FEATURES IN MAXWELL'S

Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

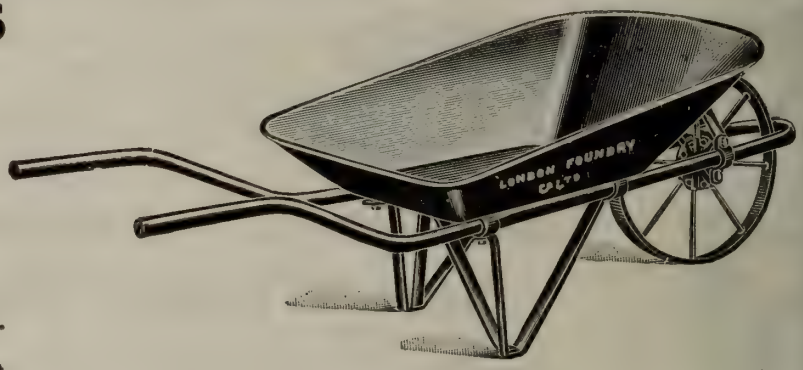
It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario

WHEEL BARROWS

for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

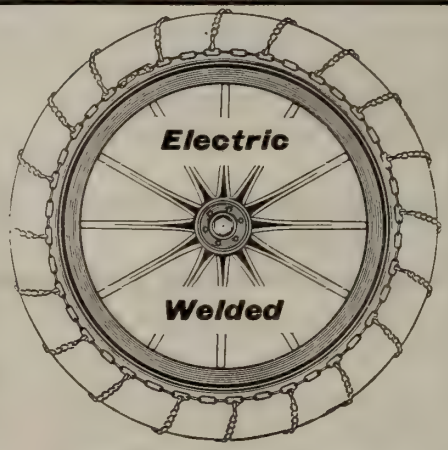


Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

McKinnon Electric-Welded Anti-Skidding Chain

are sold throughout Canada by all the leading jobbers of Automobile Supplies.



Quality Guaranteed

McKinnon Attachments for Anti-Skidding Chain

are cross chain, hooks, snaps, etc.

MADE BY

McKINNON CHAIN CO.
Buffalo. St. Catharines.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

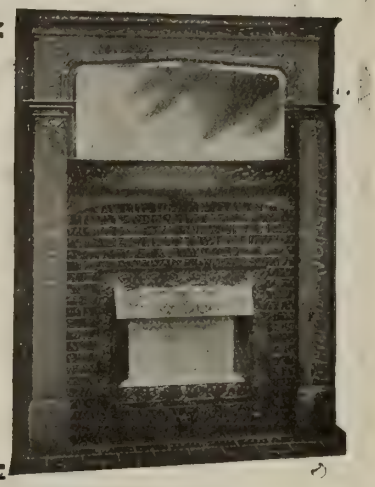
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



A TIP FOR 1912

Buy the Queen Square Fruit Jar

The biggest selling Lightning Style Jar in the United States and Canada. This jar is tried and true and should not be confused with the ordinary type of jar.

Made in clear white flint glass, with wide mouth, seamless rubber base and smooth polished top. Has the adjustable fastener.

Insist on the Genuine. Beware of Imitations. There is only one "Queen"

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U.S.A.

For sale by all first-class dealers in Canada and United States.

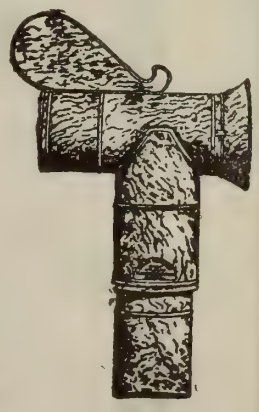
A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.



MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

THE ROSS

"HIGH VELOCITY" RIFLE IS THE ARISTOCRAT OF SPORTING RIFLES!

It is the rifle for great events in the sportsman's career. It leads in power, mechanical perfection and style.

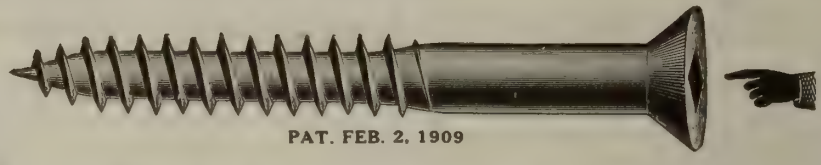
PRICE $70.00

Dealers even in the smallest towns should carry at least a sample of this wonderful rifle. Every town in Canada has its quota of hunters who can afford to buy the best sporting arm made.

OTHER ROSS RIFLES FROM $25.00 UP.

Write for Illustrated Catalogue, discounts and full particulars.

Ross Rifle Company **Quebec, Que.**



PAT. FEB. 2, 1909

ROBERTSON SOCKET HEAD WOOD SCREWS

Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time.

They will sell on sight---get our prices at once.

We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

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The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.

Buy Your
Wrapping Paper
From Us

We manufacture a complete line of all kinds of wrapping paper.

Our prices are right—you will save much money and get better value for price paid by giving us your order.

Write at once for quotations and particulars.

Alex. McArthur & Co., Ltd.
82 McGill St., Montreal
F. J. COX, Winnipeg — Sole Agent for West

Pearson's Patent Poke No. 2

possesses several strong advantages over other makes, and will yield you a good profit.

It cannot slip off, doesn't wear the mane, and is very easily adjusted.

It is light, but very strong, and will prevent running in the field.

Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

Guaranteed to be exactly as represented or money refunded.

Get our circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

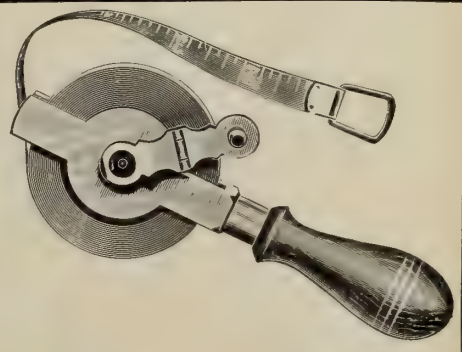
SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

MEASURING TAPES
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

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Est. 1868 Inc. 1895

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

GOLD MEDAL
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS

"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

Imitated but not Equalled

STANLEY'S

Wrought Steel

BUTTS and HINGES

The Standards of the Hardware World

on our shelves will give your store a reputation for quality which will result in New Customers and Increased Profits.

THE GUARANTY TRADE S.W. MARK OF QUALITY

THE STANLEY WORKS

NEW BRITAIN CONN. • U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada. No. 6.

February 10, 1912

ROGERS' PORTLAND CEMENT

DON'T STOP AT GOOD – – GET LARGER PROFITS

Roger's Cement is a very profitable line to handle. It is a cement of great stability, great strength and is absolutely uniform in its action. Ask any architect; he will convince you of its superior qualities.

Quick Delivery.

Prices are Right. Communicate with us at once.

ALFRED ROGERS LIMITED

28 WEST KING STREET, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any one of them will tell you Big Ben is the best selling alarm that's ever been put out.

In broken and dozen lots, $2.20 less 5%. In lots of 24, $2.10 less 5%.

The Western Clock Co., La Salle, Ill.

A CASE OF PROFIT

The Carborundum Triangular Display Case and a Stock of CARBORUNDUM Sharpening Stones

YOU can put a lot of ginger into your sharpening stone sales by using Carborundum displays---the Triangular Display Case for instance---put it on your counters or in your window---it will talk to your customers---let them know you are a Carborundum dealer---case is made of quartered oak, glass panelled---stones shown on attractive background of black cloth---it's a great sale stimulator. Given free to dealers with stock of Carborundum Sharpening Stones. Glad to send you all the details.

The Carborundum Company

Niagara Falls, New York

THE LIGHTNING AND BLIZZARD

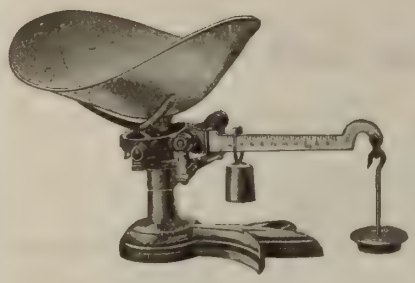
FREEZERS

stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.

Better let your Jobber quote at once.

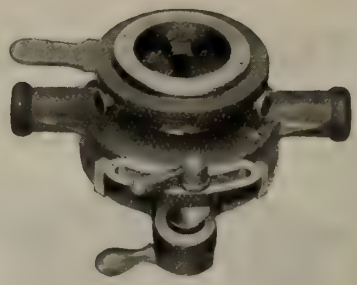
NORTH BROS. MFG. CO.

Philadelphia, Pa.



Fairbanks Counter Scales

WE PROTECT THE DEALER

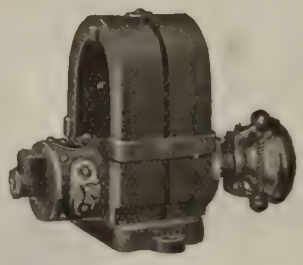


Oster Stocks and Dies

Now is your opportunity to stock our lines for 1912. We have everything that should appeal to the wideawake, progressive dealer—Valves, Steam Specialties, Scales of all descriptions, Motor Boat Accessories and Supplies of all kinds.

We carry the largest stock of these lines in Canada. Our Catalogue No. 10 shows our complete line, and it should be every dealer's reference.

A card to our nearest house will bring it to you.



Heinz Coils

THE

Canadian Fairbanks-Morse Co.

LIMITED

Montreal	Toronto	Saskatoon
St. John	Winnipeg	Vancouver
Ottawa	Calgary	Victoria

S.M.P. SAP PAILS AND SPOUTS

ARE POPULAR SELLERS EVERYWHERE

EXTRA DEEP AND STRAIGHT

6, 8 and 12 Quart

Let us know your requirements for the season.
Prompt shipment guaranteed.

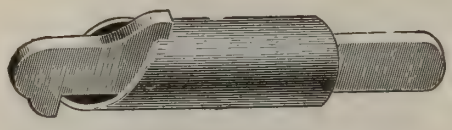
ALL SAP BUCKETS PUNCHED UNLESS OTHERWISE ORDERED

PRICES ON APPLICATION.

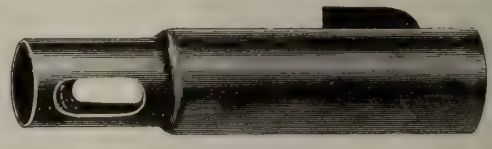
FLARING

6 and 10 Quart

E. T. SAP SPOUTS—Retinned



MAPLE LEAF SAP SPOUTS—Steel Japanned



THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

Visitors to the Guelph Convention

Beware of Imitations.

We want YOU to become personally acquainted with the reasons for the Big Demand created for the celebrated line of

Success All-Metal Refrigerators

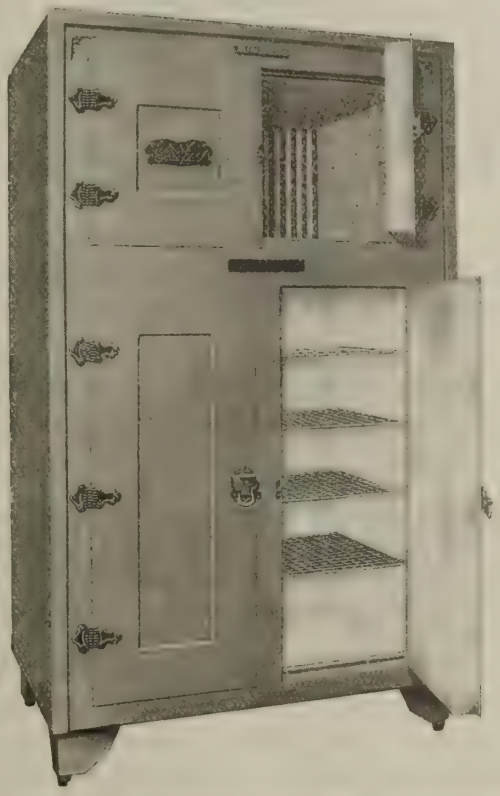
The Most Sanitary **The Most Convenient** **The Most Economical**

Have our salesmen and the Factory's Representative at our booths Nos. 41 and 42, explain the **Practical Advantages** and **Points** of **Especial Merit** Possessed by the **"SUCCESS."**

IMITATORS

are already at work trying to ride through on the Fine Record of the "SUCCESS" and have produced two sizes in imitation of the "SUCCESS" Nos. 22 and 24.

We want you to get posted on the "SUCCESS" line when at Guelph and feel sure that then it will take something of more merit, than the imitations now on the market, to secure your approval.



WE HAVE ANOTHER STRONG LINE

which will be exhibited at the convention and one which it is well worth your time and careful consideration, viz.

PERFECTION
and
TRIUMPH
ASH SIFTERS

"The Great Coal Savers."

SUCCESS REFRIGERATORS

Not a Splinter of Wood About Them.

Aluminum Finish Outside, White Enamel Inside, Galvanized Ice Chamber, Brass Trimmings, Brass Combined Lever Latch and Lock, Ball Bearing Steel Casters.

Send us your MAIL ORDERS.

The Doors Shut Tight into Grooves and cannot Swell nor Bind, Insulation is Perfect, all Parts Removable for Cleaning.

WE ARE SOLE AGENTS FOR CANADA.

Quick service given all MAIL ORDERS.

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

A Stock of "Plymouth" In Your Store—

Means a great deal more for your business than the profit on rope sales. PLYMOUTH Manila rope *attracts* trade and sells itself—together with the many other lines that sympathize.

"My customers drive twenty miles to get the ship trade-marked rope," a dealer writes us. "If they come for a hay-rope, they buy pulleys as well—if they want a well-rope, they also want a bucket. But it's *the rope* that *brings them.*

PLYMOUTH ROPE

"The Rope You Can Trust"

is not merely "one of the ropes" but is, instead, *the one best rope;* a high-grade specialty, offering more strength to stand strain, more length to the pound, and more durability than any other rope on the market. PLYMOUTH rope draws trade that might go elsewhere.

The heaviest demand is always for *best quality.* Many dealers have learned the wisdom of handling PLYMOUTH alone. If you have not, tell your jobber to send a few coils for you to put in stock as a test.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

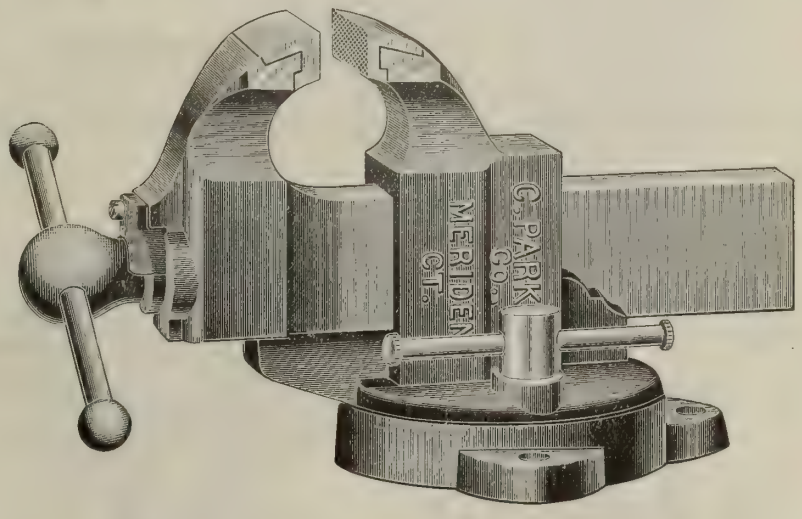
55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO ST. JOHN MONTREAL WINNIPEG HALIFAX VANCOUVER

PARKER'S VISES

NEW ECLIPSE SERIES

Made to supply the demand for a strictly high-grade Vise at a moderate price.



Distinctive Parker Features

First---The steel faces are milled and fitted to the jaws, and are renewable---distinctively "Parker."

Second---The saddle or screw governor, which has been so long recognized as highly important in the working of a vise---distinctively "Parker."

Third---The absolute fit of the jaws---distinctively "Parker."

Fourth---The screw and nut are carefully threaded, and the jaws make immediate response to the action of the screw---distinctively "Parker."

The swiveling device employed on this series is a patented feature, and is operative at any and all points, and is adjustable---that is, can be converted to the use of a left-hand workman. We challenge the world to show a more positive lock, or one more easily operated.

We guarantee this series against breakage caused from any defects in manufacture or materials used.

The **ECLIPSE** Series is the best value ever offered to the trade, and is the superior of any vise on the market with the exception of "Parker" best quality. Compare it in detail with the best of any other make, and be convinced.

Number	Width of Jaw	Vise Opens	Weight
203-3½	3½ inch.	5 inch.	42 lbs.
204-4	4 "	6 "	58 "
205-4½	4½ "	6½ "	76 "
206-5	5 "	7½ "	104 "

Wholesale Distributors

Caverhill Learmont & Co

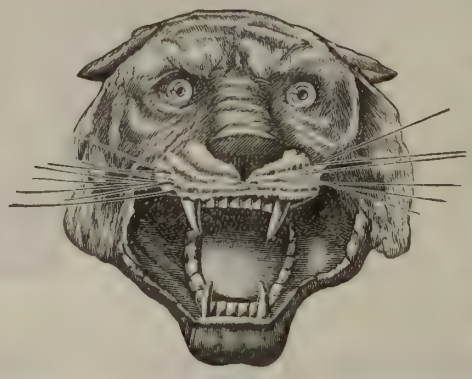
MONTREAL and WINNIPEG

The

Steel Company of Canada

Limited

WHITE LEAD



Tiger Brand

MEANS

PURITY

The name TIGER is a guarantee of quality.

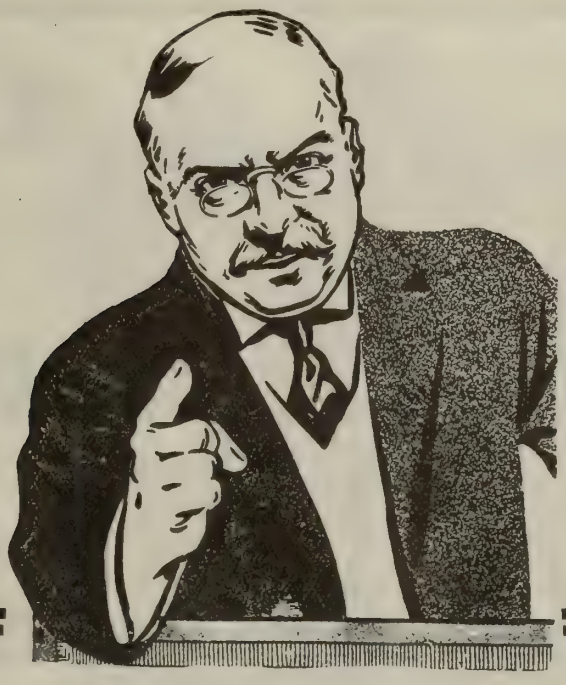
For over forty years this Brand has been considered by the leading painters in Canada to excel all others in quality and durability.

Send trial order now. It will convince you that once used they will buy no other.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.



Samson Ready Roofing

Made strong and durable to meet Canadian requirements. A success wherever introduced and the kind that is a constant recommendation to new customers. We want all our customers to push this line in their own interests. It is being used in many places throughout Canada and is guaranteed to give satisfaction.

The fact that sales are increasing right along shows that the quality is there to "make good" and that public appreciation is encouraging us to crowd in all we possibly can of value.

SEND US YOUR ORDER

H. S. Howland, Sons & Company, Limited

WHOLESALE HARDWARE

We Ship Promptly.

TORONTO

Graham Nails are the Best.

Our Prices are Right.

LOOKS GOOD

CRESCENT BRAND

C S G Co.

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

THE "CANADA" MILK CAN

THE MOST SANITARY MILK CAN MADE

SEAMLESS BODY

The body is pressed out of one piece of 18 gauge steel retinned.

Entirely smooth on the inside, no crevices, seams or corners for dirt and sour milk to collect in. Easily kept clean and sanitary.

Fitted with massive wrought iron upright handles, or malleable drop handles as desired.

SEAMLESS COVER

The bottom is well protected by a heavy welded iron hoop and the can is further strengthened by an additional hoop which encircles the body at the breast.

The Cover is also seamless, and fits tight and flush with the top of the breast, preventing milk from splashing around in transit.

HOLDS---8 Gallons Imperial Measure

Unexcelled in durability—Used in many of the finest Dairies throughout the Country.

Write for prices and place your orders now for Spring Delivery

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

These Two Big Sellers Are Being Extensively Advertised

These two machines, Mr. Dealer, will be "best sellers" this fall and winter. There is money in carrying them. And for the very best reasons.

The Enterprise Sausage Stuffer and Lard Press is selling fast because this is a great year for profits from pork products. Hogs on the hoof are relatively low. So farmers will turn their hogs into products—lard and sausage—which will command big prices.

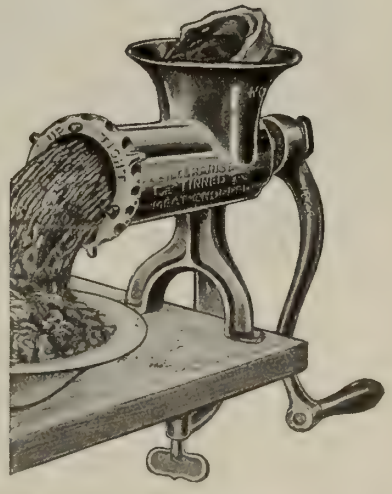
As to the Enterprise Meat and Food Chopper, more housewives are learning every day that it is the best economy aid they can have in the kitchen. The cutting principle and construction are right.

We are advertising these two big sellers in the way to give dealers the biggest volume of sales. The national publications are being used to let possible customers know that the Enterprise *lasts longest and does the work best.*

Sausage Stuffer and Lard Press

ENTERPRISE

Meat and Food Chopper



Consider these advantages of handling Enterprise goods. A score of different specialties under one brand—avoids surplus stock. Parts duplicated at any time—will fit *exactly.* Variation is impossible under our system of manufacture. Every Enterprise article gives you a profit—gives your customer satisfaction.

The big advertising campaign which we are now running in the women's, general and farm publications is giving Enterprise goods another big impetus of sales. Get your share. Follow the line of least resistance. Stock the Enterprise line.

You can easily make new customers for Enterprise Specialties in your locality. Send for our selling helps.

Your advertisement on six beautiful post cards---Free.

We are now issuing a set of six beautifully illuminated views of historic and modern Philadelphia. On the address side is an advertisement of the Enterprise Specialties, and with this we print your own firm name, so that it becomes your advertisement to be sent out to your customers.

Fill out the coupon, and we will supply you promptly.

THE ENTERPRISE MFG. CO. OF PA.
PHILADELPHIA

Enterprise Mfg. Co. of Pa.
Philadelphia

Please send me_____post cards, printed with my advertisement, which I will send out to my customers.

Dealer's Name_____

Address_____

State whether Hardware, Housefurnishing or General Store

WEATHERPROOF CASCO PRODUCTS

LEEKNOTT ROOFING

SANKOTE ROOFING

"CASCO" ROOFING MATERIALS

were used on many of the largest buildings erected in Ontario during 1911—the LOWE BROS. New Paint Factory being one of our most recent undertakings.
Quality tells in landing big contracts, just as quality helps to build up a retail business. Be sure, therefore, to see our samples and GET OUR PROPOSITION before tying yourself up on a roofing contract for 1912.

The Best Roofing Proposition for Retailers

LEEKNOTT roofing will satisfy the most exacting customers; it being made from the best long fibre wood felt, thoroughly saturated with genuine Trinidad Asphalt. It is guaranteed absolutely.

SANKOTE asphalt roofing is lower in price but is made expressly for Canadian climatic conditions. It has a sand-coated surface and is everlastingly waterproof.

In Quality, Selling Helps and Margin of Profit we can interest you. Write for our proposition.

CANADIAN SUPPLY COMPANY

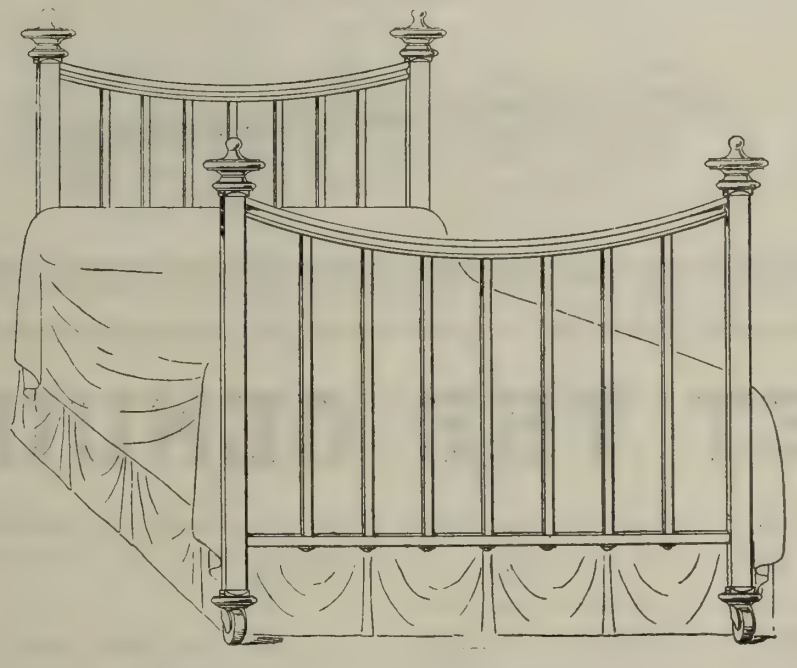
220 KING STREET WEST, TORONTO

Estd 1809 **EVERED** & Co. LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, Eng.

Brass Bedsteads of the Highest Quality



Finished by the Patent "EVEROID" Process, Brilliant and Durable.

CANADIAN AGENT:

Mr. Geo. H. Saywell - Saskatoon

Cables and Telegrams: Rosswell, Saskatoon.
A.B.C. 5th Edition.
Telephone, 4317 Saskatoon.

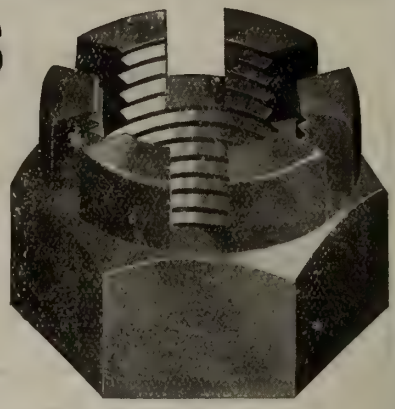
SCREWS AND PARTS

MILLED FROM THE BAR.

HAVE THE BEST IN THE MANUFACTURE OF YOUR PRODUCTS—the Screws, Nuts, etc., that you use.

We are in a position to supply you with special parts quickly and reasonably to your samples and drawings. Regular Cap and Set Screws in "U.S." or V Threads are carried in stock at our factory ready for immediate shipment.

Ask for catalog and send the samples.



THE NATIONAL-ACME MANUFACTURING CO., MONTREAL, QUE.

ST. HENRI AND G. T. R.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

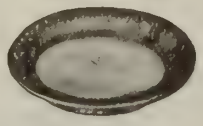
TRADE THE GARLOCK PACKING CO. HAMILTON CANADA MARK

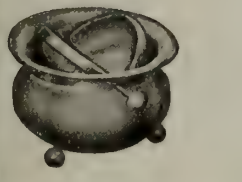
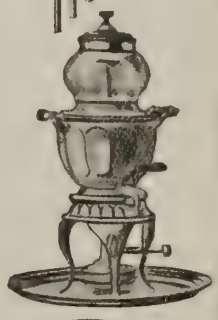
The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

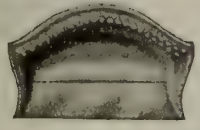
THE GARLOCK PACKING COMPANY

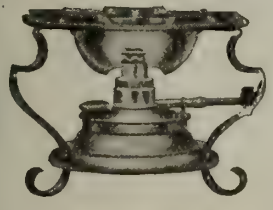
HAMILTON, - ONTARIO

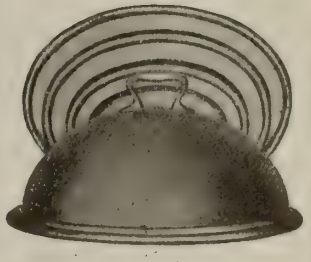
PIONEERS IN THE PACKING BUSINESS

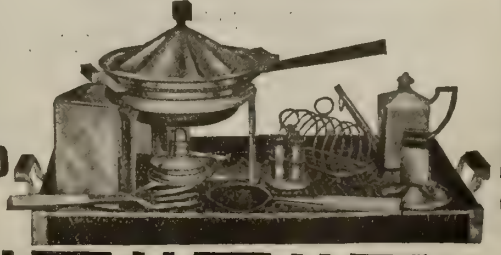










Sternauware Progress Means Dealers' Profit

MANY a long-cherished ambition for developing and improving the manufacture of Sternauware can now be realized, since our fine, new ten-storey concrete factory is finished, and we shall, as usual, speak by actions rather than by words.

Our customers know that even in the old days, when we were hampered by lack of elbow room, we turned out a stream of ready-selling novelties in metal and glass. With as fine a plant as any in the country and the experience of twenty-five years to guide us, we shall hereafter give a service that will mean more sales and high profits for dealers all over the Republic and Canada.

The big advantage will come to dealers who understand that the Sternauware season is twelve months long.

If you are not on our mailing list in company with successful dealers in all parts of the United States and Canada, please let us know, so we can keep you informed regarding new styles of Sternauware soon to come from the new factory. Send for the new Blue Book of Sternauware, mailed free on request.

S. STERNAU & CO.

Office and Factory	New York Showroom
195 Plymouth Street	305 Broadway
Brooklyn, N.Y.	N.W. Cor. Duane Street

"Good Will"

Just Another Name For Satisfied Customers

Your biggest asset is "satisfied customers."
But you can never have many satisfied customers until you eliminate the petty mistakes which constantly occur in your store.

You can stop these mistakes, increase your profits, satisfy your customers, increase your good will with a

NATIONAL CASH REGISTER

People like to deal in stores where the National Cash Register is used. It gives an air of prosperity, stands for system, order, correct accounting, progressiveness, and is evidence of the desire to give a square deal to everybody concerned in every transaction.

Do as the most successful merchants in Canada are doing—bring your store system up to date—put a printed receipt in every parcel. It costs you nothing to investigate and learn. A National Cash Register is paid for out of the money it saves you.

Write to-day for Free booklets and information about the National Cash Register which suits your business.

The National Cash Register Co.

Canadian Factory
TORONTO

F. E. Mutton, Manager for Canada
285 Yonge Street, Toronto

TEES & PERSSE LIMITED

WINNIPEG WAREHOUSE

ESTABLISHED 1884

Manufacturers' Agents and Warehousemen

PORT ARTHUR	FORT WILLIAM
WINNIPEG	REGINA
SASKATOON	MOOSE JAW
CALGARY	EDMONTON

Resident Salesmen calling on
EVERY jobber
EVERY day

Agencies and Consignments Solicited.

Solid Brick and Stone Warehouses of approved Mill Construction, located on private spurs, low insurance rates.

Handling and storage facilities the very best.

Flats to rent in our new Moose Jaw and Saskatoon Warehouses.

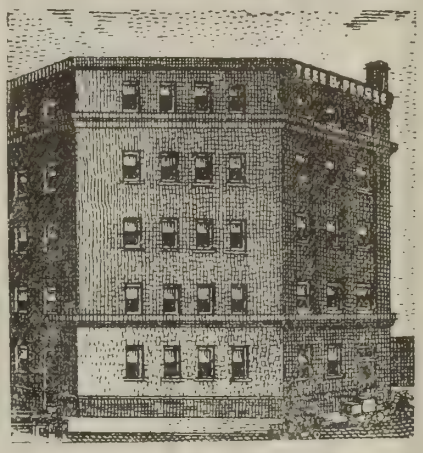
TEES & PERSEE LIMITED

WINNIPEG PORT ARTHUR FORT WILLIAM
REGINA SASKATOON MOOSE JAW

TEES & PERSEE of ALBERTA, Limited

CALGARY EDMONTON.

"From the Great Lakes to the Rockies."

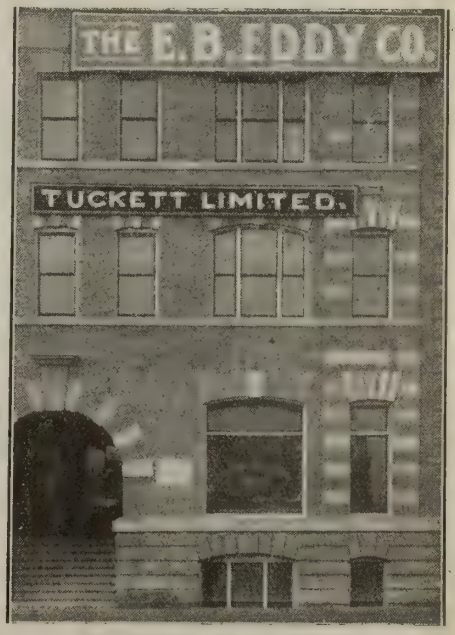


REGINA WAREHOUSE

SASKATOON WAREHOUSE

MOOSE JAW WAREHOUSE

CALGARY WAREHOUSE



EDMONTON WAREHOUSE

When You Sell Clipping Machines Sell the World's Best

They cost you less than cheaply constructed imitations and give a lot more satisfaction

This Stewart No. 1 Ball Bearing Clipping Machine

is made with cut steel gears (not cast) hardened file hard and running constantly in oil; the highest grade flexible shaft and the world famed Stewart one-nut tension clipping knife.

We guarantee that it must please the man who gets it better than any other machine made, or it can be returned to us for refund of all money paid out including transportation both ways

All Leading Jobbers in Canada Have It

CHICAGO FLEXIBLE SHAFT CO., 250 La Salle Ave., Chicago

LUNDY SHOVELS

Our Brands of Shovels are:—

LUNDY

PETERBORO'

DEMON

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a WELDED SHOVEL because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

Look for our Trade Mark on every handle.

TRADE MARK

Registered

THE LUNDY SHOVEL AND TOOL COMPANY, LTD.,

PETERBOROUGH, ONTARIO

Write For Catalogue

Western Agents, TEES & PERSSE of Alberta, Limited, Calgary, Winnipeg.

Stall No. 90 **McClary's** Stall No. 91

EXHIBIT

at the Retail Hardwaremen's Convention is a display of entirely new and improved lines of Gas and Coal Cooking Appliances

DON'T FAIL TO SEE IT

McClary's

"Champion Interchangeable" GAS AND COAL Range

is specially worth spending time over---It burns Coal, Wood, or Gas, together or separately at will.

You can change the Champion from a gas to coal range or vice versa in one minute's time.

Look It Over

In addition to far reaching improvements on

GAS RANGES

which place McClary's 1912 series of Gas Cooking and Heating Appliances well ahead, several new and attractive lines have been produced that are

SURE SELLERS

See the SPECIAL NEW BRIGHT BLACK ENAMEL FINISH THAT LASTS

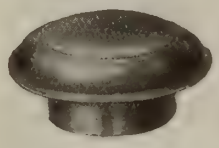
McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton
Winnipeg Calgary Saskatoon

THREE REASONS Why you should handle

McClary's "SAMSON" pattern

Railroad and Delivery Cans and Trimmings



BELL COVER

SAMSON
Seamless Neck and Breast

FIRST

The "SAMSON" is the ONLY SEAMLESS bottom on the market. It is therefore the strongest and most sanitary.

SECOND

The "SAMSON" neck and breast is also SEAMLESS, powerful and sanitary.

THIRD

YOU WANT THE BEST GOODS ! !

SEND ALONG YOUR ORDER TO-DAY TO

McClary's

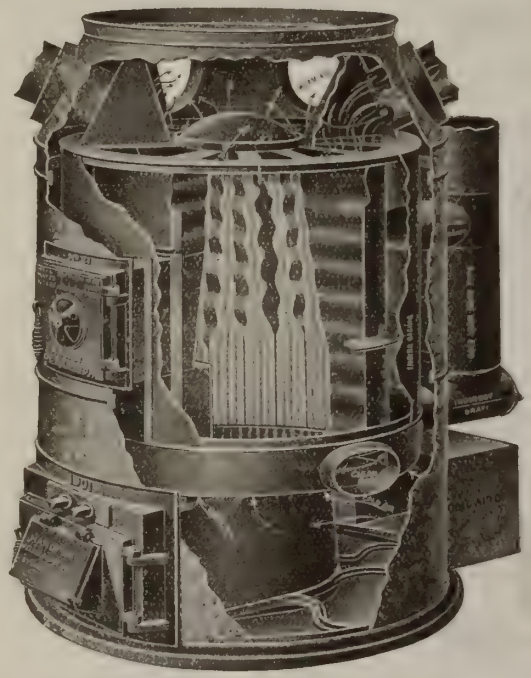
Cut shows complete Set of Trimmings with Seamless Cover

"McClary" on goods is a quality name.

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick

A Good Start For 1912



8 to 16 Zig-Zag Heat Tubes. Each with 8 to 9 Square Feet of Heating Surface, Make the Kelsey Most Powerful.

Up to January 16th, last month, we had received as many orders for

KELSEY WARM AIR Generators

as we received during the entire month of January, 1911.

During this month Kelsey Heating has been specified for a $25,000 residence and for one to cost $40,000, and orders have been received from schools and churches for The Kelsey System—two and three largest size Kelseys to be installed in fine buildings.

WHY NOT GET IN LINE

to figure on the good big Kelsey jobs that are bound to come this year ?

SOLD BY 900 DEALERS.

The James Smart Mfg. Co. Limited

Western Branch : WINNIPEG, MAN.

Head Office & Works BROCKVILLE, ONT.

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

FORD AUGER BITS

are years ahead of competitors.

It has always been our aim to manufacture a bit that would be better than others BESTS. We've succeeded. Tests have proved it. Tests made by men who used the same bit for years—thought there was none like it—wouldn't use any other, but heard so much of the FORD and its wonderful Patented Concave Twist that they tried it—working it alongside of their favorite bit. Lo, and behold, the FORD did BETTER WORK at almost DOUBLE the SPEED. This meant money to them—money in both time and quality of work. They used the FORD again and were further convinced of its superiority. To-day these men and thousands of other discriminating workmen use the FORD in preference to all others.

Easy and Profitable to Sell

Our terms allow you a generous profit and our advertising will create a demand and make sales easy for you. Each FORD Bit is backed up with our solid guarantee, and any dissatisfaction will be speedily made right.

Ford users are profitable customers, for once you sell a man a FORD you've secured a steady buyer. We want you—we'll help you. Will you write us? We'll send you a handsome illustrated catalog, descriptive circulars, our terms to you and name of your nearest jobber.

Ford Auger Bit Co.,
112 Cabot St., Holyoke, Mass.

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Profit By The Experience Of Others

by writing us for letters from users and dealers—these letters will convince you that the

PEASE FURNACE

is just as we claim—an economical and efficient heat distributor that is the "choice of the people that know."

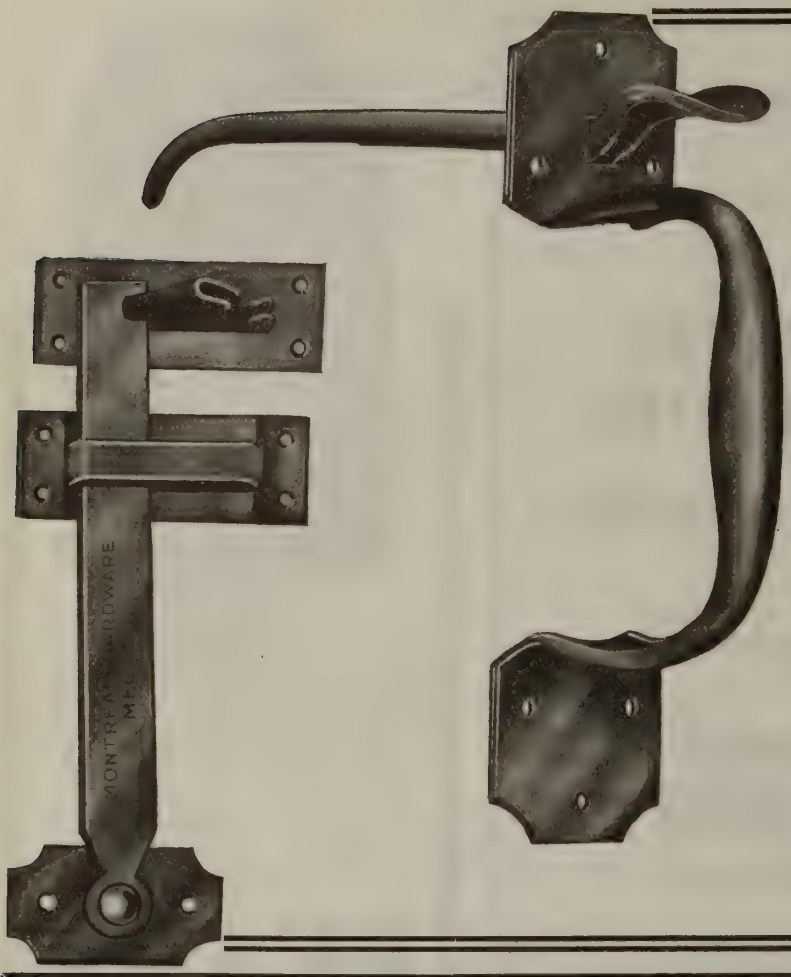
This furnace is largely sold on the recommendation of users to their friends through real merit. Quality, Construction and Prices are right.

Write to-day for illustrated catalogue.

Let our Heating Engineering Department help you Free of Cost on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
253



ALL STEEL
DOOR LATCHES

This latch is made from pressed steel throughout and is fully guaranteed.

We also manufacture a full line of

BUTTS, HINGES, LIGHT T AND STRAP HINGES, DOOR BOLTS, HITCHING RINGS, Etc.

of high quality.

Our prices are right.

Send for Catalogue and Price List.

The Montreal Hardware Manufacturing Co., Limited

Montreal, : : : : Quebec

BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

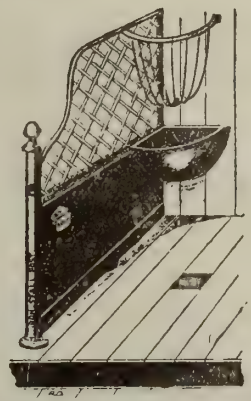
at a good profit for the Hardware dealer. Can be bought through your Jobber or from

MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

IT IS THE SAVING THAT COUNTS

when food is cooked in an ERMALINE bag it does not shrink; furthermore, the nutritious juices are retained and all the good in the food is preserved.

Cooking by the ERMALINE method costs less and renders the food more tasty.

Try it yourself and you will want your customers to try it.

Ask your jobber for samples or write to

Edward Lloyd, Limited

Eastern
Townships Bank Building
MONTREAL
Main 4829

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

POTATO PROTECTION

is best given by the Horse-Power SPRAMOTOR, as the illustration shows. The work is thoroughly done at 15 minutes to an acre. Four rows, three nozzles to a row, adjustable in height, width and direction. Nozzles will not clog. Air-tank, 12 gals., gives guaranteed 125 pounds pressure with all 12 nozzles working. Automatic and hand-controlled. Agitator clean-out; pressure relief into tank and nozzle protector under driver's seat.

The SPRAMOTOR is made for 1 or 2 horses or to be operated by hand. Equally efficient for field or orchard. Saves time and labor. Saves crops too.

Send for free treatise on crop diseases. AGENTS WANTED.

R. D. HEARD, 1384 King Street, - London, Canada

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

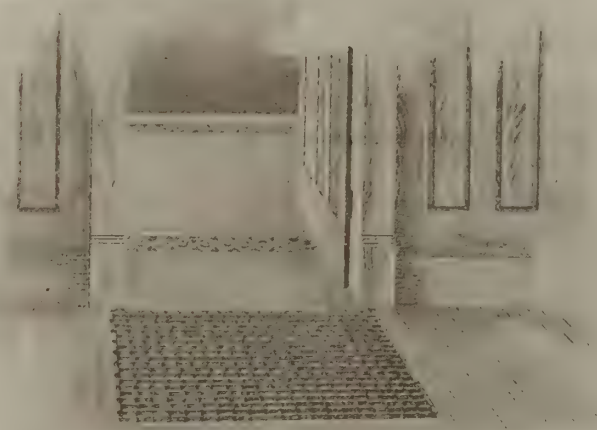
H. BOKER & CO.'S
"Tree Brand" Pocket Cutlery

Practically every buyer of cutlery wants the best for his money, appreciating the fact that there's little economy and satisfaction in the purchase of inferior quality goods of this class.

The Finest Steel is Used in Every Piece

Forging and tempering are expert, and the keen edges hold sharp for the maximum length of time. Your stock of Pocket Knives, Scissors, Razors, Shears, etc., will give greatest satisfaction if it is the "Tree" Brand. They take a keen edge and they keep a keen edge. "Tree" Brand Cutlery will withstand every test to which it can be rightly put. **Designed right, made right, finished right.**

For Sale by all Leading Wholesale Hardware Houses



Premier Flexible Steel Mat

is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited
HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

Your Tinsmith Will Tell You

that it pays best to handle the old and reliable

Eastlake Steel Shingles

"There With The Wear"

because he can lay them **very nearly twice as fast** as any other shingle made. It makes a big difference, too, when you're figuring on a close price contract.

Write us for catalogue and start handling "Eastlakes" to-day.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(C 68)

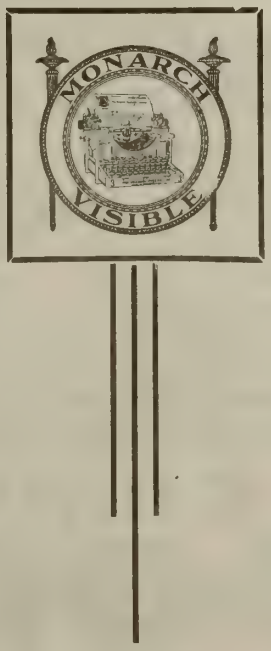
WHY A TYPEWRITER

Modern business methods insist that all business correspondence shall be typewritten.

Invoices and statements when typewritten secure more attention—prompter payments.

The typewriter saves time and work. Pen work is laborious.

Typewritten personal letters increase business.



WHY THE MONARCH

The full visibility of the work all of the time is an aid to the operator.

The common sense, complete appliances for all classes of work make typewriting easy.

All the very latest improvements.

Splendid durability.

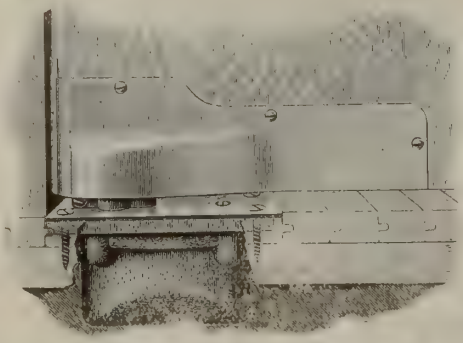
Terms to suit the purchaser.

The MONARCH TYPEWRITER COMPANY, Limited

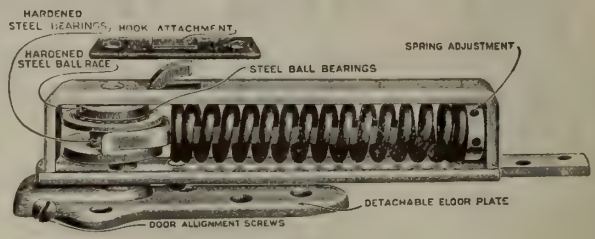
46 Adelaide Street West, Toronto

Branches: Montreal, Ottawa, London, Hamilton.

TWO OF THE BEST



"STANDARD" Double-Acting Spring Floor Hinges and "STANDARD" CHECKING HINGES for DOUBLE-ACTING DOORS.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

"MULE-HIDE" ROOFING

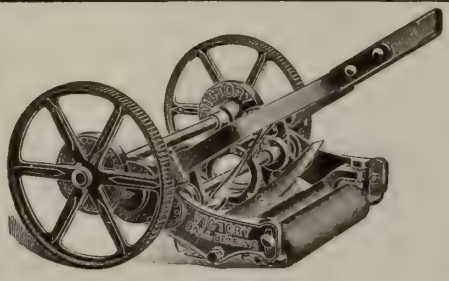
Brings Profits That Will Appeal To YOU

If you believe in the common-sense idea, that what a man gets is as important as what he pays—study the felt, saturation and coating of MULE-HIDE ROOFING. If you know enough about roofings to appreciate what MULE-HIDE is, that others (at the same price or lower) are not, then you'll want MULE-HIDE for what it is that others are not, and you can safely figure on a report from MULE-HIDE that satisfies the man who wants the best, and the most for his money.

Write us at once for full details and prices

The Dominion Roofing Company, Limited

31-33 FRONT STREET EAST, TORONTO

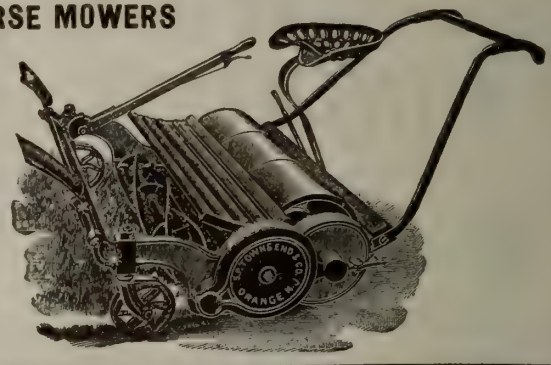


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

X CELL
DRY BATTERIES

Are Well Known By Most Battery Users Because Of Their Consistent High Quality

These batteries are constructed under a secret process by skilled mechanics and will outlast any other battery on the market—comparison has proven this to be a fact.

X CELL "Nine Lives" batteries WILL NOT POLARIZE RAPIDLY and will RECUPERATE AT REST three-quarters of the current used in service.

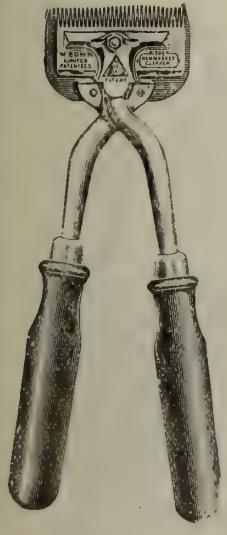
Our long-lived battery has the highest voltage, the lowest internal resistance and recuperative powers that cannot be equalled.

Dealers will procure a good profit on every sale and are protected by our very popular "Nine Lives" trade mark.

Do not hesitate—it means good money to you. Get our circulars and prices at once.

Canadian Carbon Co., Ltd.

96 King Street W., TORONTO



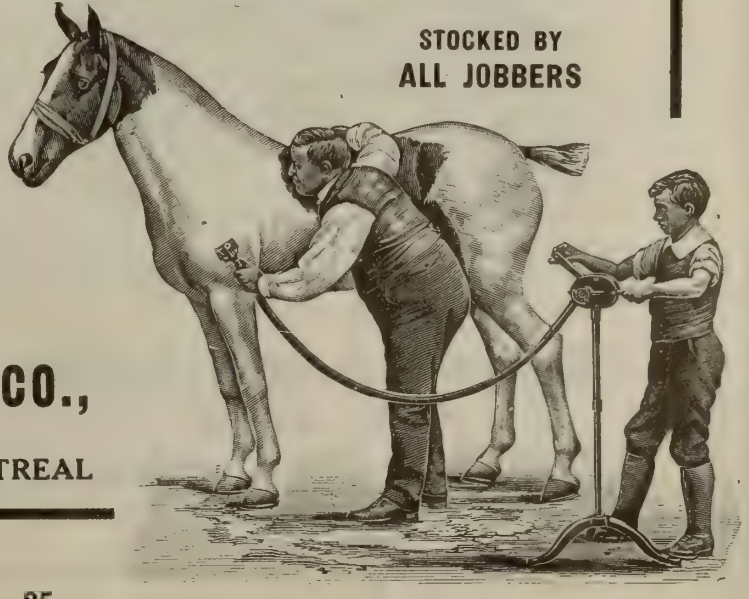
CLIPPERS OF ALL KINDS

But only one quality

BURMAN'S Clippers have been known for over 40 years as the best

They still hold that reputation and there are no clippers manufactured to-day that can compare in quality, and **BURMAN'S** cost no more than inferior lines.

STOCKED BY
ALL JOBBERS



B. & S. H. THOMPSON & CO.,
LIMITED

Sole Agents for Canada MONTREAL

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

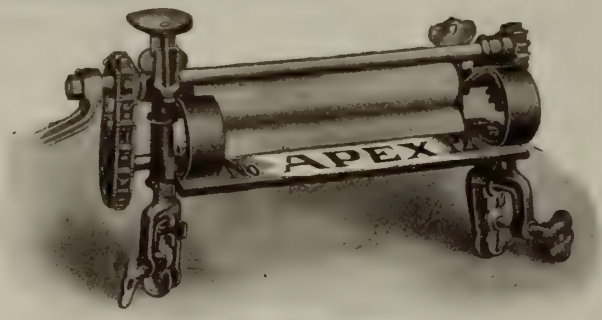
Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

Good Starters for 1912

The PLAYTIME WASHER is specially adapted for Country use. Can be easily hitched to the small Gasoline Engine or Electric Motor which every up-to-date farmer now uses, and will cut out the drudgery of washing for the country housekeeper as the VELOX WATER MOTOR MACHINE does for the city resident.

As a hand machine it has no SUPERIOR.



The NEW APEX WRINGER is chain driven, has double Power Gears, cannot get out of mesh, and turns very easily under load.

MADE ONLY BY

Cummer-Dowswell, Limited

HAMILTON, ONT.

EASTERN AGENTS

W. L. Haldimand & Son

MONTREAL, Que.

WESTERN AGENTS

H. F. Moulden & Son

WINNIPEG, Man.

The Playtime

Combination Hand and Power Washer.

You can't go wrong in stocking them. The Selling Features are there.

"The Salesmanager" says:—

That you can't make money any easier than by selling Preston Steel Ceilings and Sidewalls.

"THE BEST IN FIFTY MILE AROUND"

and I believe that "The Salesmanager" is right. He knows the hardware business from A to Z. He has been in intimate touch with Hardware men for years.

And he says **Right Now** is the time to **Get Busy.**

Every friend and neighbor is a possible customer.

We have the designs to suit any taste and can furnish the necessary catalogs, etc.

Talk Metal Ceilings and Sidewalls to **Every Customer, Every Day.** You are bound to land orders.

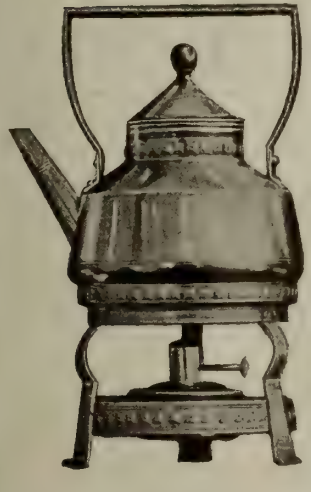
Your tinners are not very busy now, therefore let them put up Preston Steel Ceilings.

If you want special letters to send to your customers, let us know and our Advertising Department will get them out for you. **Write us.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING CO. LTD

PRESTON ONT. MONTREAL QUE.



1912 IMPORT SEASON 1912

Buy direct from the Manufacturers

Aluminum Household Utensils

Brass Goods Clocks Nickel Trays

Electric Portables Tungsten Lamps

We are the Canadian representatives of the largest European Manufacturers of above and other kindred lines. Save the Jobber's profit, buy direct and you buy right. Write us and arrange a date with our Traveller or call at our Sample Room.

BRITISH & CONTINENTAL AGENCIES

LIMITED

16 FRONT STREET EAST, TORONTO

Your Profits will be Increased

after you have once introduced our high quality

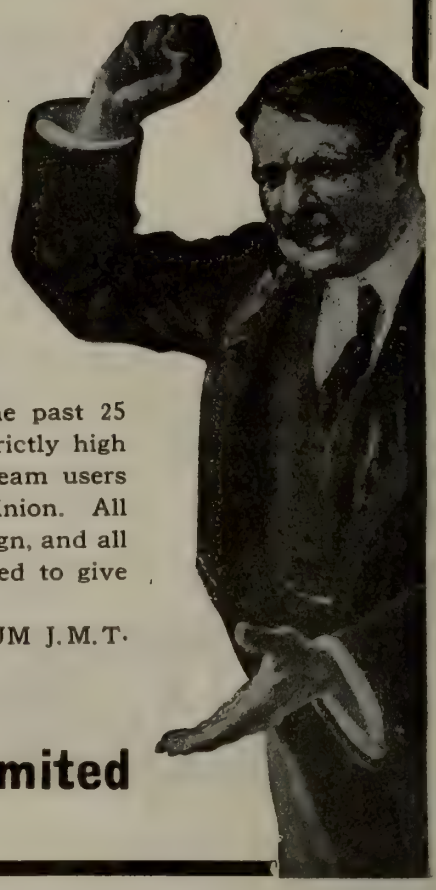
J.M.T. GLOBE VALVES

TO YOUR TRADE

These valves give such good satisfaction that the buyer is certain to tell his friends about them, and this invariably means increased business for the dealer.

J.M.T. Valves have been on the market for the past 25 years. Their popularity and reputation as strictly high grade articles are universally recognized by steam users and the engineering trade throughout the Dominion. All parts are made proportionately correct in design, and all valves are carefully tested and fully guaranteed to give highly efficient service.

Made in three weights---STANDARD, MEDIUM J.M.T. and EXTRA HEAVY.



Get our Prices---It will Pay you

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

How Big a Man Are You?

Your weekly envelope will answer this question.

The dollars per week you earn, proves your bigness or littleness---your importance or unimportance---whether trained or untrained.

MacLean's Magazine

offers you a chance to become a trained man, to increase your salary without interfering with your present work.

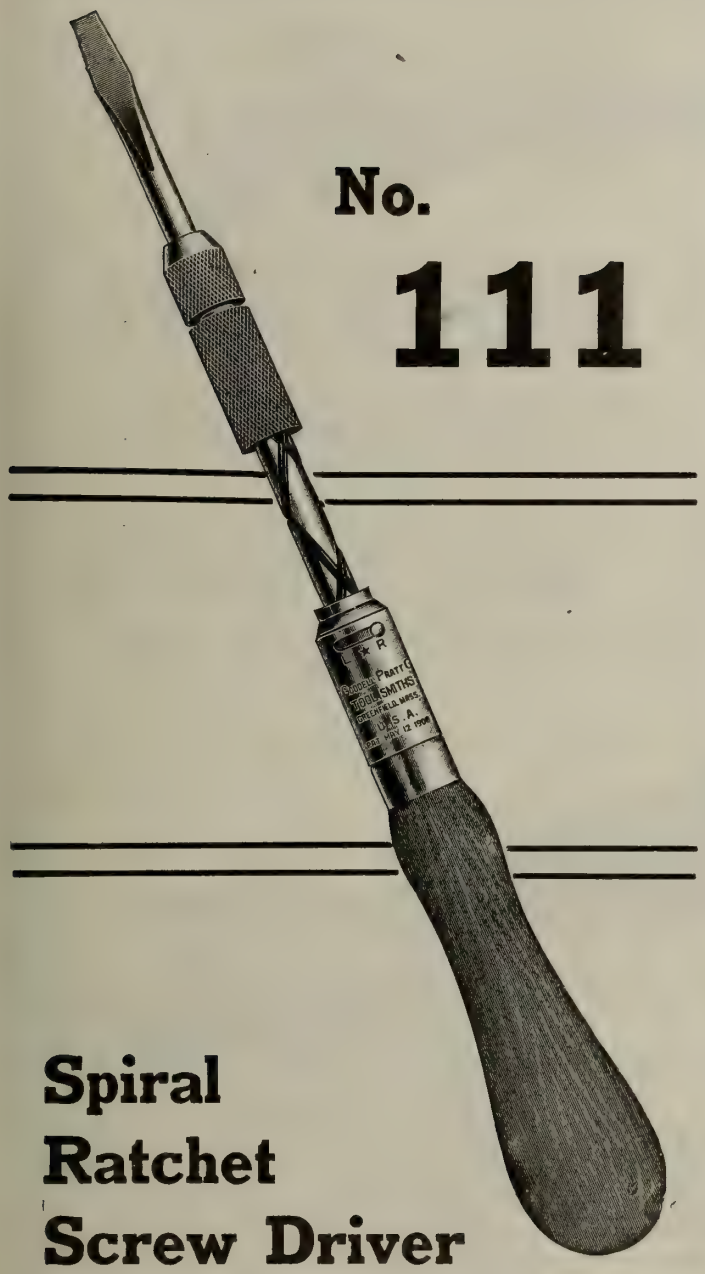
We have a position for you on our circulation staff. Circulation work on a magazine like MacLean's affords a better training in salesmanship than that afforded by any other commercial business.

You can fill a position with the MacLean Publishing Company which will only require your spare hours.

Write for our terms and further particulars to

MacLean Publishing Company

143-149 UNIVERSITY AVENUE, - - - - - - TORONTO



No. 111

Spiral Ratchet Screw Driver

This is the most powerful screw driving and extracting tool yet devised and its mechanism is constructed from materials which will not readily give out or wear out even under the tremendous strains to which they are often put.

To be brief, it combines POWER with DURABILITY.

It should be in your stock

Goodell-Pratt Company

Toolsmiths

GREENFIELD, MASS., U.S.A.

Glass and Emery Paper and Cloth

For nearly 100 years the products of

Peter Orr & Sons

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

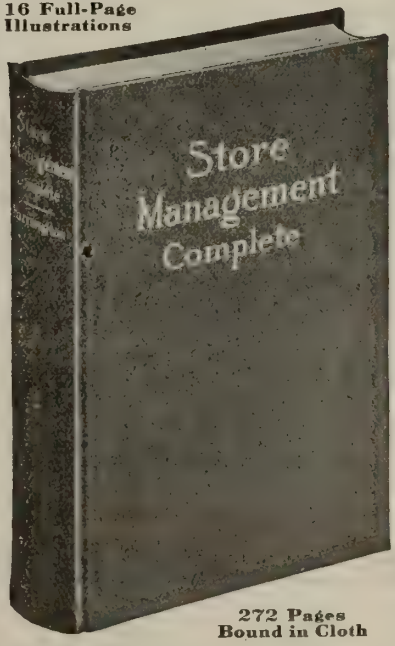
Agents—

George Platt & Co.
Box 1651, Winnipeg, Man.

280 Cathedral St.
GLASGOW

Store Management—Complete

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
BY
FRANK FARRINGTON

A Companion Book to
Retail Advertising Complete

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

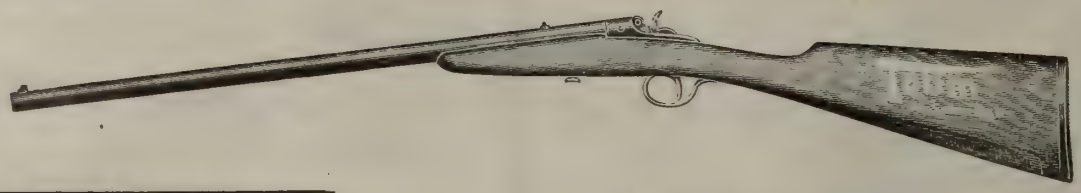
Here is a sample:

CHAPTER V.—THE STORE POLICY—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Courtesy. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
43-149 University Ave., Toronto, Canada



Tobin Boy Scout Rifle

22 cal.—for short, long or long rifle—either black or smokeless cartridges—22″ barrel, increased twist rifling weight 3¾ lbs.

Hardware merchants who know the name "Tobin" and all it stands for in Gun Quality, are prepared for something good when we announce a 22 calibre rifle.

From all parts of Canada come letters---revealing a widespread belief that we have produced a "seller" worthy of a prominent place in every store that handles sporting goods.

Don't wait for "the store across the street" to try out this new line. ***You*** introduce it; we stand behind it with the same strong guarantee that goes with our shot gun.

Tobin Trade Special

(No. 35)

Possessing many features to specially recommend it to the discriminating purchaser, this new gun is to be marketed solely through the retail trade. We have neither catalogued it, nor advertised it to the public---nor shall we.

Of course "first sales" will surely lead to further sales---as is the case with all Tobin products. But those first sales---so far as this one particular gun is concerned---will be wholly a matter of "over-the-counter" salesmanship. We're going to leave it entirely to you and your clerks to put your customers "next" to this really superior gun.

A postcard will bring you full information

Tobin Arms Manufacturing Company

LIMITED

WOODSTOCK, ONT.

"QUEEN'S HEAD"

Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

INGOT METALS

Aluminum Antimony

Copper Spelter

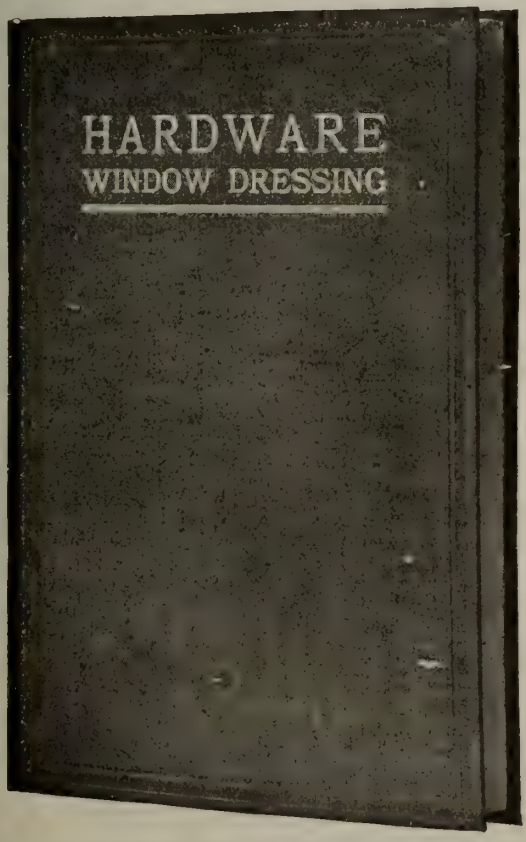
Lead Tin

For Lowest Prices and Prompt Deliveries

Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited

MONTREAL



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

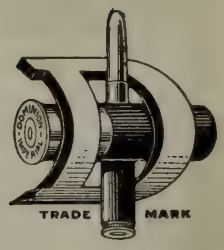
256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

FOR BIG GAME



DOMINION
RIFLE AND REVOLVER
CARTRIDGES

Cartridges for every variety of game and any make of firearm. Recommended by expert marksmen for target shooting, and by experienced guides and sportsmen for all kinds of hunting.

GAME GETTING, BULL'S-EYE KIND

You will make no mistake in buying Canadian-made ammunition, as it is absolutely guaranteed to you as equal in every respect to any manufactured.

High, uniform velocity, flat trajectory and close grouping of shots, combined with its absolute dependability and the economical less-duty price, make a combination you can't beat.

Shoot a box and prove our guarantee. **HITS HARD AND KILLS.**

Catalogue sent free upon request.

DOMINION CARTRIDGE CO., Limited
MONTREAL, CANADA.

REGISTERED
HRS&Co
TRADE MARK

Lowest Quotations for Spring Shipments

LET US QUOTE ON

Pig and Bar Iron
Angles, Tees and Channels
Terne and Canada Plates

PROMPT SHIPMENTS RIGHT PRICES

HENRY ROGERS, SONS & COMPANY, LIMITED
WOLVERHAMPTON, SHEFFIELD and SOUTH WALES

CANADIAN BRANCH: 6 St. Sacrament St., MONTREAL

Making Sign Board Without Cost

How an Ambitious Hardware Clerk Devised and Painted Handsome Signs With Discarded Material and, by Ingenious Methods All His Own—Has Found the Short Cut Course in Hardware and Metal Very Helpful.

Billboard and fence sign advertising is still carried on extensively, particularly by merchants in country towns. The more traveled roads leading to market towns are invariably marked at regular intervals by sign boards and, although the fences are not used as much for that purpose as they were in days of yore, it is still possible to find many miles of board around any town, extolling the merits of the goods carried by town dealers. A campaign of this nature, when judiciously carried out, and particularly if worked in conjunction with newspaper advertising, undoubtedly yields results. The sign board is an important feature of many national and international advertising campaigns. It detracts from the scenic beauty of the landscape, but it has a tangible commercial value.

A very effective fence sign campaign has been carried on for some time back by T. M. Nash, hardware dealer of Wellington, Ontario, through the energy and ingenuity of F. Ware, a member of his staff. Mr. Ware got out capable signs on a system invented by himself. Since the card writing course began in Hardware and Metal, however, he has been able to do his work better and with less labor.

That "necessity is the mother of invention," is a proverb which rings true. Not having any specific knowledge as to how lettering and sketching for signs should be done, Mr. Ware invented a system all his own; and it worked splendidly. In the first place, he took pieces of packing cases and nailed them together to make the boards. Then he selected from the paint stock, any tins which had become damaged or unsalable or which had been broken. Two coats of paint were applied and the boards were then ready for lettering. By this means, he made sign boards without incurring any real expense whatever, with the exception of his time. As the work was done during slack times, there was no loss from that source.

Drew Letters on Paste Board.

Mr. Ware's next step was to draw the letters on paste board. After getting them drawn to his satisfaction, he would cut the letters out, place them on the boards and pencil around them. This left the outlines on the board and he would then proceed to paint the letters in. The results were good, but the method was tedious and laborious. Mr. Ware recognized that there must be a better method and, when the card writing course was started in Hardware and Metal, he followed it closely. In writing to this paper recently, he says:

> "The Edwards short cut system in Hardware and Metal began a new era for me. Since then, I have discarded paste board letters and can work with five times the speed and ease. I am indeed thankful for the benefit and knowledge I am getting through Hardware and Metal and hope that many other clerks will take advantage of the opportunity this valuable course opens to them."

It will be seen from the accompanying illustration, which shows a number of his completed signs, that Mr. Ware has acquired considerable skill in this kind of work. That these signs were made with practically no expense is a high tribute to his ingenuity.

To Enlarge Cuts.

Mr. Ware's ingenuity went a step further. He devised a method of enlarging cuts from the advertising matter supplied by manufacturers so that they could be used on painted signs. The idea he followed out is explained in the accompanying sketch. He took the original drawing and divided it into a number of blocks. The blocks were then lined out in enlarged space to correspond to the size of drawing desired. The enlarged blocks were then drawn in, exactitude rather than artistic skill being required in following the original drawing closely. The drawing was then marked on the board in the same way as the lettering had been done and was painted in. By the use of carbon paper, the enlarged copy could be utilized for any number of signs. By this method, Mr. Ware found it possible to achieve very creditable results.

Helped to Make Sales.

Splendid results have been obtained from this form of publicity. All goods advertised by the fence signs have sold in large bulk, evidencing the fact that the signs have attracted the desired notice. Mr. Ware intends to pursue his efforts with even greater assiduity now that his facilities are so much better.

There is a double moral in this story. The first is that it pays to utilize manufacturers' selling helps. The second is that the hardware clerk, who possesses the necessary ambition can always find the means to improve business in any or all departments.

Some Signs Made and Painted by F. W are.

(See cut on page 41.)

The Management of a Retail Business

No. 6—Cash Discounts—Continued.

By H. C. Carson, F.S.S.

Refer back to last week's article, and observe that No. 1 had $135 outstanding accounts at the end of the fourth month. These he has begun to overhaul in vigorous fashion. Most of the amount was incurred during the first month, and he has found that he is not only deprived of the use of the money, but that the customers most likely are withholding further trade because of their indebtedness. He has, therefore, written each a polite, but firm letter, requesting a settlement or at least a substantial payment on account. And his appeal has not been in vain, for he has collected all but $45, and this amount he has concluded he will never collect without recourse to law. In the meantime, his coupon system has taken hold more firmly than he had dared to hope, and all but two of the coupon bills receivable had been paid at maturity. These two had applied for further coupon books, but he had held the rule of no further credit inviolate, and declined, preferring to lose the customers rather than break into his plan, which had worked so well, though only in operation such a short time. He had also discouraged, as far as possible, cash transactions across the counter, preferring to sell a book of coupons rather than make a small cash sale.

Business is Extended.

He had become known as the coupon merchant, and had bought a second horse and delivery wagon costing $225, which was necessary to meet the demands of his extending trade. Furthermore, letters had been sent to all the farmers in the neighborhood, asking them to bring in their butter and eggs, and such other produce as they might have to sell. Many of them came, and he paid them the best market rates. They, too, bought coupons, and the coupons brought them back with more produce. Some of these farmers, having taken coupons for produce, found that they were short of cash, for lines of goods which our merchant did not handle, for instance, dry goods, clothing, boots and shoes, etc. Here was a temptation to branch out into foreign lines, but he wisely concluded that this might not only lead him out of his depth, but also incur the enmity of other merchants, and perhaps induce them to add his line to theirs in retaliation.

Works With Other Dealers.

He arranged, therefore, to have one store in each line foreign to his own, redeem his coupons for merchandise, when presented by out of town customers. These dealers began trading at our man's store in consequence, and he at theirs, for his needs, to their mutual benefit and satisfaction. His business grew apace. Besides $100 cash business, he had sold during the fifth month 300 coupon books, half of them taking their 2½ per cent. or 25c. per book discount. On May 31st, his unredeemed coupons amounted to $400, so that his sales, with cash sales $100, and coupons outstanding last month $550, had been $3,250, less $37.50 discount on coupons. His purchases, including produce from his farmer customers, had been lighter this month, because of his enlarged stock at the beginning of the month, nevertheless, he had bought $1,500, securing a trade discount of 5 per cent. on two-thirds of the amount, and 2 per cent. cash discount on all.

Standing of Business.

His note at the bank has, of course, been paid, and thus far he has not made a new loan. His accounts stand thus:—

MERCHANDISE ACCOUNT.

Stock on hand May 1st	$ 4,125.00
Purchased during month	1,500.00
	$5,625.00
Sales @ 75 per cent. cost	$ 2,437.50
Stock on hand	$3,187.50

RECEIPTS AND DISBURSEMENTS.

Cash in hand May 1st	$154.83
Accounts receivable, collected	90.00
Bills receivable	580.00
Coupon books (less discounts)	2,462.50
Cash sales	100.00
	$3,387.33
Note at bank	$750.00
Horse and wagon	225.00
Merchandise (less discounts)	1,421.00
Personal drawings (5 months)	500.00
Wages and other expenses	200.00
	$3,096.00
Cash in hand May 31st	$291.33

BALANCE SHEET.

Assets.

Cash in hand		$291.33
Accounts receivable		45.00
Bills Receivable	$500.00	
Less unredeemed coupons	400.00	
		100.00
Merchandise		3,187.50
Fixtures, etc.		1,225.00
		$4,848.83

No Liabilities.

We have had to arbitrarily adjust the merchant's personal account by drawing $100 per month for the five months, provision for which had been omitted. Starting with $3,500, his net gain in 5 months thus stands at $1,348.83. His total sales to date equal $9,062.50, showing a gain of nearly 15 per cent. of sales, and 38 per cent. on capital.

How No. 2 Has Fared.

And what has No. 2 Mr. Shopkeeper been doing in the meantime? He has felt the keen edge of his competitor's superior business acumen, and is beginning to think that something must be wrong. The new delivery wagon across the way has confused him, and he cannot understand why the farmers are going to No. 1 with their produce. He has been outclassed in fresh produce, and in a number of ways he has made mental comparisons with No. 1, in all or which he has come off second best. A large number of his cash customers have left him, and while he has sold $1,200 on credit, he has only made $100 cash sales. Collections, on the other hand, despite his efforts, have been disappointingly slow, only $600 being gathered in. Several of his creditors have intimated that his limit has been reached, but he has paid off $500 of his liabilities, and made purchases amounting to $900 nevertheless.

Compares Unfavorably With No. 1.

Here are his accounts:—

MERCHANDISE.

Stock on hand May 1st	$2,450.00
Purchased during month	900.00
	$3,350.00
Sales at 7 per cent. cost	975.00
	$2,375.00

RECEIPTS AND DISBURSEMENTS.

Cash on hand May 1st	$183.00
Received on account	600.00
Cash sales	100.00
	$883.00
Merchandise accounts	500.00
Wages and other expenses	150.00
Personal drawings	200.00
	$850.00
Cash in hand May 1st	$33.00

BALANCE SHEET.

Assets.

Cash in hand	$33.00
Accounts receivable	3,233.64
Merchandise	2,375.00
Fixtures	1,000.00
	$6,641.64

Laibilities.

To sundry creditors	$2017.67
Personal accounts	300.00
	$2,317.67
	$4,323.97

The personal accounts $300, plus $200 cash drawn, equal $100 per month for 5 months, as in the case of No. 1, and his net gain is $823.97, according to the books, and supposing his receivables will be paid in full. A radical change will be necessary if Mr. Shopkeeper is to survive his first 6 months' trading. The writer has intended keeping him in business for a year, but the coils are drawing tighter and tighter about him, solvent as he appears to be, and perhaps it would be just as well to close him out next month, and see if we cannot find a more worthy competitor for No. 1.

Make Room Now For Spring Goods

Dealers Should Now Turn Their Attention to This Problem—February Sales Will Help to Clear Out Surplus Stock Before Spring Trade Starts—Plans Followed by Two Western Firms.

Frequent references have been made in recent issues to the pretty general custom of holding special sales during February. Numerous reasons have been cited why the month of February should be selected for this purpose. There is an additional reason, which applies with particular force to the hardwareman. The spring brings with it a wonderful stimulation in business and demand veers to a wide variety of goods which do not sell during the winter. The hardwareman finds it necessary, therefore to clear his store of winter lines and make room for the display of spring goods.

He can do this best, probably, by holding clearance sales, some time before it becomes necessary to re-arrange the store to meet the exigencies of spring trade. A review of the situation forces the conclusion that the best time for these sales is in February or early March.

A Western Ontario hardwareman, who has conducted a successful business for over twenty years, attributes his success to the fact that he has always kept ahead of the seasons. "I never allow myself to be caught unprepared," he explains. "I have my skate stock ready by November 1. Christmas goods are always in place by the first of December; and my stock of spring supplies is invariably on hand before the snow melts."

By keeping just a little ahead of the turn of the seasons, he has always secured the bulk of the early trade. People who cannot get what they want elsewhere come to him. It is not hard to perceive the advantages of this. The early customers go to his store and it is quite to be expected that, when they require anything more, they go back. "Every season," he asserts, "I get customers who had never dealt with me before but who were unable to secure what they wanted at their own dealers. They generally stay with me."

The early bird catches the worm. Although the proverb gives no inkling as to subsequent events, it is highly probable that, fortified by his first repast, the early bird is able to hustle more and secure a bigger share of the worms which are left than his sluggish rivals when they appear on the scene. At any rate, it is that way in business. The impetus of an early start puts the wide-awake merchant so far ahead in the race that the others cannot catch up.

Held Clearing Sale.

The Western Merchants, Ltd., hardware dealers, of Laird, Sask., believe that it pays to prepare early for the coming season's trade. It became apparent a fortnight ago that they were carrying a larger stock than would be wise when the necessity arose to feature spring goods; the fact being revealed by the making of an inventory. It had been decided, in addition, to stock a number of new lines in shelf and heavy hardware and this made the need for room still more imperative. A clearance sale was

Two-column advt. used by Western Merchants, Ltd., to feature February Clearance Sale.

held, therefore, discounts being offered on some of the bulkier lines.

This sale began in January and at time of writing was still being conducted with considerable success. This is a case where the need for more room for spring lines was anticipated well in advance of the opening of the season; and the firm in question will undoubtedly meet with splendid results.

Classifying Goods.

Another hardware firm to follow the February clearance sale plan is that of Donald & Thompson, Lumsden, Sask. They have adopted the idea of classifying goods according to price. For instance, one table has been set aside for articles which are being offered at 10 cents. Another table is stocked with 15 cent goods, and a third is devoted to articles priced at 25 cents. These tables have been placed well to the front of the store where they are seen by all who enter the store.

This is probably the best method known for clearing out a collection of small odds and ends. People will discover any number of articles which they need on glancing over a table array of stock priced at a small figure. Many of these articles are the kind which people would not visit the store for the purpose of buying. One dealer states that he keeps a table near the front of his store the whole year around for the display of cheap-priced articles. Customers will frequently buy a dozen or more pieces when they had no intention of buying anything at all of that nature. "That table is a regular clearing house," he explains.

Donald & Thompson conducted their sale for ten days, meeting with satisfactory results. During the same period, they conducted a twenty-five per cent. discount in stoves.

BUSINESS WAS GOOD.

That business in the hardware trade of Vancouver and British Columbia during 1911 was phenomenally good is the opinion of R. P. McLennan, vice-president of McLennan, McFeeley & Co., Ltd., as well as president of the Bank of Vancouver.

Discussing the business of the hardware trade for the past year, Mr. McLennan says: "In my opinion the review can be summed up in the same words for British Columbia that apparently must apply to all the western provinces at least—phenomenally good."

Hardware Letter Box

Sharpening Stones.

J. M. Ross, Lucan, Ont.—"Can you give me the names of manufacturers of sharpening stones, emery stones, etc?"

Carborundum Co., Niagara Falls; Canadian Hart Wheels, Hamilton.

Carrier Systems.

M. I. Laschinger, New Hamburg.—"Kindly give me the names of firms making cash carriers."

Hamilton Brass Mfg. Co., Hamilton; Gipe-Hazard Store Service Co., 97 Ontario Street, Toronto.

British Hay Dealers.

T. G. Barnes & Son, Hampton, N.B.—"Can you name us one or two dealers in hay in Great Britain?"

Communicate with the firm of Motherwell, Glasgow, Scotland.

Needle Cushions.

H. W. Marshall, Kingston.—"Where can I obtain strawberry-shaped emery filled needle cushions?"

Can any reader supply this information?

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

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A SATISFACTORY YEAR.

The year 1911 was a favorable year in Canada, according to statistics compiled by Bradstreets. The number of individuals, firms and corporations constituting the business community of Canada is placed at 130,446. During the year there were 1,401 failures, or less than 1 per cent., a splendid showing indeed. The causes of failures are estimated as follows: Incompetence, 226; inexperience, 41; lack of capital, 691; unwise credits, 12; failure of others, 16; extravagance, 12; neglect, 58; competition, 15; specific conditions, 204; speculation, 13, and fraud, 113.

It is one of the strongest proofs of the stability of business conditions in Canada that 83.2 per cent. of the failures can be charged to some fault in the individuals themselves, and not to any general condition. Only 15 went to the wall as the result of competition, and there are none who ascribe their failure to business depression.

There is food for thought in the big number of failures due to lack of capital. It is inevitable in a rapidly developing country that many attempts should be made to start in business without sufficient capital to warrant a start. It is equally inevitable that a certain proportion of these daring ventures should result in flat failure. The past year has seen rather a larger percentage of failures from that cause than usual.

The number of failures from incompetence is larger than one cares to find. It is rather disquieting that, in an age when specialized efficiency is sought, there should be such a large number of men absolutely incompetent to look after the business they have embarked in. Undoubtedly, business efficiency is just beginning to make itself felt. We still have a great deal to learn.

STRINGENCY IS TEMPORARY.

The financial situation in the western provinces has become somewhat strained. There is not much ready money in sight and some little uneasiness has been felt on that account. The trouble can be traced back to the lack of transportation facilities, which has tied up wheat shipments. The effect has been felt in all lines of business, as the grain growers have not realized fully on last year's crops.

The difficulty is purely temporary. It is only a matter of time until the transportation tangle will have been straightened out and the money stringency will then be relieved. In the meantime, reports from the west are to the effect that business men are not allowing present difficulties to shake their belief in the prosperity of the country, and the prospects for an exceptionally busy year. Certainly, the hardware trade is not suffering from lack of optimism. Activity is reported in all branches.

THE MARKETS AND THEIR WORK.

A traveler writes complaining that he has missed his copy of Hardware and Metal for two or three weeks. "I am dependent upon this," he says, "for some quotations."

Perhaps that word will arouse certain dealers who are inclined to become lethargic. They do not need, they think, to read the weekly market reports. The changes in prices, they say, are not great at this time of year. The travelers will advise them of any big movement anyway.

Yes, the travelers do take an individual interest in the dealers of their territory. But they cannot call upon these men weekly. They cannot therefore, advise them of the changes weekly. But there is a traveler which brings this news every Saturday. It does not tell only the changes in paint and oils, or the changes in hardware. It records every move in prices in all the hardware lines. It shows the trend of prices, and indicates often what may be expected in the future. It gives the hardware dealer advance information, and advance information has a money value.

In the last two or three weeks Hardware and Metal has recorded a drop in the prices of shoe caulks; a lower level in iron piping; a lower level in horse nails. It predicted a rise in copper goods and the rise came. It has reported the pendulum like movements of turpentine, and the somewhat similar irregularities of linseed oil. It has related the movements of the tin market, has told of the probability that glass will advance rather than decrease in price. It has given reasons for the expectancy that this spring will see a considerably lower price for paris green.

In short, the weekly markets have brought opportunities to those hardwaremen who read them carefully and consider what the facts and tendencies set forth mean for them. Many—the majority—are profiting by these weekly reviews. Even the travelers, who come in constant touch with the houses which they represent, find them of great value. It would seem, indeed, that his fellow dealer would do well to wake up, and, with his fellow dealer, grasp the opportunities which the weekly market reports offer.

THAT OUNCE OF PREVENTION.

January, the insurance men will say, was notable for the number of serious fires. Serious fires are serious to more than the insurance companies. They are serious to those who get the insurance, even if that insurance completely covers the value of the property destroyed. A fire puts a stop to active operations, and that is a great hardship in a day when connection means so much.

All this simply shows that it is worth the while of manufacturers and retail dealers to take every possible precaution against fire. A Montreal concern has adopted a somewhat elaborate system of doing this. Every night the foreman of each floor signs a paper saying that he has had all the rubbish removed. Every night the night watchman has to sign these papers, saying that he has

found the floors clear of all rubbish when he came on duty. The night watchman, also, is given a bonus if there is no fire whatever during a certain period. One conflagration and his bonus is gone.

The system is in force, of course, in a large factory—a factory in which inflammable materials are stored, and where fire is hard to guard against. But it might be taken up, in somewhat modified form, in many retail places. It is merely a system of fixing responsibility, a system of putting it up to someone to guard against fire. If it were made a part of one man's work to see that inflammable rubbish were removed from floors and cellar before the store were closed for the night, there would be less fires; and less fires would mean less loss of business to the hardwareman, and the desirable lower insurance rate.

A LESSON FROM DICKENS.

The Dickens Centenary is an event of deepest interest to all. Charles Dickens was not merely a novelist; he was an educator and reformer. As the creator of "Scrooge," he was largely instrumental in perpetuating the old Christmas customs and kindlinesses; his recital of the cruelties at Dotheboys Hall led to the suppression of a pernicious school system; his references to the "Circumlocution office" led to civil service reforms; and "Oliver Twist" has helped a great deal to eliminate the most glaring evils of the workhouse system. These are just a few of the reforms that he accomplished through the medium of his wonderful books.

It is interesting to note that Dickens has many references all replete with good advice for the retail dealer. We recall at once his allusions to that queer little ship chandlers' shop in "Dombey and Son," where "everything was jammed into the tightest cases, fitted into the narrowest corners, fenced up behind the most impertinent cushions and screwed into the acutest angles." It reads very much like a description of some hardware stores we have seen. The story of the old proprietor of this odd little shop contains a moral which cannot be passed over. His experience can best be summed up in his own words:

"But competition, competition—new invention, new invention—alteration, alteration—the world's gone past me. I hardly know where I am myself; much less where my customers are. . . . Tradesmen are not the same as they used to be, apprentices are not the same, business is not the same, business commodities are not the same. Seven-eighths of my stock is old-fashioned. I am an old-fashioned man in an old-fashioned shop, in a street that is not the same as I remember it. I have fallen behind the time and am too old to catch it again."

On the day that Solomon Gills indulged in these mournful reflections, he had had but two people enter his store—one to ask change for a sovereign and the other to enquire the way to Mile-End Turnpike. The observation may perhaps sound a little trite, but there are plenty of Solomon Gills in the retail hardware business to-day. The times are different, but the reason is the same. New ideas, new goods, new systems have come. Competitors have taken them up. But some have remained in the old rut, neglecting to keep track of changes, failing to render their premises and stock attractive to the public. Old-fashioned men in old-fashioned shops, they have fallen behind the time.

No matter how thoroughly up-to-date a dealer may be, the danger of falling behind is always there. Every day brings some change which must be noted and studied and considered. New inventions and new goods are flooding the market. Nothing can stand still, least of all, a business which counts for its maintenance on the favor of the public. The conclusion is obvious: The dealer must keep up with the times in every way, or the day will come when, like old Sol. Gills, he will see the people passing the store for better and more attractive establishments.

POINTED EDITORIALS.

It begins to look like Belleville for 1913.

* * *

Any man who adopts the word "work" as his motto is bound to succeed.

* * *

"Boost Belleville" is the slogan of President Chown and his eastern contingent.

* * *

Winnipeg retailers are out flatfooted in favor of single tax. Sir James Whitney will get them if they don't watch out.

* * *

Make your paint department up to date and the sales will double. If you don't believe it, try it and see for yourself.

* * *

Ontario hardwaremen had better send in their returns of revolver sales to the Provincial Police Department. The authorities are talking fines for all delinquents.

* * *

The single taxation theory is making many converts. Let some one come along with a plan for No—taxation and he will be fairly overwhelmned with support.

* * *

Amherstburg, Ontario, is a lively little place. Recently, the Amherstburghers decided on early closing of all stores. Now they are establishing central delivery by automobile. Keep it up.

* * *

A wholesale salesman tells of the fight he had, some sixteen years ago, to get a hardwareman to handle screen doors. Dealers, as a whole, seem to have livened up, and got more in touch with the people since that day.

* * *

The visit of the millionaire single tax advocate, Fels, to Canada does not seem to have had the "soporific" effect on the cause that might have been expected. A lively agitation in favor has been stirred up in Winnipeg.

* * *

A decade ago the only difficulty with screen doors was that you couldn't get dealers to handle them. The only difficulty now is that you can't get enough doors to satisfy the dealers.

* * *

Here is the way one hardwareman sizes up the advertising problem: "If you advertise in the newspapers, that is Faith—in your goods. When you spend your money on circulars, it is a case of Hope—that people will read them. But when you advertise in every church programme that comes along, that is nothing but Charity, and don't you forget it."

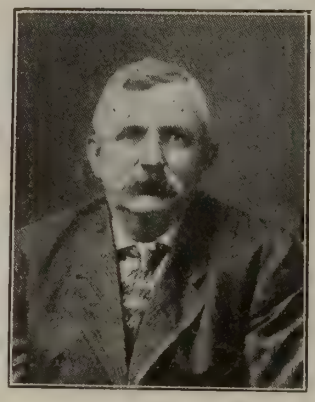
Veteran Figures in the Hardware Field

No. 7—HENRY N. MOSS, Renfrew.

The fact that he has seen thirty-seven years in the hardware and tinning business is the only thing that qualifies Henry N. Moss of Renfrew, for the title "veteran." Fifty-five years of age, he is to-day in the very prime of life and is just at the commencement of a useful public career.

It is not intended to imply by this that he has only now started to take an interest in things municipal and political. On the contrary, he has always been one of the first to take off his coat and get into the thickest of the fight. He has served in many a hard-fought battle, generally in the capacity of leader. Having now retired from business, however, he has a greater opportunity to exercise his gifts and his liking for public service.

To start chronologically, Henry Moss was born on August 22, 1857, in the town of Port Hope. At the age of 18 years he decided that it was time to start out in the world for himself and he selected the hardware business. The same wisdom that he thus displayed in the selection of his vocation was extended to choice of place. He picked on Renfrew, the home, latterly, of millionaires and hockey players. In 1887 he started a hardware, tinware and stove business in Renfrew and gradually worked it up until it has become one of the best in that section of the country. Any hardwareman will appreciate the fact that a good business cannot be built up without hard work; as Henry Moss undoubtedly worked up a good business, it can safely be assumed that he worked and worked hard. He found, nevertheless, time to keep right in the thick of public affairs. No election was complete without Henry Moss as a candidate and he had the winning habit. He was first elected to the Renfrew village council in 1893. Then they made a town out of Renfrew, and Mr. Moss ran for the post of town councillor. Annexing that safely, he decided next year to move up a step to the deputy reeveship. As the electors took his view of it, he was encouraged to stand for mayor in 1900, and succeeded in capturing that honorable post. Having now reached the top of the municipal ladder, he decided to start all over again. Accordingly he sat in the council for a few years after that and has held the position of reeve since 1909. His zealous adherence to duty won him a singular honor this year in his unanimous selection for the post of warden of the county of Renfrew.



Business competitors, political and municipal opponents have nothing but good words for Henry N. Moss.

One would suppose that running a hardware business and taking a big share in town management would be enough for even the most insatiate worker. But it didn't serve to fill out the full measure of Henry Moss' activities. He carried on a large business in the purchase of hides and took such an interest in the question of road-making that he became recognized as an authority on that subject. As a result of his activities in that line, he was appointed two years ago to the office of inspector of colonization roads for several counties. He accordingly retired from the hardware busines, leaving it with his son, H. D. Moss, who had been taken into partnership in 1906.

It goes without saying that politics have claimed a share of his time. He was selected to carry the Conservative banner for the legislature some years years ago. It was a forlorn hope, the other party being entrenched behind a majority which made the result a foregone conclusion. Nothing daunted, Henry Moss tackled the job with characteristic enthusiasm and vim and, although he did not win, he kept the other fellows busy. His party wanted him to stand for the Commons in September last but he declined, prefering to devote his time to the more modest, but equally important work entailed in municipal service.

Mr. Moss has always been a believer in individuality in business. He has infused plenty of it into the conduct of his own store and it has always been of the right kind. He is a big-hearted man whose openness of manner has made him a warm favorite with everyone. Business competitors, political and municipal opponents have nothing but good words for Harry N. Moss.

May Fine Slow Hardwaremen

Toronto, Feb. 6.—Hardware and sporting goods dealers in Ontario, who have neglected to send in returns of their sales of revolvers, had better hurry up. The provincial police authorities are contemplating drastic action.

According to the provisions of the Offensive Weapons Act put into effect last year, all dealers who make sales of revolvers, shot-guns, sling shots and hunting knives must send in reports to the Ontario Provincial Police Department on forms especially provided for that purpose. These returns are supposed to be made quarterly the dates set being within seven days after March 31, June 30, September 30 and December 31. Neglect to do so renders the dealer liable to a fine not to exceed $50 for each offense.

The Act provides that no revolvers are to be sold with the exception of those which are serially numbered. As the department is provided with a complete list of all weapons sold by the wholesale houses to the retailers, it is not a difficult matter to trace any weapon sold.

Chief Inspector Rogers complains that many dealers have been negligent about turning in their reports and he announces that he is seriously considering prosecuting the delinquents.

Hardwaremen who have neglected to make their returns would be wise to attend to the matter. The necessary forms can be obtained by applying to the Provincial Police department.

DISPOSES OF INTEREST.

William H. Evans, formerly identified with the Canada Paint Co., and for many years a director of the Toronto Lead & Color Co., Toronto, has disposed of his interest in the latter company to Toronto parties.

CARRIER COMPANIES COMBINE

The Gipe-Hazard Store Service Co., have taken over the business of the Gipe Carrier Co., and also that of the Hazard Store Service Co., both of Toronto.

Hardware Store Publicity

Chapter 2--Common Forms of Publicity

Publicity is the dominant feature of retail merchandising. It includes in its scope the whole range of retail effort. Everything that the merchant does is part, more or less, of his publicity campaign. To endeavor to explain every phase of retail publicity is, therefore, out of the question and this article will be devoted to some of the more common forms.

Newspaper advertising is the first and most important form. As succeeding articles in the series will deal extensively with the use of printer's ink, the matter can be dismissed here with a few words. It is not necessary to repeat that newspaper advertising pays; that has been clearly demonstrated and is almost universally conceded. It might be added, however, that newspaper advertising realizes the best results when used in conjunction with some of the other forms of publicity.

Use of Circulars.

A method adopted by many dealers is to issue circulars and booklets, containing advertising matter. Opinions differ on the efficacy of the circular, some contending that it can be made to pay and others asserting with emphasis that it is waste of money. The writer feels that one rule can safely be laid down in this respect. Circulars should be used only as an adjunct to newspaper advertising. In some cases, circulars can be used to good effect. If a hardwareman is doing business in a small community where there is no newspaper (such places do exist), or if he caters to only a small section of a large city, he can often obtain good results by a judicious distribution of advertising matter.

The circular is, however, a risky method. People get so much printed matter thrown in at the doors that they very frequently consign such packages unopened to the waste basket or the fire.

Hand bills share the same drawbacks. In addition, the merchant has to figure on the carelessness of his bill peddlers who cover their routes in easy fashion and get rid of a large portion of their bills by the bonfire method. It is sometimes found effective to run off bills from advertisements which have appeared in the local papers. By distributing these, the dealer adds some to the effectiveness of his advertisement, reaching people undoubtedly who had not seen the paper or had not scanned it carefully.

The Catalogue Plan.

A number of hardware dealers have adopted the plan of late years of compiling catalogues, illustrating their complete stock as far as possible. The advantage of this method was first perceived by the mail order houses. Most people will place a higher value on a catalogue than they will on circular or pamphlet matter. They keep the catalogue and refer to it as occasion arises. This custom has resulted in the building up of the mail order trade. Likewise it has helped a few progressive dealers to combat the depredations—the word is not too strong—of the catalogue houses in their sections. Still, the idea should not be adopted rashly. The printing of a catalogue entails considerable expense and, unless the possibilities have been carefully considered, the matter well prepared and the mailing list wisely compiled, the returns may not pay back the dealer for the time and money invested.

Taboo Programmes.

Next on the list is the programme advertisement; although the word "advertisement" cannot fairly be used in this connection. Every merchant has calls made upon him of this nature. If a church function of some kind has been arranged which calls for a programme, a committee is formed to go around and canvass the merchants for ads. This pernicious custom thrives on the cowardice of the average dealer who dreads to refuse such demands. He gets no adequate returns from his investment. He pays only because he thinks he may lose customers otherwise. The transaction takes on the color, therefore, of extortion.

If any hardware dealer cares to pay for advertising of this kind, all well and good. But he should not charge it to advertising. Rather, it should be credited to charity; for charity it is, purely and simply.

The objection raised to church programmes refers with equal force to all programme advertising. Dealers go down for this sort of thing, largely because competitors have done so. In some cities, the retailers have emancipated themselves from the programme evil by placing all publicity matters in the hands of a secretary. No dealer will then "go in" on an advertising scheme which has not been certified to by the secretary as legitimate.

The Yearly Calendar.

Opinions differ on the question of calendars. They constitute an expensive form of publicity. People have come to expect them, however, and they undoubtedly keep them a long time, very often the full year.

The real value of the yearly calendar is a question which the dealer must decide for himself. He will know best whether he is getting returns in keeping with the cost. Many dealers have never made it a custom and have never met with complaints.

Perhaps the most dangerous feature of it is that once the custom is started it is hard to break. When people receive a calendar from a firm one year they expect to get another the following year.

The Yard-stick.

The consensus of opinion is against one other form of gift publicity which might here be mentioned—the yard-stick. It was at one time a common method to hand out yard sticks to customers. It is not as common now, although some dealers still adhere to the idea. As a means of drawing crowds to the store, the distribution of yard sticks was effective probably; as an advertising measure, it had no value. The writer has used a ruler for the past year with more or less regularity every day. It contains advertising matter of some kind but he could not tell what it is or the name of the firm that sent the ruler. That is where the trouble lies; the yard stick is such a useful every day article that people think of using it and never of reading it.

The same objection can be urged against the free distribution of novelties and small articles. As a means to draw people to the store, they serve a valuable purpose and can therefore be classed as publicity aids. The dealer should not expect lasting benefits from the distribution, however.

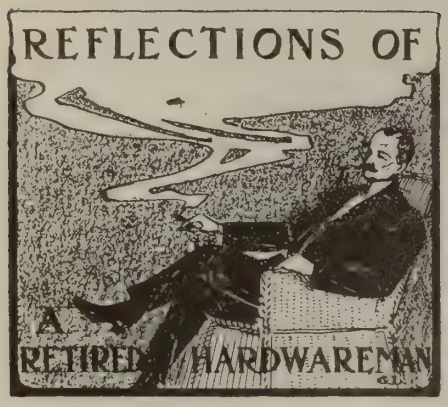
The Billboard.

And now as to the bill board. This phase of publicity can be worked to good effect. One of the best stove retailers in Canada does a great deal of advertising through bill boards. His name catches the eye of the pedestrian and street car passenger at practically every turn. It costs him money but it sells his stoves. Customers flock to his store from all parts of the city. It should be borne in mind, of course, that he does not depend on bill boards for his entire advertising. He uses the newspapers as well and has even placed canvassers out to work for him.

The bill board can be made highly effective in country districts. There are strategic points on the highways which can be utilized in this way.

The Publicity Campaign.

All these are more or less common forms of publicity. The hardwareman should take cognizance of them all, in preparing his publicity campaign. He should consider the relative merits of each and decide on his own plans according to his estimate of what would serve him best.



By "Mack."

Pessimism usually makes its appearance in a man's mental horizon upon passing within certain defined age limits.

It is an acknowledgement we make to the arrival of middle age when our conviction that the country is going to the dogs dominates the mind and a form of enjoyment is taken in exchanging this sentiment with others of like views.

The condition of retirement may conduce a gloomy foreboding if we may believe the reports from the English press which I saw recently.

Veterans on the retired list from the army and navy can see little hope for maintaining the empire if the service remains as weak as they think, in spite of the assurance of the officials in control of both these departments, that the efficiency of the army and navy was never higher.

Decending in the scale of importance as a whole, but of vital interest on account of the direct contact with the subject, is the pessimism derived from a survey of the tax schedule when it is presented for annual payment. The keenest critics that I have met are to be found in a certain retired class drawn from city and rural districts. Should their cynicism prove accurate the town will never make enough progress under the handicap of indebtedness which encumbers it, to avert ruin.

Yet we see the towns and cities cheerfully assuming these burdens and becoming each year more attractive and better governed. It is apparent to all that the city has not lost its power to lure men from the land and make them citizens with the privileges of citizenship to criticise our civic rulers and their motives upon every occasion calling for dicision and action.

Withall the pessimists of this category are entitled to praise, I think. They ask no favors when the time comes to pay their share of the city's up-keep. The money is produced at the appointed time and this is a virtue worthy of emulation in so many forms that I shall not make the application to a particular class.

Then we are sometimes entertained, perhaps unwillingly, by the individual who has been in trade. His present belief that things are not what they were in his generation is supposed to reflect discredit on modern business circumstances and he proceeds to illustrate in detail if you do not adroitly effect your escape. You should shun another chance intercourse for the sake of your own affairs if you should have any, because after receiving into your system a few of our retired philosophers' conclusions the result may prove disastrous to successful effort for the day.

That is unless you are trained to throw off the mind his pessimistic theories which more often than not are without foundation of fact. For believe this: present day conditions in the business world are the best in its history.

SHORTAGE OF SEED.

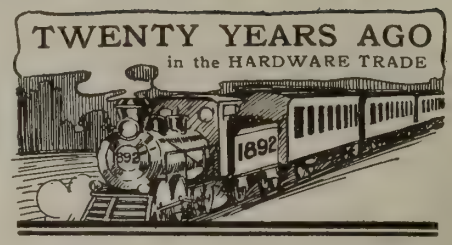
Speaking of the possible shortage of seed for sowing purposes, in Canada, the Manitoba Free Press says, under date of January 27: One of the most serious aspects of the situation is that the districts which have been most severely injured are those which are largely populated by new settlers who are not in a strong financial position. In the older districts, where the farmers have more cash or better credit, there should be little difficulty for them to secure plenty of good seed. In the newer sections appeals for government assistance are being made. Those who have good grain in many cases are selling it to the elevators rather than letting their neighbors have it for seed, as they require to make cash sales.

The crop suffering the greatest damage is flax, and there is likely to be a heavy shortage of good seed next spring. Practically all of the flax seed sown after the 1st of June last year is of low quality, and in many cases it was not worth cutting or threshing. Where the crop was sown early, fair yields of good quality have been obtained, but such cases are the exception. In the flax-growing district of southern Saskatchewan a large percentage of the flax is still unthreshed, and a great deal of it is not worth threshing.

STARTING CALGARY BRANCH.

Calgary, Alta.—Wood, Vallance, Ltd., hardware wholesalers, have decided to locate a branch in this city. The firm will erect a four-storey building on the property on Eleventh avenue between Centre and First streets east, which will have 100 feet frontage to lane. The firm at present have branches at Winnipeg, Vancouver and Nelson.

E. M. Adams will be manager of the Calgary branch.



The following items are taken from the issue of February 6:

"In the last issue of the B.C. Gazette is the notice of the incorporation of the Cunningham Hardware Co. into which will be merged the hardware business of Cunningham Bros. The capital of the concern is to be $75,000."

Editors Note.—The firm of Cunningham's, Ltd., is still one of the largest hardware concerns on the Pacific coast.

* * *

"The Montreal Rolling Mills Co. held their twenty-fifth annual meeting at the company's office on January 30, for the purpose of receiving the direcors' report."

Editor's Note.—The Montreal Rolling Mills Co. is now merged in the Steel Co., of Canada.

* * *

"Two merchants of Bond Head, Ontario, N. A. St. Clair and E. J. Carter, were burned out. The former's loss was $4,000, fully insured, and the latter's was $7,000 with insurance of $2,500."

* * *

"J. W. Bartlett, of Montreal, long known as an ardent advocate of the development of Canada's iron industry, has become general manager of the American Association at Middlesborough, Ky."

SALE OF CHAIR SEATS.

Montreal.—The to-let signs are now shown on Montreal houses. The time of year has come when those who are about to move have given notice; and when many have decided that they will occupy their present place of residence for another year. Those living in the neighborhood of Alfred Gayette's store on Mount Royal avenue are being shown how they can easily effect an improvement, for he is now showing as a specialty, chair bottoms which can be bought for 10 cents. Every one who passes that window thinks of chairs; and the great majority of those into whose mind comes the vision of a chair with a delapidated seat, go within and buy. Trade in general hardware is being kept active by this special attraction.

ELECTED COMMISSIONER.

Vancouver, B.C., Feb. 6.—Hardwaremen on the Pacific coast are to be found taking an active interest in many matters of public betterment. That they are appreciated was shown in the election of W. R. Owen, hardware dealer in Mount Pleasant, to his third term as park commissioner. Mr. Owen lives in the Fifth Ward. and beat all records in regard to the number of votes obtained. In his

W. R. Owen.

own ward he got 1,187, leading even the aldermanic candidates. This is something of a record, for the principal interest centres in the election of the aldermen, and generally attention is directed from the park commissioners. That Mr. Owen is well thought of is shown by the fact where he is best known he headed the poll.

Mr. Owen's chief hobby in his park board work is advocacy for more breathing spaces and parks in the city.

Will Fight for 1913 Convention

Belleville, Feb. 6.—This city will make a most determined effort to secure the 1913 convention of the Ontario Retail Hardware and Stove Dealers' Association. At last night's meeting of the city council it was decided that the mayor should be sent to Guelph to extend an official invitation to that organization to hold the next annual convention here. It was also recommended that, in case Belleville is selected, next year's council should make a grant of $200 to the association to help defray the expenses and to make the convention a big success.

The local Board of [illegible]s also decided to help. The president, W. B. Deacon, has been instructed to go to Guelph and represent that body. He will extend an invitation from the business men and will assure the association of their hearty co-operation and support.

The hardware manufacturers and others interested locally have expressed their willingness to take a hand and help make the convention a success.

Merchants Want Taxation Reform

Winnipeg, Feb. 6. — An important movement has been launched here, the object of which is to effect taxation reform. The retail merchants have inaugurated a whirlwind campaign to enlarge the membership of their association. When they have acquired the necessary strength to give greater weight to their demands, a determined effort will be made to bring about the adoption of a more equitable basis of taxation.

The retail merchants here object most determinedly to the present basis of taxation which is on the rental value. They contend that the single tax would be more equitable and they will urge that this change be made.

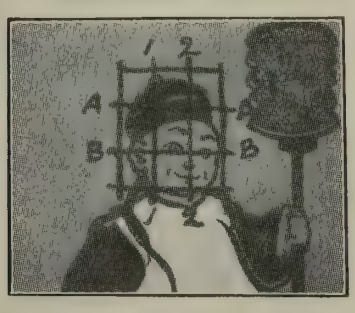
The movement will first take the form of a campaign for membership. The association now numbers 200 and it is hoped to increase this to 3,500 in a very short time. If that number of merchants can be enrolled in the ranks, the body will be large and influential enough to wield a big influence.

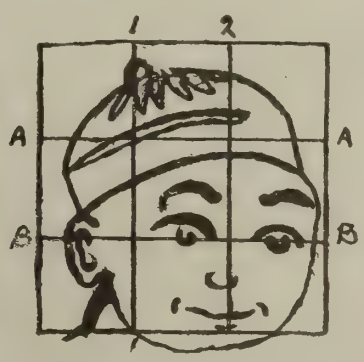
ENTERS THE AGENCY FIELD.

Montreal.—A change which will be of interest to hardware men in all parts of Canada has recently taken place, Edwin Schofield, for the last eight years salesman for Alexander Gibb, of Montreal, having entered the agency business. He has taken offices in the Canadian Express building.

E. Schofield.

Mr. Schofield has secured a number of first-class Canadian agencies, among them being the Allan Hills Edge Tool Co., Galt; the Canadian Tap and Die Co., Galt; The Galt Machine Screw Co.; The London Foundry Co.; the London Bolt and Hinge Works; The P. L. Robertson Manufacturing Co., Milton; the Domestic Specialty Co., Hamilton; the Columbus, Ohio, Chain Company and the Lachute Handle Company.





A Method of Enlarging Illustrations from Manufacturers' Advertising Matter for Use on Signs.

(See article on page 33.)

Progressive Hardware Retailing

Dealer Offers Three Months' Test on Stock Tonic — Amherstburg Merchants Have Organized Central Motor Delivery—Guelph Merchant Takes up Mantels and Supplies.

AMHERSTBURG DELIVERY SCHEME.

Amherstburg, Ont.—Central delivery by automobile is the latest innovation at Amherstburg, and comes as the result of dissatisfaction felt by local merchants regarding the excessive expense of maintaining horses and wagons. At a recent meeting of a number of merchants, it was decided that an auto service giving two regular deliveries a day would be preferable to the old arrangements, and it was agreed to give the idea a trial. If the trial proves that the arrangement is workable, it will doubtless be continued. The scheme is also designed to do away with the soliciting of orders, which the merchants regard as a nuisance.

SELLING MANTELS.

Guelph, Ont.—H. Occomore, stove and tinware dealer, has just completed a change in his store arrangements which has made a big improvement. He has had the flooring in the two front store windows extended backward some little distance. The backs and sides have been cased in. This has enabled him to use the windows much more effectively for display purposes.

Mr. Occomore has recently put in a stock of mantels and mantel fixtures. This is a new line for him but he has found it a profitable one already. Some orders have been secured. A window display, showing a neat, green-tile mantel helped considerably in working up a demand for this line.

THREE MONTHS' TEST.

Brigden, Ont.—The John Armstrong Co., hardware dealers, are making a special effort to sell stock and poultry tonics. In order to interest their customers in these lines, they are offering a three months' test at their expense. They are advertising the fact that "if it don't pay, return the empty packages and we will refund the money."

COLD WEATHER GOODS.

Morris, Man.—A. E. Code, hardware dealer, is making a special effort to interest the public in his cold weather goods. In a two-column advertisement, full page depth, he says:

"Naturally the question agitating the minds of most people at the present time is one of 'cold weather goods,' goods that tend to make the cold weather more pleasant that it otherwise would be. People in this district, as they become more prosperous, are, as a consequence looking for that which will minister to their comfort and enjoyment. This has been particularly noticeable in the increased sale we have had for the Coal Oil Heater. Many are now using one of these to heat a bedroom, a chilly hall, a hen-house or a cellar."

Among the other goods advertised are sanitary chemical closets, wash boilers, bath bricks, coal sifters and snow shovels.

He is using the trading card system in handling his sales.

SELLING ENAMELWARE.

Fort Frances, Ont.—The Wells Hardware Co., are holding a bargain sale of enamelware. They are advertising as follows:

"Because our stock is too large we offer a discount of 20 per cent. from the regular marked price on all enamelled or granite ware in our stock during the month of February.

"This is a splendid opportunity to sort up your kitchen outfits as our stock is large and complete and the discount applies to everything."

MID-SEASON SALES.

St. John, N.B., Feb. 5, 1912.—Local dealers in hardware are taxing their ingenuity and ability these days to induce trade outside of the ordinary run on lines which sell with regularity. There is really no unanimous suggestion of methods put forth in their efforts at present. That is to say, no two firms are featuring or offering in display lines which are similar, but are appealing from a general variety of their special stock. Razors, snowshoes, sleds, skates, snow-shovels, door-hinges, thermometers, and a countless variety of other lines will tend to show that there is no concerted effort to induce trade along any particular channel, but rather to depend on appealing to the individual taste in creating a demand for a special article.

Having a considerable stock of sleds and framers left over after their Christmas rush, the firm of T. McAvity & Sons filled one of their windows copiously with the same and displayed a large ad. sign informing the public that this week was a rare opportunity to make a purchase as "on all lines, every one of which is first-class in sleds and framers, a discount of 20 per cent. is being offered to reduce the over-stock." Many a youngster is now the happy possessor of a sled or framer through the reduction in price.

Practically the same idea, only on a more varied scale was put into force by the firm of Emerson & Fisher, who included in their discount of 20 per cent., snow-shoes, skis, toboggans, skates, and sleds, and featured the display as a "Mid-season Bargain Sale!" with the advice: "There are many remarkable bargains—make your selections early, before the best of them have been snapped up. Rather than carry these goods over till next season, we are making the above big discount."

OFFERING SEWING MACHINE.

Glen Ewen, Sask.—W. W. Winteringham, hardware dealer, is conducting a contest which he advertises as follows:

"A beautiful new sewing machine, value $50. To be given away to some one of my customers on April 1st, 1912. This New Sewing Machine is on exhibition at my store and will be given away absolutely free to the person guessing nearest to the number of nails in a one quart glass jar which is sealed and on exhibition with the machine.

"With every cash purchase of one dollar you are entitled to one guess.

"This machine is a good one and made by one of the best manufacturers of this line and is good in every respect."

GAUGE FOR SHEET METAL WORK.

James M. Henderson, of Saskatoon, has invented a gauge for use in sheet metal brakes. It can be attached to an old or new brake and, it is claimed, will enable the operator to tell at a glance what angles he is bending. Some of the points in connection with this device may be explained in an early issue.

Current News of Hardware Trade

Undergoes Operation.

Laura, Sask.—Ben. Shillington, of Shillington Bros., hardware merchants, has just undergone an operation upon his ear in the Detroit Hospital. He is recovering rapidly, and will shortly be back in the West.

A Snowshoe Tramp.

Montreal.—Thursday of last week the bachelors of Lewis Bros., Montreal, held a snowshoe tramp over the mountain. It is rumored that as a result of this tramp some of the young men will fail to qualify for the event of next year.

Furnace Company Locate.

Port Colborne, Feb. 2.—At a largely attended meeting, Mr. Baird, president of the Buffalo Union Furnace Co., stated that the only inducement that the company would ask of Port Colborne in locating a branch of their plant here was a fixed assessment of $50,000 for a period of twenty years.

Returning From Trip.

Chatham, Ont.—N. D. Storey, hardwareman, of Indian Head, Sask., is visiting old friends in this city and vicinity on his way home from an extended trip to New York State and other eastern points. Prior to locating in the west Mr. Storey was on the Westman Bros. hardware staff in this city.

Buys Business Block.

Medicine Hat, Alta.—J. J. Hewitt, hardware dealer, has purchased the Tweed block for the sum of $40,000. The structure has its frontage on Main St. and extends the full depth of the lot. (130 feet). It is built of brick and is three storeys in height. The basement and first floor are occupied by the hardware firm of Hewitt & Black. The upper floors are used as offices.

Taking Long Trip.

Montreal.—Frank W. Clarke, of the North Shore Power, Railway & Navigation Co., accompanied by J. E. Rothery, passed through Montreal yesterday on their way to Quebec. They go from there by the Government steamer to Clarke City, from which point they leave for their lumber camps. To do this it will be necessary to go by dog teams, the only way of travel in that locality. Messrs. Clarke and Rothery are combining business and pleasure.

Hardwaremen Dined.

Montreal.—Thursday of this week the hardware merchants' section, Montreal branch of the Retail Merchants' Association of Canada held their annual banquet. All—and they were many—who gathered at the Club Canadien had a splendid time. The speeches were not second even to the repast, and numerous references in these speeches made it plain that the merchants are going to make their coming convention the best that has ever been held.

A. H. S. Parkins Dies.

St. John, N.B.—Death came with much suddenness this week to a traveler for a Montreal hardware concern, A. H. S. Parkins, a representative of the Smith Manufacturing Co., of Montreal, who passed away in the Royal Hotel in St. John after having arrived but a few hours before. He was about 55 years of age, and recognized as a capable traveler, who had many friends in the lower and upper provinces who will regret to learn of his death, which is said to have been due to apoplexy.

Staff Changes.

Guelph, Ont.—John Anderson, accountant of the Guelph branch of the Traders Bank, has accepted the position of treasurer for Moran, Clancy & Gringley, wholesale hardware contractors in Edmonton.

Virden, Man.—J. A. Bottomly, of Saskatoon, has accepted the position of accountant with the Manitoba Hardware & Lumber Co.

J. Warren, who has for some time back been employed with Merrick-Anderson Co., Winnipeg, as pricing clerk, is now filling a similar position with Peart Bros., Hardware Co., Regina.

New Liskeard, Ont.—Ed. Hansman has left the employ of the Geo. Taylor Hardware Co., to join the traveling staff of W. J. Blair, who is starting in the wholesale hardware business at Calgary.

Business Changes.

Donalda, Alta.—J. R. Graham is enlarging his hardware stock materially.

Irma, Alta.—A. A. Dickson has taken over the hardware business of J. D. Elliott.

Shellmouth, Man.—Denmark & Burton, hardware dealers, have sold out to H. Adams.

Sutherland, Sask.—B. Fleming has started in the hardware and furniture business here.

Emo, Ont.—Edward Tompkins, hardware dealer, has sold his branch store at Barwick to Black Bros.

Brandon, Man.—The Hanbury Hardware Co., have sold out to the Dominion Hardware and Lumber Co.

Virden, Man.—Miller Bros., dealers in hardware, has dissolved partnership. J. N. Miller will continue the business.

Brampton, Ont.—The old and well-known hardware business of Peaker & Sons, has been taken over by Higgins & Large. The new firm will be know as the Brampton Hardware and Heating Co.

Morden, Man.—Mr. Beatty, who recently withdrew from the hardware firm of Atkins & Beatty, has gone into business at Kerrobert, Sask., with Harry Grain. Carl Atkins has taken his place, so that the new firm name is Atkins Bros.

St. Jacobs, Ont.—Henry Gilles has sold out his tinsmithing business to A. C. Thoms, who will continue in business at the rear of the Gilles hardware store. Mr. Gilles will continue to conduct his hardware business.

Wetaskiwin, Alta.—The fixtures are being installed in the Wetaskiwin Hardware Company's new store on West Railway Street. When completed this will be one of the best equipped hardware establishments in Central Alberta. It is expected that the store will be ready for occupancy in a few days.

Dundas, Ont.—The old and well-known hardware business conducted by G. C. Wilson & Co., has been sold to Ralph & Wilson. The senior member of the firm is H. W. Ralph, who for several years conducted a drug store in Dundas. His partner is Harry Wilson, son of M. S. Wilson, who has been a clerk in the store for some time. This business was sold by Mr. Wilson on account of his inability to properly attend to it and his parliamentary duties as well.

Personal Notes.

H. Pitt, of Cornwall, Ont., was in Montreal on business this week.

A. A. Bittues, of the Gillette Safety Razor Co., went to Boston on a business trip this week.

R. St. Jermane, clerk in the Skinner Hardware store, Stettler, Alta., has returned after an extended visit in Montreal and the east.

H. H. Clarke, of Lewis Bros., who makes his headquarters in Lennoxville, was in Montreal this week attending the automobile show.

Mr. Riester, of the Buffalo Specialty Co., Buffalo, N. Y., spent the week in Montreal calling on the trade, talking up Liquid Veneer and their other products.

Among the Quebec hardwaremen coming to Montreal on business this week were:—C. B. Van Antwerp, Frelighburg; A. Lemieux, Henryville; J. R. Deschambeault, Terrebonne; E. Boucher, St. Hyacinthe, and J. B. Damour, Ste. Philamene.

Weekly Market Report --- Metals

FIRMNESS—STOCKS LIGHT.

Firmness has been shown in practically all metals this week. Tin advanced 1 cent. Copper, lead and spelter advanced on the primary markets but no price changes have been made in Canada.

Shortages are developing in a number of lines, particularly in spot tin and lead.

MONTREAL.

Montreal, Feb. 9.—At present there is a scarcity, locally, of practically all metals—a scarcity which bids fair to cause serious trouble later on, unless relief comes. The situation is the result of the car shortage, apparently. Handlers have been quite unable to get the metal which they have ordered. At one house it is reported that a carload of East St. Louis spelter, ordered on January the fourth, has not reached Canada yet. Other handlers appear to be nearly as badly off.

So far no stoppage in operations has been necessary because of the shortage of metals. Those having good supplies have been lending to those less fortunate. If the car loads begin to arrive shortly all will be well, but otherwise the situation will become very serious. Some handlers are already reluctant to fill general orders. They have practically guaranteed to see that certain concerns have plenty of metal; and when there is a shortage, as at present, they do not like to let their supplies get below the quantities these favored concerns may need.

Usual Fluctuations.

The week has seen the usual fluctuations, with tin attracting the greatest attention. The metal is stronger—much stronger, and it appears it will advance still more in price. Of late this metal has been so uncertain that it was practically impossible to read the future, but now all the advice indicates that a higher level is coming. There may be temporary declines—there likely will be—but the general tendency will probably be upwards.

While handlers generally hold this opinion they are yet not backing it by heavy purchases. Tin is uncertain at present, to go short on the market is a risky proceeding.

Tin.—The rumor is that the trouble which arose between members of the syndicate has been patched up. This would appear to be so. Anyway the heavy selling has stopped. The syndicate are said to have large holdings, and it does seem that they have a fair grip on the market again. Uncertainty still prevails, but there is a general feeling that tin will advance further. In the early days of this week it did climb considerably on the primary market, on Wednesday reaching £195 10s., or £1 5s. higher than the day before.

Local Stocks Fair.

In New York there is a scarcity of tin. Local stocks are only fair.

Lead.—Following the drop of last week there has come a rise, though the American trust has forced the price down sensationally across the border. This, however, is for American lead which is little used here.

The consumption locally is good. That it is not better is regarded philosophically. This is a rather quiet season, anyway the supplies are none too good.

Copper.—While no change has been made in the local price this metal has dropped a shilling or two on the primary market. That the decline will continue seems unlikely. There is nothing to point to such a movement. Copper rose rapidly and a reversal was to be expected. Statistics, however show the demand to be good. Supplies are none too large, and that the lower level will be lasting does not seem at all likely.

Spelter Long Overdue.

Spelter.—Slight rises in the States have not had great effect in Canada. The prices here are being held steady. Indeed price is not a feature, The question here relates to the supply. It is low—there is no denying that. Unless some of the metal which has been on order for a long time arrives shortly the manufacturers will find themselves face to face with an awkward situation.

Iron.—This is another metal which is none too plentiful. Handlers are husbanding their stock. Manufacturers are eking out their supply. Both are looking rather anxiously for the opening of navigation when iron will be brought in largely.

TORONTO.

Toronto, Feb. 9.—Strength is noted in every branch of the metal industry. There has been a steady advance this week and prices now quoted on the primary markets are higher than a week ago. This applies impartially to tin, lead, spelter and copper.

This change is not due to any sudden increase in consumption; for the demand has been heavy right along. It is probably to speculation and manipulation, the bulls being in control of the market.

Local metal firms report that business is showing quite a substantial increase over last year. The consumption of all metals is heavy, this fact being accentuated in several cases by a shortness of supply.

Tin.—The price of tin has been "bounding" during the past week, to use an expression applied by a local man. The local figure has gone up one cent and is now variously quoted from 47 to 49 cents. This advance has followed the course of the metal on the London market where substantial gains have been made during the week. To complicate the situation, a shortage in spot tin has developed on this side. The shortage has been felt in New York resulting in an advance of 1 cent there.

Lead is Active.

Lead.—Advances have been noted on the primary markets but the only effect of this locally so far has been a firming up in the local price. The metal is very active and a great deal is changing hands. Stocks are light again, very light in fact. While another shortage is hardly anticipated, the activity of the demand bids fair to keep stocks light for some time at least.

Record Consumption.

Plates and Sheets.—The metal men report a record consumption of plates and sheets. The demand has been growing steadily and is now at a point where it bids fair to tax the capacity of the mills. The buying movement is stimulated in no uncertain way by the low prices prevailing.

Copper.—This metal is on the upward trend again. Consumption has been so consistently good that a full measure of confidence has been restored and the price has been shoved up on the primary markets. So far, no change has been made in local quotations. Demand continues good, this condition being assisted no doubt by the firmness of the metal.

Spelter is advancing on the American markets, quite a tidy increase having been registered in the price. The local price has firmed up as a result. The metal has always been steady and now is showing even a heavier tone. The future of spelter presents no uncertainties from the local standpoint.

Pig Iron.—The buying movement is fair. Prices remain unchanged as follows:—Canadian Foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3, Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Weekly Market Report --- Hardware

HARDWARE BRIEFS.

It is reported that January sales showed an increase over the corresponding month last year.

The list prices on axe handles have been increased.

Collections are still reported to be dull.

Spring booking is now proceeding apace. A few new lines are rapidly coming to the fore.

MONTREAL.

Montreal, Feb. 8.—These are quiet days in the retail hardware stores—quiet that is in comparison with the rush that preceded Christmas. Still everything points to the fact that the dull times have not been as dull as they sometimes are; nor is the slow state of business to last long. Dealers have their thoughts on the coming spring now. Their orders for this period are keeping the wholesalers busy.

At present sales of skates are practically finished. Hockey sticks are still going well, but the great demand has passed. Some dealers are attracting trade by special sales and are thus being enabled to obviate the necessity of carrying their stock over the coming summer. Others, however, do not feel that they can do this. They will be left with a fairly large stock of winter goods on their hands; but the result of this will not be serious. These lines do not depreciate. They tie up capital though, and that, of course, is rather hard on the dealer. Some of the wholesalers are also finding themselves overstocked. For the present this will have little effect, but it will exert an influence on the sales of next year.

Rumor of Price Change.

During the week there have been no changes in prices. There is a rumor that a change may shortly be made in the present price of iron pipe, but confirmation is lacking

Household Goods.—In Montreal itself this line is quiet. Retailers seem to have good stocks, or else they are waiting until they feel the demand before they send their orders. In the province, too, the buying is light. In November much of this ware was shipped by boat, and the dealers are anxious to make this stock last out until navigation opens once more. From the West, however, heavy orders are being received. The merchants there are evidently preparing for an early spring campaign.

Spring Goods the Thing.

Seasonable Goods.—The question, of course, is as to what goods are seasonable. Winter lines have about ceased to move now. Spring goods, on the other hand, are commencing to forge to the front. Locally the demand is for pails, spigots, boilers and other articles needed for the coming maple syrup season. From the West the call comes for hose, lawn sprinklers, rakes—even lawn mowers are being ordered. In British Columbia the warm weather comes earlier than here, and the retailers are preparing to wage their spring campaign with the first appearance of the robin.

Sporting Goods.—As has been said business is quiet as far as winter sporting accessories are concerned. Nor has the demand for summer goods started yet. The nearest approach to a spring line which is being shown is a window of marbles and alleys arranged by a St. Lawrence boulevard merchant. The wholesalers have not yet issued their catalogues, or instructed their travelers to sell spring and summer sporting goods. This is an off season for sporting goods—about the only off season of the year.

Builders' Hardware Moving.

Builders' Hardware.—Just this week some of the wholesale houses have instructed their travelers to take out samples of this line. As yet local orders are not large, though some dealers are already getting their stock in shape. From the far west orders are good, probably because of the expectancy of an early spring, as already mentioned. In the east, too, the demand is satisfactory.

Lumbering Supplies.—This business is becoming brisker. Axes have ceased to be in great demand, but logging chain, cant hooks, and caulks are becoming more in demand

TORONTO.

Toronto, Feb. 8.—On totaling up their sales for the month of January, local hardware jobbers have come to the conclusion that it was a very satisfactory month. A good increase was recorded over January 1911 in actual sales and orders booked for the spring were more numerous and in a good many cases larger.

"The year has started out well," reports one jobber. "Our travelers report that their customers are all looking forward to a busy year and are buying accordingly. For that matter, business to date has shown a steady quality not usually experienced so early in the year."

Prices remain steady and in most lines quite firm. The only change reported is in the list price of axe handles, where an all round increase has been put into effect.

Collections are still slow. There has been no improvement in the situation since the first of the year. It must be borne in mind, however, that cash is always tight at this season of the year.

Seasonable Goods.—Winter lines are still selling but in greatly reduced bulk. The cold weather and steady sleighing has kept up demand for robes, sleigh bells, sleigh heaters and goods of that nature. There has been an exceptionally large sale this year of weather strips. The public is awakening to the fact that weather strip is well worth having and the market has widened appreciably.

Builders' Hardware Selling.

Builders' hardware and all varieties of shelf goods are selling more or less briskly; for this season of year, that is so much building work can be done right through the winter months that the demand for builders' hardware has become of an all year around variety.

Changes in the list prices of axe handles are announced this week. No. 1 axe handles, 34 and 36 inches have been increased from $3.00 to $3.40 list. No. 1 size 32 has gone up from $2.75 to $3.00 and No. 1, size 30, has gone from $2.50 to $2.75. Foy's No. axe handles have gone up from $1.60 to $1.75.

Household Goods.—There is a large demand for practically all lines of household goods. Much of it is for immediate delivery though spring booking is being done in refrigerators, ice cream freezers and other goods for summer use. The amount of booking done in these lines is really surprisingly large. Bigger interest than ever is being shown in vacuum cleaners and some good orders have been placed.

Summer Goods.—Booking proceeds apace for all spring and summer lines. Although orders are mostly dated April 1, quite a large amount is being shipped now.

Heavy Hardware.—Good booking is reported in practically all lines. Price quotations are:—Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Demand is Small.

Sporting Goods.—The present is a very quiet time in sporting goods. While not absolutely at a standstill, skates are not selling briskly. Most dealers find that the demand is now slow and they are not placing new orders except in cases of emergency. A few sorting orders have been received.

Stoves, Furnaces and Accessories

Keeping Up Furnace Activity

How Some Dealers Secure Work in Mid-winter — Toronto Man Follows up "Leads" With Consistent Success—It is Not Too Early to Start After the Spring Heating Contracts.

Furnace dealers, as a general rule, do very little work during February. Householders do not care to make any change in their heating apparatus at seasons when the temperature may go below zero at any moment. If they are managing to keep the house warm, or nearly warm, they are generally content to wait. And the furnace man has to wait too.

The writer has known a few brisk dealers who manage to get enough business to keep them busy right through the winter, despite this tendency. One of them—a Toronto man—made the statement one day toward the middle of January that he had kept his full staff of men at work, and expected to do so right through the cold season.

"How do you manage it?" he was asked.

"By digging," he declared. "There is business to be secured at all times, but nowadays you have to dig hard for it. Business does not come to you; it's a case of going after it."

He went on to explain that his method of getting business was to follow up "leads," which he had secured during the busy season. If a property owner had been interested in a furnace proposition in the fall, but had not reached any decision at that time, this dealer makes a point of calling on him now to see if the chances of closing the deal have improved. If the house contains an old furnace, the chances greatly favor the dealer, for it is likely that the occupant has discovered by this time that he needs a new one. The motive which impelled him to "pass up" the proposition in the fall, and which he thought then to be economy, has since appeared in its true colors. He realizes on looking over his coal bills that keeping his old furnace is an extravagance that he can hardly afford. Besides it is not keeping the house as warm as it should. The only thing that deters him from going right down and ordering a new one is the disinclination he feels to making a change in mid-winter.

"One of my best arguments," declares the dealer in question, "is that I can instal the furnace without causing the household any inconvenience. In most cases, it is possible to make the installation on the plans of the old one. The work is very much simplified and we rush it through. In cases where stoves only are used, they can be kept going until the furnace is ready for use."

This man is maintaining still a steady average of three or four installations every day; which constitutes the strongest kind of proof that he is able to make good his claims.

Get After Spring Business.

Not every dealer can expect to do as well as this, however. Business in most sections will be found light at this time of year. But it is not too early to begin the spring campaign. A good many new buildings are being planned. Some are already under way. The contractors will have lists of the work to be started as soon as weather conditions permit. There is a splendid opportunity, therefore, for the furnace man to begin his campaign. If he wants to get a big share of the heating contracts, he cannot start too soon now.

Good Advice From Expert.

A furnace expert, who has "made good" in the business, gives the following piece of advice which is well worth following. "Do not try to get contracts by falling in with every suggestion of cheapness that the contractor or owner cares to make," he states. "You may get more jobs that way but you make less money and have infinitely more trouble."

"Ten years ago I made the resolve," he continued, "to refuse all contracts which I was not sure would give perfect satisfaction. That year I had secured a big job for ten medium-sized houses, owned by one man. He was a real estate man who built extensively with the object of selling just as soon as he could get his price. You may be sure he was not anxious to put any more money into the construction than he could help. I fell in with his views and put in furnaces which might heat the houses nicely, but which I did not feel I could guarantee would do so. I would have preferred to put in a size larger. It was a busy season and I soon found that, had I refused the contract, I would have had no difficulty in getting other work to keep my men going.

"Well, those furnaces did not work at all well. The houses were in an exposed position and it kept me tinkering all that winter to silence the complaints of the occupants. Some of the work I was paid for but a great deal had been done gratuitously. By next fall, several of the houses had changed hands and the new owners put in larger furnaces. But none of the contracts came my way. I figured it up that I had lost a pretty substantial sum by putting in those small furnaces. So I turned over a new leaf."

In starting out after the spring business, every furnace man should make the same resolution; to refuse responsibility for installations which might turn out defective. It will save trouble, and money, in the end.

BOUNTIES RENEWED.

Ottawa, Feb. 2.—The government has decided in favor of granting substantial bounties for the encouragement of iron making in Canada. The great smelting industries at Sydney and the Soo were established largely by means of bonus aids. The last of these expired in June. These were the bounties on steel rods. There had previously been bounties on billets and other forms of iron and steel, which had expired and which ex-finance minister Fielding failed to renew.

The government has decided that the state of the industries and the prosperity of the country warrant a restoration of the bounty aid. Therefore, it has been practically decided to give a bounty of a dollar a ton on pig produced from foreign ore, and a dollar and a half a ton on pig produced from domestic ore.

These bounties will likely run until the tariff commission is appointed and has looked into the question of aid for steel works. It is likely that then the bounties will be dropped and the steel industries aided by means of tariff protection for which they have always expressed a preference.

Weekly Market Reports---Stoves

DULL PERIOD REACHED.

The lowest point in the stove industry, in the matter of sales, has been reached. There is little business being done except in the way of booking for spring delivery. This dullness in stoves is counteracted to some extent by exceptional activity in other lines.

MONTREAL.

Montreal, Feb. 8.—Preparations are in the air. Preparations for spring. It has been so for a week or more now, and it will be so from now until spring really comes. Winter business is pretty well over. Only small orders are being received from merchants who need the goods to satisfy an immediate patronage. The large orders, and there are many of them, are coming from hardwaremen who are preparing to get the early trade of March and April.

Price changes there have been none. Tin plates remain at the old price. Copper goods, which it was rumored might be further advanced, are selling at the figures struck a few weeks ago. It does not seem now that there will be any immediate change in the price of these.

The Supply the Thing.

These are busy days for the travelers. They are attempting to cover wide territories before spring comes. The mails show the results they are getting. In fact, as one manager stated, it begins to seem that the problem will be to get the goods. Manufacturers are already able to look about and see a fine stock, but they are not satisfied with this. They are still keeping the plants working to the utmost capacity.

Ranges, Heaters and Furnaces.—For the time being there is little activity in these lines. The spring will see a good demand for ranges, but the majority of dealers have a few on their floors yet, so they do not think it necessary to buy any more at once. Only isolated furnaces are being supplied, and the call for heaters has become indistinct. When spring comes, and people begin to migrate to their summer homes, there will be a certain demand for heaters—for every one knows how chilly a summer place may be without some such comfort during the early days of spring. There will undoubtedly be a good many heaters sold in the next few months, but for the time being few are moving.

Gas Stoves are Now Needed.

Gas Stoves.—New houses are about reaching completion now. All the inside work has been completed during the winter, and to render them ready for occupation it is only necessary to install lighting fixtures and a gas stove. Numbers of these will be sold shortly. Already, indeed orders are being received. The retailers realize that they must have their stock of these early.

Kitchen Ware.—From the West the demand for this class of goods is strong. There dealers seem to prepare earlier than they do in the east. Here there is more waiting for the opening of navigation. City stores seem well supplied with this class of goods. The orders from Montreal dealers, indeed, have not yet grown to great proportions.

Seasonable Goods.—Still there is an active demand for tin plates—those who are making tin pails, etc., being at their work in earnest now. The pails themselves, the spigots and the milk cans are also selling well It will be some little time, of course, before the sap begins to run, or before the cows again get out to pasture and begin to give milk more freely; but many farmers blessed with good maple groves will be laying in their supply of pails shortly. The dealers must be prepared.

Need to Prepare Early.

"I wish," remarked the sales manager for one Montreal house, "that we could get dealers to see that it is to their interest as well as to ours to place their orders early. We notice an improvement in this every year. Yet last season many did not send to us for the goods until people were coming to their stores asking for them. The dealers were greatly put out because we could not supply their wants at once, but it was impossible. I'm afraid there will be a large number who put off their ordering this year."

TORONTO.

Toronto, Feb. 8.—The situation locally shows every evidence of the arrival of the mid-winter dullness. Little business is being done in stoves and heating goods. Booking of course, is proceeding briskly.

What is lacking in the stove trade is made up, however, in the activity which is shown in other lines. Tinning supplies are moving rapidly and gas stoves are now coming to the fore.

The feature of the market, of course, is the demand for dairy trimmings and general tinsmith supplies. Being unable to do much outside work, the tinsmith turns his attention to the making up of stock and there is, in consequence, a heavy demand which will continue right through the cold weather. "We have sold more dairy trimmings since January than during any other two months that I can remember," states one manufacturer.

The same activity is noted in tinplates. There is a heavy call for plates to be used in the making up of pails, milk cans and goods of that description.

Few Stove Sales.

Ranges are selling still but the trade is at its lowest ebb. Some few orders for immediate delivery have been placed but in no case did the number exceed two or three. There is, however, a great amount of booking being done. The travelers report that dealers are placing their orders for spring requirements with every confidence. It is not possible yet to compare the amount of spring booking done with that done in past years, but the manufacturers express themselves as satisfied.

Heaters have not sold to any extent during the past week. It is quite apparent that the dealers have sufficient stock on hand to meet whatever demand there may be. It is equally apparent from reports received that the demand is of a purely incidental nature.

Oil stoves are selling still, however. One dealer placed an order for a dozen this week and others are placing orders which indicate a fairly heavy and consistent demand. Business from this source will continue, of course, as long as the cold weather lasts.

Few Furnaces Sold.

Furnaces.—The lowest point in the furnace industry has been reached. There is only a small demand noted at present time and the spring trade has not started. However, there is always a certain amount of work done and consequently a few orders have been placed during the past week.

Kitchen Utensils.—The large number of special sales of kitchen ware of all descriptions which are held this month have helped to deplete stocks considerably. The result is seen in a very satisfactory demand for these goods.

TINPLATE AMALGAMATION.

Pittsburg, Feb. 8.—Representing a capitalization of $100,000,000, the Independent Tinplates Manufacturers of the United States were granted a charter by Judge Thomas D. Garnahan late to-day under the name of the Association of Sheet & Tinplate Manufacturers.

Weekly Western Market Report

Business Has Shown a Marked Improvement, and the Jobbers Now Speak Optimistically—Will Steel Prices in West Advance?—A Good Demand Noted for Paints and Oils.

Winnipeg, Feb. 8.—With the arrival of milder weather, the optimism of wholesale hardware merchants seems to know no bonds, and as a result a pleasing greeting was extended this morning when they were asked as to their opinion of the trade at the present time. It was the consensus of opinion that business was very satisfactory and moving well. Prospects, they claimed, were bright and one large firm was hopeful enough to say that they thought conditions in the country were not quite as bad as they were predicted to be. Others failed to agree with him on this point, however, and pointed out it was necessary that steps be taken to secure the marketing of grain still in the hands of the farmers if all notes were to be met satisfactorily before next fall.

As regards the prices of the various lines there is no change whatever this week, and the tone of the entire market may be said to be firm. While our prices are holding steady, the American prices seem a little firmer on all steel products. While as yet little movement is reported, it is indicated that mills are holding firm in anticipation of advances, which they expect will take place shortly. Should this prediction be fulfilled, it will, of course, mean higher prices for us in the west, and the situation is, therefore, being watched with interest.

The Annual Bonspiel.

Next week will be heralded with a holding of the annual bonspiel, which always means a busy time for the local wholesale houses. Not only do members of the various firms participate in this event, but country merchants throughout the length and breadth of the west make it a point to visit Winnipeg at this occasion, not only to contest for honors in the art of curling, but also to pay annual visits to their various creditors in the city. As a result, local firms are busy entertaining and discussing general trade conditions with their patrons of the three provinces.

Spring goods are moving freely, and many carloads have already gone west. While the rush is by no means at is height, yet those who wish to secure their stocks early to place on shelves before the spring opens up have asked for immediate shipment, and wholesalers are endeavoring to comply with their requests. The demand so far has been for all kinds of shelf hardware lines, and no special line seems to be in a greater demand than the other this spring. Nails are going out in large quantities, and such lines for early spring work. Barbed wire is, however, still quiet, and will not be moving until May.

Prices remain as follows:—

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in., $5.45 ; 1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8c; pure manila, 10¾c; British manila, 8½c; lath yarn, 8c.

Sheet Zinc—Casks, $8.75; broken lots, $9.25.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½ ; brass, 77½ ; round head, iron, 82½ ; brass, 72½ ; coach, 67½ per cent.

Terne Plate—I.C., $9.75 ; I.X., $11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25 ; ½ box, $5.50; I.X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $13.50 ; ½ box, $8 ; I.X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35.

Methods of Retailing Paints and Varnishes

Make the Paint Department Up to Date

One of the Main Considerations in Improving the sales is to Have the Stock Properly Arranged and Well Looked After—A Neat Paint Department in the Retail Store of Rice Lewis & Son, Toronto.

The winter may not be an active season in the matter of paint sales but the paint department should not be neglected on that account. Business in all lines is bound to be more or less dull during the present month. Why not seize the opportunity to house clean the store?

Start with the paint department. One of the first considerations in building up a large and profitable paint business is the maintenance of an up-to-date store. The largest sellers of paint are the dealers who have set aside a roomy section of the store for the paint stock and who have taken pains to keep that section clean and bright. Paint, if properly handled, helps to sell itself. Crowd the stock on a few dark shelves at the rear and you will sell only when customers call for paint. Place it near the front, and keep it well sorted up and the sales will almost double. That is no mere idle assertion; the statement is based on the experiences of dealers who have changed from a policy of indifference in the matter of paint to one of aggressive endeavor.

In the first place, the interior of the store should be kept painted. The present, being a slack time, could be used for this purpose. Few hardware stores see a fresh coat of paint as often as they might. Have you ever stopped to figure out, Mr. Dealer, what a help it would be if your store reflected the benefits of fresh paint? If the whole establishment radiated that freshness and attractiveness which can be attained only by the use of paint, your arguments would bear double weight. How can a dealer expect his customers to become convinced of the wisdom of using paint when he (the dealer), persistently eschews its use? The writer has known dozens of hardware men who have urged on customers that they should paint their property every year when their own stores has not seen paint for perhaps ten years. They could not hope to succeed very fully in their efforts to sell; and, as far as the writer knows, did not succeed.

Get to Work Now.

It would not cost much to give the store a new coat from top to bottom, inside and out. Every dealer has a certain amount of stock which has been on the shelves long enough to become almost unsalable or a few broken lots which he could use for this purpose.

Get to work now and have the store painted during the dull season. And do not stop there.

Try to arrange your paint department better than it has even been in the past. If it has always been in the far end of the store, rearrange your stock to give it a more prominent place. This can be done without any loss of sales-making efficiency in other lines. Perhaps some of the bulkier articles can be moved to the rear.

Make an effort to fix up the department so that the stock will show to best advantage. If possible place it where the light will fall on the shelves. Keep the rows properly sorted up with the labels turned to the front. Hang a

The Paint Department in the Retail Store of Rice Lewis & Son, Toronto.

few attractive signs and lithographs in convenient places. You will be surprised at the improvement you have effected when you get through.

It is not too early to undertake the reformation of the paint department. Although activity in the demand will not be felt for a couple of months yet, the improvement will be noted by customers. It will serve to keep people reminded during the intervening space. The most important consideration is, however, that there is plenty of time at present to look after a matter of the kind while there will not be later in the season. Postpone it until spring and there is not one chance in ten that the work will ever be done. And there is not more than one chance that the paint sales will show much of an improvement.

A Model Department.

The accompanying illustration shows the paint department in the retail store of Rice Lewis & Son, King street, Toronto. It is in some respects a model one. The stock is centralized in one part of the store. The shelving is in full view and the complete stock can be seen, as a result. A customer can inspect the goods without the usual obstruction of a counter. Paint accessories and supplies are kept in the same section, thus enabling the salesman to suggest such articles when a purchase of paint has been made and vice versa.

The smaller dealer has not the space at his disposal to arrange his paint department in such satisfactory form but it is in his power to work along the same lines. Some of the best paint departments are to be found in the smallest stores. Smallness is no impediment to neatness.

There is probably not one hardwareman in the country who is not really anxious to improve his paint trade. Too many leave it at that, making no effort to effect improvement. Why not change the old order of things this year? why not infuse a little more energy and enthusiasm and a whole lot more initiative into your work?

To such dealers as are really anxious to put things on a better basis, the best advice that could possibly be given is: Get to work now and fix up your paint department on the lines set out above. It will help to sell the goods when the active season opens.

Surprising Winter Demand for Putty

Manufacturers Have Had to Work Double Shifts, and to Increase Their Plants in Order to Secure the Necessary Production—Large Amount of Winter Building Operations the Cause—Indications are That Coming Season Will See an Even Greater Demand.

Montreal, Feb. 8.—One of the surprises of the present winter, as far as the paint business is concerned, is the great demand which there has been for putty. This commodity, usually little wanted during the cold months, has been ordered in large quantities. Reserve stocks have been exhausted, and instead of working their plants short time, makers have been obliged to stretch the working hours. One concern here has felt the necessity of putting a night gang to work. Another has made additions to the plant.

In searching for the cause which makes the putty pulse beat so excitedly at this season, when it is usually faint, manufacturers have come to the conclusion that the changing times are the cause for this changed condition. Things are not to-day what they used to be. The demand for goods is changing, not only in quantity, but also in the time during which it is felt.

Difference in Building.

As snow is to sleighing, so is building to the putty trade. Sleighing would be impossible without snow, so would the putty trade be impossible without building. It is on buildings that putty is necessary, and it is upon buildings that it is being now used. Here is noted the change from former years. There was a time—and not so long ago either—when building work was started and completed between the months of March and November. But of late there has been a change. If a contractor gets the outside walls of a structure up before snow falls, and the roof upon the structure, he is quite satisfied. The rest—the inside finishing—can be done during the long winter months. Indeed, even the outside walls do not now have to be built during the summer and fall. Steam contrivances enable even the foundations to be laid during zero weather. Indeed, building operations go on about the same winter and summer, the only real difference being that it costs so much more to do the work in winter, that only upon structures which must be rushed will contractors make the outlay—only upon structure which stand on so valuable a site that the extra expense of operations is not nearly commensurate with the money being lost through the site standing idle.

A New Winter Demand.

For the past few years this change has been coming about. But only very recently has outside work upon buildings been carried on the winter through; so the demand for putty, which the finishing of these causes, is largely a new demand. For some time it has been the practice to do the inside work upon houses during the winter; but the custom has become more common during the past few years. Now, in the large cities, an effort is made to have houses ready for occupation in September. If that aim cannot be attained, there is no rush. Houses will not be in great demand after September, until May comes around, so if they are completed by February, and ready for inspection then, all will be well.

So the finishings are carried on during the winter. The window panes are put in then. Window sills are packed. It all means the use of large quantities of putty.

More Finishing This Year.

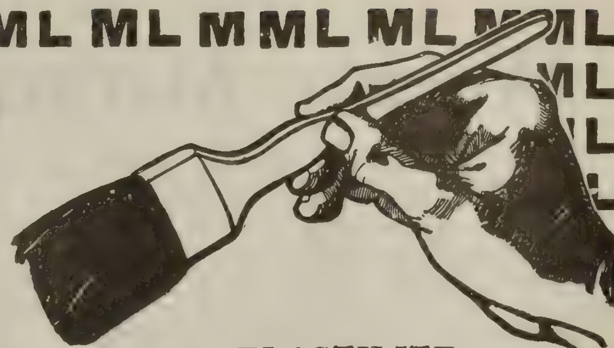
But this inside work was done upon houses last winter, and yet the demand this season is much greater than it was then. Why this is, seems to bring but one answer. There must be more building going on now—more buildings just nearing completion than there were a year ago. Anyway this is the conclusion the manufacturers of putty have reached. They say it must be so—that men this year are buying in much larger quantities than they did last.

And the manufacturers see no reason to believe that there is to be a slackening. Indeed, they expect the activity to become even greater. Buildings are being completed now, but in a few weeks buildings will be started, and the demand for putty necessary for these will be great. Everything seems to point to a greater activity in building, even than there was last year. Reports from east and west alike indicate this. No wonder then the putty manufacturers are taking steps to increase their output. The unusually heavy ordering of the winter has taken nearly all their supply. They will need now to get a stock on hand, which will enable them to fill the heavy spring and summer orders.

JOINS GALT ART METAL CO.

J. A. Gordon, for the past twelve years sales manager of the Metallic Roofing Co., Toronto., has been appointed manager of the Galt Art Metal Co., Galt. He assumed his new duties on the first of the month. Mr. Gordon is well known to the trade through his long association with the metal roofing industry.

There's Money in the ML Line



ML goods are made to build up trade for our dealers and ourselves. They have to be good, and they are good because we've been in business for 20 years—long enough to know that the way to succeed is to give full honest value for every dollar's worth we sell.

M L PAINTS

Under weather tests ML Paints have stood up better than the many "best" paints in the market. You can surely get particular trade with ML Paints.

M L FLOORGLAZE

A quick drying, glossy, wear - resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised.

ELASTILITE VARNISH

A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

DECORATIVE AID DEPARTMENT---A Help for Every Decorator and Dealer Color schemes, and technical information given, by which any dealer may sell exactly the right paints in the right shades to properly decorate any house. Stencil designs, etc., included in information. This plan helps you get more business. Services are free. Write for Decorative Aid Booklet.

Many other good members in the ML Line. Get price list, color cards ana samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto | 108 Princess St., Winnipeg | 365 Water St., Vancouver

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"Creating New Business"

Mellotone

"Soft as the Rainbow Tints"

This modern interior finish opens up a new field of possibilities---a new source of profit for the Hardware Dealer.

"Mellotone" is a flat oil paint for interior use on plastered walls, metal ceilings, woodwork, burlap, etc., imparting on them that subdued artistic appearance so popular right now.

"Mellotone" takes the place of wall paper, kalsomine, water paint and enamel, being more beautiful, more sanitary and more economical. Its soft, velvet effect---its deep rich tone---its easy working qualities win for it a preference over all other interior finishes.

"Mellotone" brushes on smoothly, showing no laps or brush marks, and dries with a surface as hard as granite---a surface that is washable---sanitary.

There is a steady permanent selling power in "Mellotone" satisfaction. Have us show you how it "proves up" to the advertising now being carried on in the interests of the Dealer.

TORONTO
DAYTON
NEW YORK

Lowe Brothers LIMITED

BOSTON
CHICAGO
KANSAS CITY

Weekly Market Report --- Paints

AN INCREASE MADE.

The paint market shows only seasonable activity, at present. Jobbers and manufacturers state, however, that trade during January was larger than during January, 1911, which can be accepted as an augury of a bigger year.

No price changes are noted.

MONTREAL.

Montreal, Feb. 9.—Slack days for the shipping departments of the various paint houses are about over. All winter long the manufacture of the various colors has been going on. Some shipping has been done. Some big orders, indeed, have been sent out; but now the supplies on hand are large enough to give the makers confidence. The orders which are coming show that the demand this year is to be heavy, but by keeping at work it will be possible to meet this.

Orders now being received call in many cases for immediate shipment. From the Maritime Provinces especially is prompt delivery asked. The dealers there are expecting an early spring, and are preparing to catch the early trade which will naturally result.

Prices have remained comparatively steady. Linseed oil, of course, has been jumping up and down in amazing style. But none of the movements have been serious, and the handlers have not thought it necessary to shift their prices either up or down.

No Money in Oil.

Linseed Oil.—There is little buying or selling of this. Indeed, the manufacturers make so little out of handling this commodity that they are not particularly eager to ship it out, except with orders for other goods. They are willing to accommodate their customers, of course, but they do not regard the oil business as exceedingly profitable.

Rumors of the Plata crop, of the India crop and of the Russian crop have kept the market swinging in one directioin and the other. The changes have been swift in England, but they have not been regarded with a great deal of interest by handlers here. All these have fairly good stocks on hand—stocks which will enable them to continue the manufacture of paint for some time, even if they buy no more. They cannot see that the changes on the primary market would justify them in changing the Canadian price either upwards or downwards. That a change in price is coming is far from certain. While the rumors that the Plata crop has been a failure do not seem correct, it is yet true that the flax seed to be secured from that source is not as great as was hoped. A lower level, therefore, does not seem to be exceedingly likely—not for the time being at least.

Oil is now being quoted at 95 for raw and 98 for boiled.

Turpentine.—Stocks at Savannah continue large, and no great jumps in price have been effected. It would seem that the handlers there are attempting to control the output, but they are not having great success in this effort. Generally turpentine is quoted as for some weeks past, at 70 cents.

Maritime Provinces Ordering.

White Lead.—Prices remain at the figures which have stood for some little time—prices which are tabulated in the current market quotations. The output is large. Especially from the Maritime Provinces do the manufacturers report the receipt of orders. That part of the Dominion appears wide awake to spring business already.

Mixed Paints.—This line has been rather quiet for a month or so. Retailers could not sell largely, but now they are beginning to feel the necessity of stocking for spring. Large orders are being received. Carload lots are quite common. It is surprising how many concerns have sent in these large orders.

Big Sales of Putty.

Glass.—Here good activity is shown. Many dealers are replenishing their supplies which have dwindled down during the winter. They will need to place larger orders later, but for the time being to get some sizes of which their stock has run low is sufficient.

Putty.—The sale of this during the winter has been remarkably heavy. Now the manufacturers are hard at it getting a supply which they think will enable them to meet the spring and summer calls. The promise of heavy building operations indicate that the demand for putty will be exceedingly large.

TORONTO.

Toronto, Feb. 9.—The cold weather has had some effect on business and orders generally have fallen off during the past week. The jobbers and manufacturers state, however, that business during January showed a neat increase over the same month last year. This statement applies only to actual sales. It is impossible as yet to estimate how the booking for spring delivery has compared with last year. Estimates place it in advance, however.

Taking it all around the situation is quite satisfactory and there is every evidence of a brisk spring demand.

A Stronger Tone.

Although no change has been made in the price of turpentine, which remains at 68 cents, there was some suggestion of an advance owing to the fact that a steady upward movement has been noted at Savannah. In a few days the price on the primary market rose 1¾ cents and fairly large sales were reported. This advance would ordinarily have resulted in a corresponding increase here but, owing to the fact that there has been very little demand locally, the jobbers did not make any alteration in their figures.

The turpentine situation is hard to size up at the present moment. Supplies at the primary points are reported lighter and the demand has undoubtedly shown a firm tone but the market price remains very low for this time of year. This may be due to the fact that the interests generally credited with bull tendencies are this year working to keep the market down.

Linseed Oil Firm.

No change has been made in the price of linseed oil. The jobbers report that sales have been small, despite the cut in price put into effect last week. It is not an easy matter to predict which way the market will go but the price at present writing seems to be firm.

White Lead Situation.

Dealers who have been holding off from ordering white lead in the hope of a reduction are "hugging a delusion." Pig lead has firmed up again and in any case the grinders are carrying stocks which they purchased at the highest level and, as this stock is entering into the manufacture of white lead, the price on that commodity must necessarily remain up. The jobbers report that there has been a fairly active tone to business.

Glass.—The volume of business is not heavy by any means. The travelers are booking orders for the spring trade and a few shipments have been made for immediate use.

Putty.—A little business is being done but it has almost reached the nominal point. Standard putty is quoted as follows :—Bulk, in casks, $2.20 ; in 100-lb. drums, $2.25 ; in 25-lb. drums $2.65 ; bladder, in barrels, $2.75. Pure putty prices remain the same :—Bulk, in casks, $2.50 ; in 100-lb. drums, $2.80 ; in 25-lb. drums, $2.90 ; bladder in barrels, $3.

B-H Paint Calendar, size 11½ in. by 8 in., printed in four colors

Mr. T. M. Nash, agent for B-H "ENGLISH" PAINT at Wellington, Ont., writes under date of January 19th, 1912, as follows:

"Am very much pleased with B-H Paint Calendar for 1912, and am sure it will be a big sales help to all B-H Paint Agents.

"I may say that I have been called on by a good many other paint firms trying to get me to take up their agencies, but I would not think of it, for I know that B-H 'ENGLISH' PAINT is the very best made. I can always bank on my customer's paint trade after he buys his first can of B-H 'ENGLISH' PAINT."

This attractive calendar is mailed to all property owners whose names are given us by B-H "ENGLISH" PAINT Agents. This calendar is part of a mail advertising campaign that we will conduct in your territory that will bring paint buyers to your store, and as Mr. Nash states in his letter printed above, "you can bank on your customer's paint trade after he buys his first can of B-H "ENGLISH" PAINT.

B-H "ENGLISH" PAINT is 70% Pure White Lead—30% Pure White Zinc---mixed ready for use with Pure Linseed Oil, Pure Turpentine and dryer and nothing else.

Write our nearest office for complete agency proposition

BRANDRAM - HENDERSON LIMITED

MONTREAL HALIFAX TORONTO ST. JOHN WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c; White Brass, 48c; Metallic, 45c; Special, 33c; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 [illegible]	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 21
Rods, base ⅛ to 1 inch, round..	0 16	0 18
Tubing, seamless base, per lb......		0 21
Tubing, iron pipe size, 1 inch base..		0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot..........................	15 00
Cut lengths, round bars, ½ to 2 in. .	22 00
Plain sheets, 14 oz., 14x48", 14x60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	[illegible]	19 50
" " No. 2....	....	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special......	20 00	....
Carron, soft..................	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow......................	17 75	20 50
Glengarnock..................	....	22 50
Radnor, charcoal iron.........	32 00	32 50
Ayresome, No. 3..............	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles.......... ......base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel............	1 95	2 15
Sleigh shoe steel.............	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel..............	0 15	0 15
Toe calk steel................	2 85	2 90
Mining cast steel...........	0 07½	0 08
High speed..................	0 65	0 65
Capital tool steel............	0 50	....
Cammell Laird..................		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	....
Silver tool steel.............	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch..............	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	[illegible]	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets...........	2 90	2 90	
All bright, 52 sheets..........	3 70	4 00	
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52......	4 45	4 45	4 35
60......	4 70	4 70	4 60
20x28x80......	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.......	4 05	3 80	4 05	4 05
28.......	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per bd. extra.
"Comet" sheets—

22..................................	3 65
24..................................	3 70
26..................................	3 75
28..................................	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch ..	$ 5 50	68 p.c.	51 p.c.
½-inch..............	8 50	71 p.c.	61 p.c
¾-inch..............	11 50	75 p.c.	65 p.c.
1-inch..............	16 50	75 p.c.	65 p.c.
1¼-inch..............	22 50	75 p.c.	65 p.c
1½-inch..............	27 00	75 p.c.	65 p.c.
2 -inch..............	36 00	76½p.c.	66½p.c.
2½-inch..............	57 50	76½p.c.	66½p.c.
3 -inch..............	75 50	76½p.c.	66½p.c.
3½-inch..............	95 00	75 p.c.	65 p.c.
4 -inch..............	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass................	0 06	0 06½
Tea lead..................	0 02½	0 02½
Heavy lead................	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No.1	16 00	14 50
Stove plate...............	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 50	4 50
Imported pig, per 100 lb......	4 60	4 60
Bar pig, per 100 lb.....	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft............	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, 1c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping......................	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks....................	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base............	....	$7 00
I X, 14x20 base............	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—		
I C, 14x20 base............	....	5 00
I X, 14x20 base............	....	6 00
I X X, 14x20 base............	....	7 00
I X X X, 14x20 base............	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base............	7 00	7 00
I X, 14x20 base............	8 25	8 25
I X X, 14x20 base............	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base............	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base............	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base............	....	4 25
20x28, double box............	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin............	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, " } 7 00

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED OUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½. $4.10; No. 14 $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17. $4 45; No 18, $? 10; No 19, $2 80 Al. prices per 1000 ft measure; 6 strand. No. 18, $2.60; No. 19, $2.90 -F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2 00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6 65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2 80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 garge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..............	....	2 45
Galvanized, plain twist.......	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized........................	2 85
Plain.............................	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins........	0 80	0 85
In barrels, 5-gal. tins......	0 80	0 85

BEESWAX

Per lb........... .... 0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground.............	0 05
" flaked............	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead....	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure...........	0 18
Golden ochre, pure	0 11
French ochre, pure............	0 09
Chrome green, pure	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons........	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co..........	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

GLUE

		Per lb.
French medal...............		0 10
German common sheet.........		0 10
German prima.............		0 15
White pigsfoot................	0 15	0 20
Brantford medal.............		0 10
" golden medal......		0 11
" brown sheet.........		0 10
" golden sheet.........		0 13
" gelatine............		0 22
" white gelatine......		0 20
" white glue.........		0 12
" 100 flake........	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb packages, 10c. ¾-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL......	0 11½
CL............................	0 12
C..............................	0 11½

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 18½	0 18½
Packets, 1-lb., 100 in case	0 20½	0 20½
" ½-lb., "	0 22½	0 22½
Tins, 1-lb., 100 in case.........	0 21½	0 21½

PARIS WHITE.

In bbls 0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor) .		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H C......		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand.........	1 60	

The Time—The Place—The Opportunity

The Time: On February 19-23, all roads for Canadian Hardwaremen will be leading Guelph-wards.

The Place: A splendid Hall, suited in every respect to the housing of a large Convention - the Armories at Guelph.

The Opportunity: To get fully acquainted with the splendid Minerva Paint Proposition--the line that aggresive dealers throughout the Dominion have proven the best in profit and satisfaction.

Don't fail to call at our booth and hear the good news our salesmen have for you.

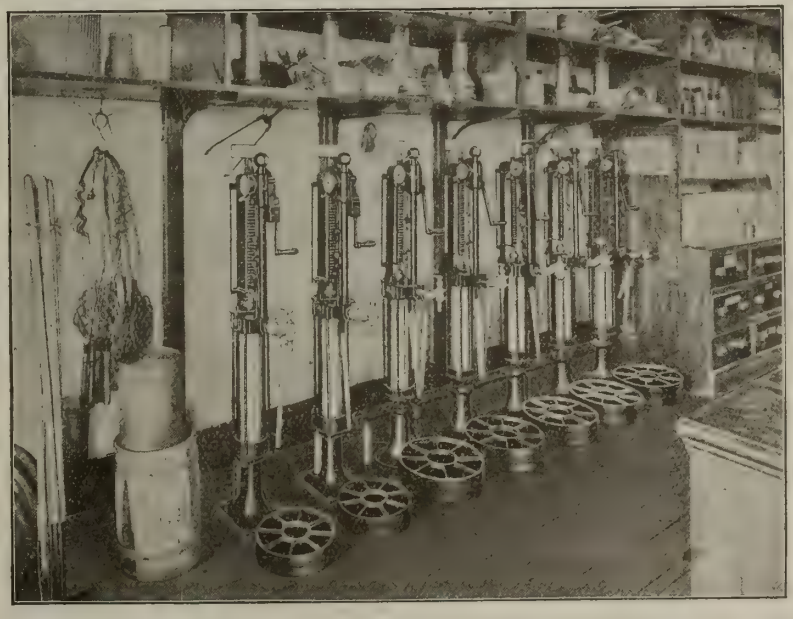
PINCHIN JOHNSON & COMPANY
(Canada) Limited

377-387 CARLAW AVENUE, - - - TORONTO

ESTABLISHED IN ENGLAND IN 1834.

I 97

This Illustration was made from a photograph of a Bowser installation for Mr. Samuel Hobbs, 1434 Queen St. W., Toronto, Ont.



This system handles
Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO
66-68 Fraser Avenue

PLASTER OF PARIS

Per barrel ....

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs.	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine single barrels	0 70	0 73
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil, " raw	0 95	0 96
" " boiled	0 98	0 99
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
[illegible]	2 2[illegible]
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal" in cases	2 25
Dependon Lt. H. Oil Finish	8 75
Everlastic Floor	14 25
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40	2 85
41 to 50	3 25
51 to 60	3 56
61 to 70	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
"Anchor," pure	6 75	6 90
Brandram's B.B. Genuine	7 75	7 30
C.P.C. decorators pure	6 75	6 90
Crown and Anchor, pure	6 75	6 90
Elephant Genuine	7 00	7 15
Essex Genuine (Windsor)		6 90
Island City Decorators' Pure.	6 75	6 90
Lily Pure	6 75	6 90
Moore's Pure White Lead		6 90
Monarch (Windsor)		6 50
Munro's Select Flake White.	7 00	7 15
Purity, C. O. Co.'s Ltd	....	6 40
Ramsay's Pure Lead	6 75	6 90
Ramsay's Exterior	6 50	6 65
Sterling Pure	....	6 90
Tiger Pure	6 75	6 90

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 15 and 10 p.c.; Primers, 10, and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.; bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts, 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs.	0 65
Heavy Fibre 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" " tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb.	0 15

BUTTS

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in., doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 3-32 in., doz ....

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch, in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES

Blacksmiths portable, 135 lbs. 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz., doz.	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz.	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs.	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch .... per gross	8 00
" " ½ " .... "	10 50
" " ⅝ " .... "	13 50
Leather, 1-inch .... per doz.	4 00
Leather, 1¼ " .... "	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16 in. $10.20; ½-in. $11.40 9-16-in. $13 20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net.	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in. .... per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 .... per gross	2 25
5-16 x 5 .... "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb

CONGO NEVER LEAK ROOFING

How Long Will It Last?

Every buyer of roofing asks that question---"How long will it last?"

That question is important.

We know positively how long Congo will last and are prepared to give every buyer a *real* Surety Bond with every roll of Congo Roofing.

The bond guarantees that Congo, 2-ply or 3 ply, *will last at least ten years*, and the buyer has *absolute certainty* on that point.

This guarantee is issued by the National Surety Company of New York and is enforcible without resort to law and without delay should Congo fail to last the ten years.

The fact that no other roofing manufacturer *can* give a Guarantee Bond like this ought to convince any reasonable buyer that Congo really is the *best* ready roofing made.

We will be glad to send you without obligation on your part a copy of the guarantee and further information.

CONGOLEUM FOR FLOORING AND WAINSCOTING

We should like to send every reader of this Paper a sample of Congoleum. It is fitted for use as a border around rugs, as wainscoting and as flooring. It is a perfect imitation of light and golden oak. Its surface has a high polish. It is unusually durable. The price is very low. Write for samples and further details

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

"Safelock" Stays *cannot* Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The "Safelock" is absolutely the strongest wire fence made---you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off---Write to-day.

The Owen Sound Wire Fence Company, Ltd., Owen Sound, Ont.

Western Agents: THE BRANDON SAFELOCK FENCE CO., Brandon, Man.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

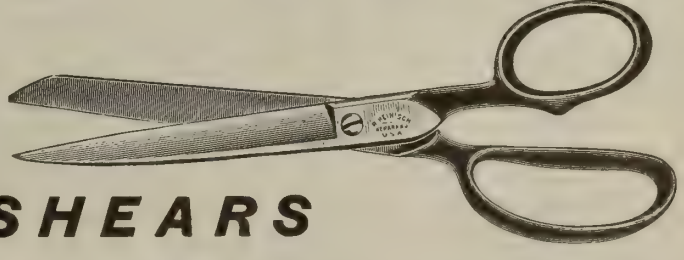
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

Increase Your Sales

by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 88
Vegetable slicers, per doz	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 108	1 35	3 00
Kitchen hooks, bright	...	0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1¼ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb....... .... 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets. 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine. 37½ to 40 per cent.

PLOUGH LINES.

Russian snap .... per gross	30 00
Indian snap .... "	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

		per doz.
Boker's	7 50	11 00
" King Cutter	....	15 00
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	18 00
Gillette Safety, each	....	3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety	....	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08¾
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 8½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each. per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz		$5 00
" iron, per doz		4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 60; tailors, 40; pruning, 70
Seymours, 50 and 10 per cent.
Acme Shear Co, nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards: spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35, hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

Paint Sales

A strong and active paint sales campaign is the result of years of the best directed efforts. Everybody knows that the biggest success lies with the Ramsay line of paints. We mean the Mixed paints, the Enamels, the Carriage paints, the Waggon paints, the Varnish Stain, and all those numerous lines that make for successful paint sales. The Ramsay line is so long and favorably known, the quality is so absolutely good and guaranteed that the name draws customers. With a reputation of seventy years, people know very well that Ramsay's Paints stand for the very best, and they know that the price is right. Ramsay's Agents are satisfied pushers. They have confidence in what they handle.

A. RAMSAY & SON CO.

MONTREAL

Paint Makers since 1842

WESTERN DISTRIBUTORS

A. McBride & Co., Ltd., - Calgary
Revillon Bros., Ltd., - Edmonton
Bogardus-Wickens-Begg, Ltd., Vancouver

T - 45

An All-round Interior Varnish

THAT BRINGS EXCELLENT RESULTS

The durability of this compound in combination with its elasticity makes it especially useful for floors, linoleum, grained work and furniture.

It works with remarkable freedom, is impervious to water and will not scratch white. It may be rubbed and polished when thoroughly hard.

Our price and proposition are right—it will pay you to communicate with us at once.

Benjamin Moore & Co., Limited

WEST TORONTO

NEW YORK CHICAGO CLEVELAND

Paints of Quality Sell Best

Stephens

BARN, ROOF AND ELEVATOR PAINTS

"ADD CHARM TO THE FARM"

Are perfect protection against the weather for all exposed surfaces, whether of wood or metal.

Used by all Railroads for Freight Cars and by all leading Elevator Companies throughout the West for their buildings.

These paints are the assurance of high quality and are absolutely guaranteed. You cannot afford to miss the excellent profits that are incurred through their sales.

WRITE US AT ONCE FOR COLOR CARDS AND PRICES.

G. F. STEPHENS & CO.

LIMITED

WINNIPEG - - - - - CANADA

Branch at Calgary, Alta.

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London Emery Works, London, Eng.

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Griswold Mfg. Co., Erie Pa.
Hero Mfg. Co., Philadelphia
Northern Aluminum Co., Toronto

Ammunition
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Remington Arms Union Metallic Cartridge Co, New York

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Henderson & Richardson, Montreal
Star Expansion Bolt Co., New York

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

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Ford Auger Bit Co, Holyoke, Mass.
Spear & Jackson, Sheffield, Eng.

Babbitt Metal
Canada Metal Co., Toronto
Magnolia Metal Co. Montreal.
Tallman Brass & Metal Co, Hamilton

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Laidlaw Bale Tie Co., Hamilton, Ont.

Bar Iron
Henderson & Richardson, Montreal
Henry Rogers, Sons & Co., Montreal

Bar Urns
Buffalo Mfg. Co., Buffalo, N.Y.

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N.Y.

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Dominion Belting Co., Ltd., Hamilton
Sadler & Haworth, Montreal

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Gutta Percha and Rubber Mfg. Co., Toronto

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Plymouth Cordage Co., N. Plymouth, Mass.

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Tallman Brass & Metal Co., Hamilton

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Cummer-Dowswell Ltd Hamilton, Ont.
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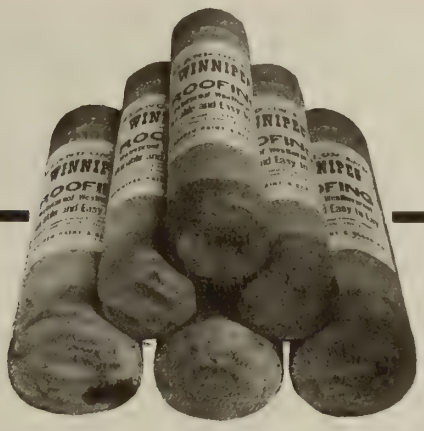

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Screws, Wood
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B. Greening Wire Co., Ltd., Hamilton

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Steel—Cold Rolled Strip
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Tapes
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The Chapin Stevens Co., Pine Meadow, Conn.
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Luther Grinder Mfg. Co., Milwaukee, Wis

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Berry Bros., Limited, Walkerville, On
Dougall Varnish Co., Montreal
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Griswold Mfg. Co., Erie, Pa

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Canada Wire & Iron Goods Mfg. Co. Hamilton
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Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

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Andrews Wire Works of Canada, Ltd. Watford, Ont.
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B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton

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Ed. Brand, 472 Moss Lane E., Manchester, Eng.

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B. Greening Wire Co., Hamilton
Henderson & Richardson, Montreal
Jas. Steele Limited, Guelph, Ont

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MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS — ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

725,000 LIVE MERCHANTS USE NATIONAL cash registers. We couldn't sell them unless they saved people money. The National will guard your money, too. Write us for proof. National Cash Register Co., 285 Yonge St., Toronto.

STORAGE

STORAGE, VANCOUVER, B. C.—STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 320 Railway Street, Vancouver. (14)

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

FROM NOW TILL THE END OF THIS year, we offer unusually good bargains in second-hand typewriters. They are carefully rebuilt, work and look like new, but the price is a mere fraction of the original cost. Write for catalogue. The Monarch Typewriter Co., Limited, 46 Adelaide Street West, Toronto, Ont.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost. "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

They Hit You Right Between the Eyes

You've got to notice those well-painted houses every time.

That's the way they strike the other fellow, too, and if he passes that way very often he's going to get curious enough to ask what kind of paint keeps them in such good condition.

Our dealers tell us they make many sales through the recommendations of their old customers.

MONARCH PAINT
100% PURE

advertises itself wherever it is used, and sets the painter and property owner talking about its durability.

This fact hits you right between the eyes, too; you can't get around it, for it's as true as the world is round. Monarch quality is a splendid asset to any paint business. Why don't you write us for the agency?

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL **CHICAGO** **WINNIPEG**

HE WHO HESITATES IS LOST

The time is approaching when your customers will be demanding **Dougall Varnish.** How will you meet the demand?

Will you offer them a substitute that is liable to cause trouble from the moment the can is opened?

Or will you give them Dougall's and satisfaction?

Now is the time, Mr. Dealer; see that your stock is complete. We make a varnish for every purpose, each one is the best quality and each one is

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. **J. S. N. DOUGALL, President**

MONTREAL **CANADA**

Associated with Murphy Varnish Co., U.S.A.

Glidden

Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

Why should you deal with Glidden?

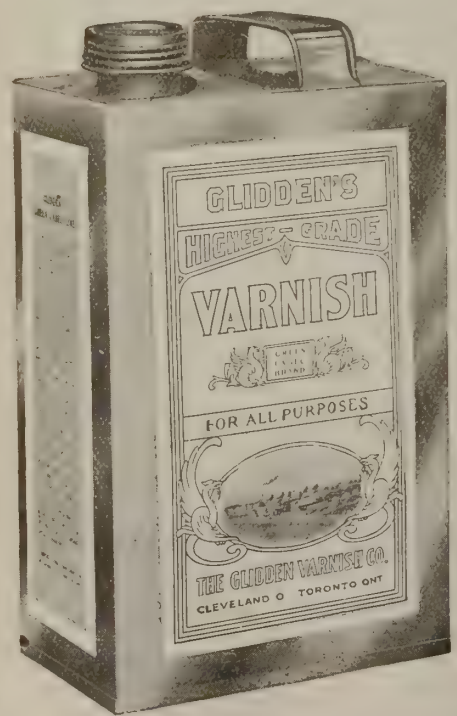
There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months'—five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?

We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.



We are giving this challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohio TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

THE GLIDDEN VARNISH COMPANY, Toronto, Ont.

Gentlemen:

Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....

PUT UP IN

- HALF-GALLON CANS
- GALLON CANS
- FIVE-GALLON CANS
- HALF-BARRELS
- BARRELS

MADE IN EIGHT COLORS

Write us for Color Card and particulars regarding our special arrangement whereby dealers can make large sales and large profits and carry only a small stock.

Canadian Oil Companies, Ltd.

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC
WINNIPEG CALGARY
EDMONTON HAMILTON LONDON OTTAWA

For Your Profit's Sake

you will be wise to visit our booth at the Hardware Convention.

Dealers throughout the Country bear witness to the intrinsic merit of

INTERNATIONAL VARNISH PRODUCTS

Ask our salesmen for proof positive of how the "International" Line can add to your reputation and profit.

Here are a few leaders selected from our wide range of products—each the best that money and brains can make.

ELASTICA — Floor Finishes

FLATTINE — Finishes

LACQUERET — Household Lacquer

KLEARTONE — Acid and Oil Stains

Satinette

Every International Can contains full Imperial measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO - - WINNIPEG

Largest in the world and first to establish definite standards of quality

New York
Chicago
London

Berlin
Brussels
Melbourne

I-99

Do More and Better Business

SELL

ALABASTINE

If you sell kalsomine (no matter under what name) you are familiar with complaints that it is difficult to put on, that it rubs and scales off, that it is "mussy" to remove when a fresh coat is needed. There is only one wall-covering without these defects and which is at the same time pure and sanitary—and that is **ALABASTINE.**

ALABASTINE is made from alabaster rock and is a cement which hardens into the wall, becoming part of it and never decaying or rubbing off. It is easily put on—only needing to be mixed with cold water—and a fresh coat can be put on top of the old one. No scraping or bother of any kind. Be ready for the Spring rush. Order NOW, direct or through your nearest jobber.

There's money for you in pushing Alabastine to your trade.

The Alabastine Co., Limited, - Paris, Ontario

TO CANADIAN BUYERS:

McKechnie Brothers

are prepared to quote attractive prices for the shipment of the undermentioned lines in lots or made up into suitable parcels to the order of commission houses or against approved drafts.

PROMPT SHIPMENTS

Accuracy of Section and Quality Guaranteed

MANUFACTURERS OF

EXTRUDED BRASS RODS and SECTIONS, any shape or design—Round, Hexagonal, Square, Flat, Channel, Casement, Hinge, Etc. GUN-METAL, BRONZE and BRASS INGOTS, to any specification. TINMEN'S, PLUMBERS' and WIRE SOLDERS' ANTI-FRICTION METALS.

Metal Works: Rotton Park Street, BIRMINGHAM

LONDON: EMERSON STREET, SOUTHWARK

NEWCASTLE: 90 PILGRIM ST. MANCHESTER: TRAFFORD PK.

SMELTING WORKS—WIDNES, LANCASHIRE

Steel Rules, Gauges, Etc.

CHESTERMAN'S

MEASURING TAPES Linen and Steel

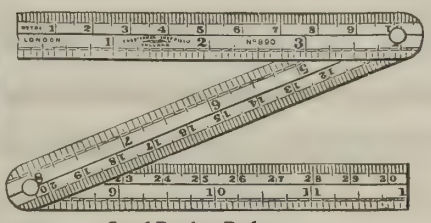
TRADE J C MARKS

CONSTANTIA J C

TRE BLE

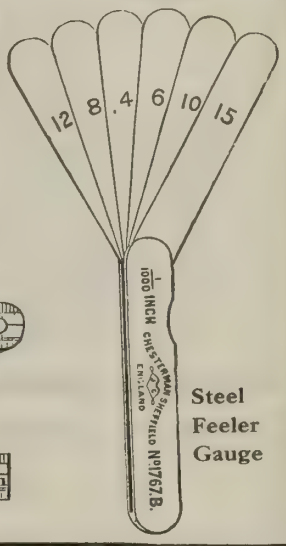
For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal



Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

Mention this paper when writing Advertisers.

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

LONDON BAR IRON

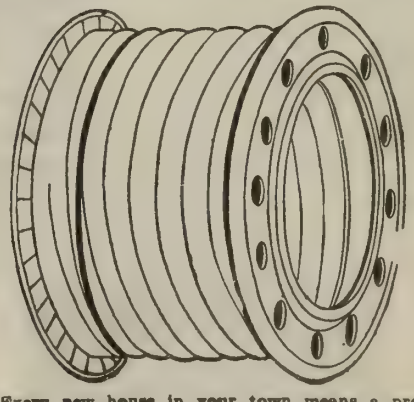
is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.

LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING CO. LTD.
PRESTON & MONTREAL

For sale by Jobbers or by the Manufacturers.

One Of Our Reed Designs

Upholstered, elastic springs, continuous steel tube pushers, finest selected German Reeds, heavy wheels, and new parasol holder.

Write for Catalog.

GODERICH WHEEL RIGS, LIMITED, GODERICH, ONT.

Sell Our Reliable KITCHENWARE And Secure PERMANENT CUSTOMERS.

Mr. Dealer, we started business with ONE satisfied customer---now we have THOUSANDS.

Our great success has been due to the manufacture of quality goods---goods that are neatly designed and constructed for durability and convenience.

YOUR business will also increase if you give our line a boost in your vicinity.

Write for catalogue on kitchenware and other household necessities.

Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.

D. PERES'

Barrel Brand CUTLERY

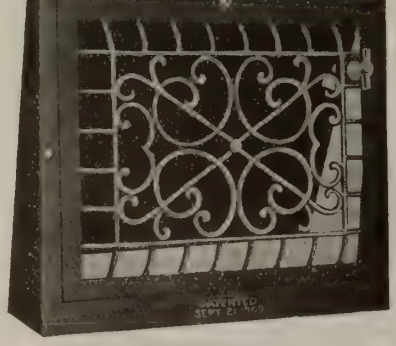
(Razors, Scissors and Pocket-Knives)

GIVES **SATISFACTION** TO THE **PUBLIC** AND **BIG PROFIT** TO THE **DEALER**

ASK OUR TRAVELLER TO CALL WITH A FULL LINE.

Canadian Agents: GREEFF-BREDT CO., - TORONTO

SHOWROOMS: TORONTO: 60-62 Front St. W. MONTREAL: H. J. Stafford, 134 Bleury St. WINNIPEG: F. O. Feilman & Co., 7 Syndicate Block, Portage Ave.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

The World's largest manufacturers of Pure Lamp Blacks stand behind every pound of lamp black sold under the Bear Trade-mark shown on the accompanying illustration of label.

Less than nine years ago, this firm, *as a firm*, did not exist, although the men composing it have been many years in the lamp black trade.

Since that time we have been able to secure two-thirds of the entire lamp black business of North America.

Consistent good quality did it!

A recent addition to our plant, made necessary by the increasing confidence of the trade, makes our factory the largest of its kind in the world.

We manufacture all the Standard Grades of pure Lamp Black. Our product is sold by all reliable wholesale houses.

Wilkes Martin Wilkes Company

NEW YORK, N.Y. - U. S. A.

GLASS

of Every Description for Buildings

Have you placed your Import Order for GLASS?

Obtain our Prices.

Quality and Delivery GUARANTEED.

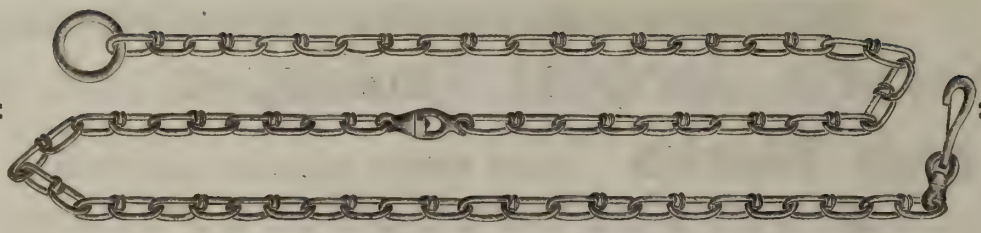
Prompt Shipment.

Stock Orders Write Us.

HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

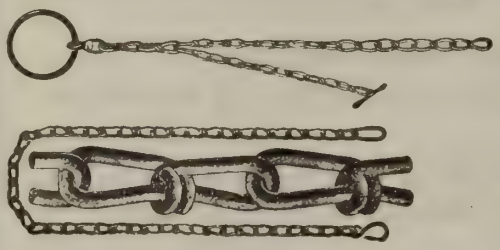
London Toronto Winnipeg Montreal



TIE-OUT OR TETHERING CHAINS

LIGHTEST, STRONGEST AND BEST CHAINS ON THE MARKET.

Halter, Dog, Cattle and Trace Chains

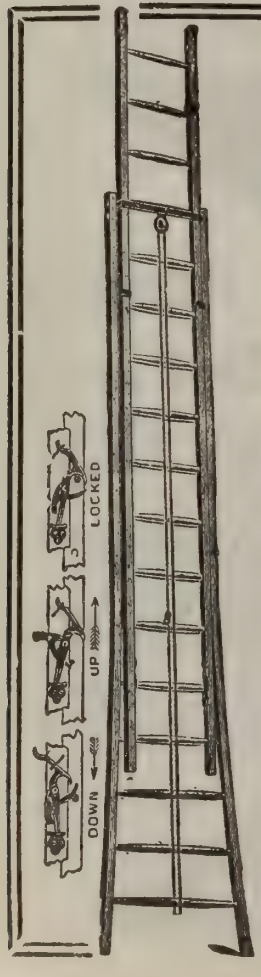


Manufactured by

The B. Greening Wire Company, Limited

HAMILTON, ONTARIO

MONTREAL, QUEBEC



An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The Stratford Mfg. Co. Limited

Stratford - - Ontario

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION

5753 IRON

3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS

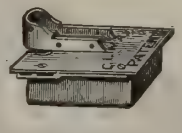
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

5355 IRON

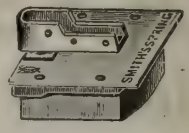
4 in 23/6
5 " 32/-
6 " 40/-

5356 BRASS

4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe.
18/- each.



2560
With 2 in. Shoe.
26/- each

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

NOTICE THE TEETH

OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.

These are the favorite Nicholson-Made lines in Canada

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
"Kearney & Foot"
"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.

(DOMINION WORKS)

Port Hope, Ontario

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN

LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the

Highest Standard Lampblacks

for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

ORDER NOW

This is the time to place your orders for;—

"ATLAS" Flint Paper

"ATLAS" Garnet Paper

"ATLAS" Emery Cloth in Rolls

FOR FACTORY AND MILL USE

ALSO

"ATLAS" Emery

All guaranteed for Strength, Durability and Flexibility

THE LONDON EMERY WORKS CO.

LONDON, ENG.

CANADIAN REPRESENTATIVE:

W. FRANK MURPHY

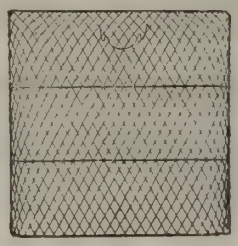
St. Francois Xavier St., - - MONTREAL, QUE.

We are Headquarters for

SPARK PROOF FIRE GUARDS.

You will make no mistake in carrying a stock of our standard sizes of **Spark Proof Fire Guards.**

Our line is complete and of the Highest Quality and Strictly Up-to-date. Do not fail to get our prices before ordering



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CANADA WIRE and IRON GOODS CO., Hamilton, Ont.

We manufacture all grades of Wire Cloth and General Wire Work.

We Solicit Your Inquiries.

STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

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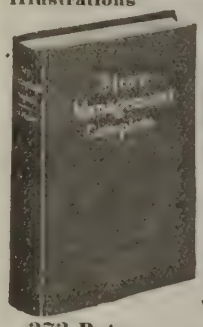
OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1 00. Keep the book ten days and if it isn't worth the price return it and get your money back.

TECHNICAL BOOK DEPARTMENT
143-149 University Ave., - Toronto, Canada.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

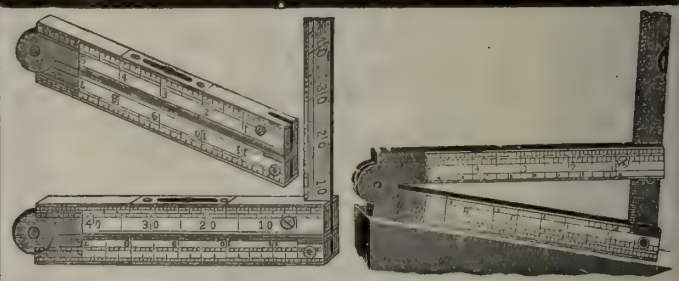
MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

METALS

Prompt delivery from stock

Tallman Brass & Metal Co.

HAMILTON, ONT.



STEPHENS' PAT. COMBINATION RULE

Level, Square and Slope Level, etc., etc.

A Fine Tool.

THE CHAPIN-STEPHENS CO., UNION FACTORY

PINE MEADOW, CONN., U.S.A.

Turpentine Producers' Agency

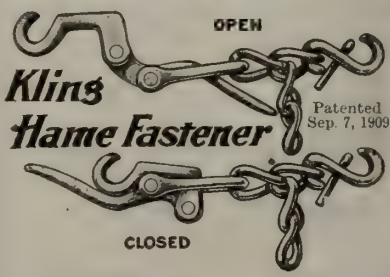
TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.
Warehouse: MacDonnell Ave.
C.P.R. and G.T.R. Sidings

Phones:
Office: Main 4391
Warehouse: Park 2781

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. $2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 172 King St., West, Toronto, Ont.
Canadian Distributing Agents

Mr. Dealer:

Did you ever look over the stock of a successful business man? If you did, you must have seen **UTICA PLIERS.**

Why? Because **UTICA PLIERS** mean no replacing, no trouble, no worry, just a good profitable business.

Our guarantee behind each tool.

"Money back if not satisfactory."

UTICA DROP FORGE & TOOL CO.

UTICA, N Y.

SOLE CANADIAN AGENTS

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

OUR No. 33 GOLDEN DESPATCH RAZOR is the highest grade razor on the market.

EXTRA full hollow ground.

"EVERY USER A FRIEND."

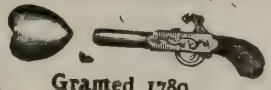
We handle a complete line of Cutlery, and will be glad to quote prices on application.

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL

Jonathan Crookes & Son

Sheffield, England

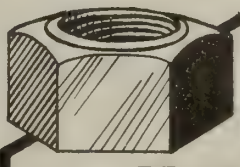
Corporate Mark



Granted 1780

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES



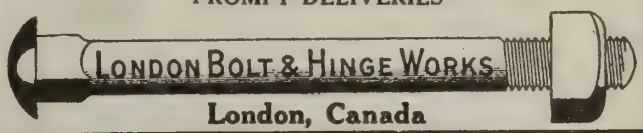
HOT PRESSED

NUTS OF QUALITY

SQUARE AND HEXAGON

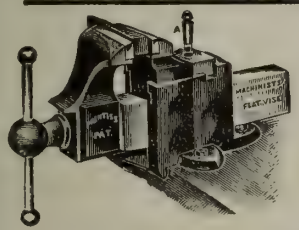
We make a specialty of sizes for $\frac{3}{4}$ in. to $1\frac{1}{2}$ in. bolts

PROMPT DELIVERIES



London, Canada

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Corlstine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited

WINNIPEG, MANITOBA

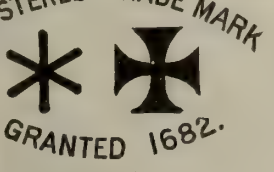
JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for QUALITY and VALUE cannot be excelled.

Supplied through Merchants, Jobbers, etc., only

The GROVE CHEMICAL CO., LTD.

Established 1856 Appley Bridge, Wigan, Lancs, England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties,
Board of Trade Building
39 St. Paul St., - QUEBEC

CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAL BAGS.

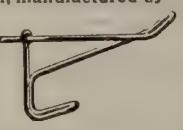
Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

COAT HOOKS.

Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID
Perth, Ont.
Ask Your Jobber



EMERY WHEELS.

Canadian Hart Wheels

443 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

SPRAYERS.

COLLINS SPRAYERS—SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS

Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

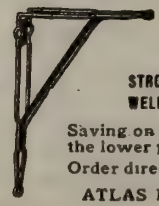
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates

SHELF BRACKETS.



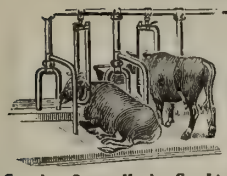
BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

STANCHIONS



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superi r in strength on account of eing ma e of high carbon U Bar steel a d no oints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS

ARMSTRONG PLANER TOOLS Are ALWAYS Ready for use.

7 Sizes. Write for Catalog.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave. Chicago, U.S.A.

ONE

with an assortment of Cutters

EQUAL A DOZEN FORGED TOOLS.

Watson's Trucks

Every Factory, Mill, Wholesale or Retail Store and Warehouse in your locality requires Trucks.

We make Trucks for every purpose. Catalogue and Prices for the asking.

John Watson Mfg. Co., Limited

Ayr, Ont. Winnipeg, Man.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

METAL POLISH

DIAMOND CLEANSER

MAKES EVERYTHING GLITTER

Discount to j bb rs. ½ and 1 pint sizes.
Requires no shaking. Will not discolor.

JOHN C. WILSON COMPANY

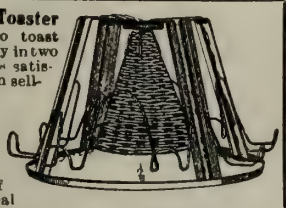
354 Wellington St., OTTAWA

TOASTERS.

Jim's Wire one Toaster enables the user to toast five s ices beau tifully in two minutes and alway satisfies. It is a certain seller--write for prices.

HARKINS & WILLIS
ANN ARBOR, MICH.

Hende son Ri h-ardson, Sole Canadian Agents, Bd. of Trade Bldg., ontreal



MALLEABLE IRON CASTINGS.

Malleable Iron Castings

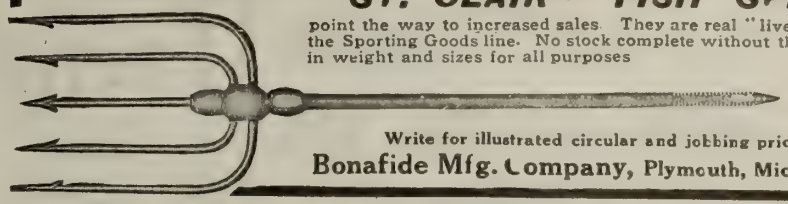
for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

ORIGINAL **"ST. CLAIR" FISH SPEARS**



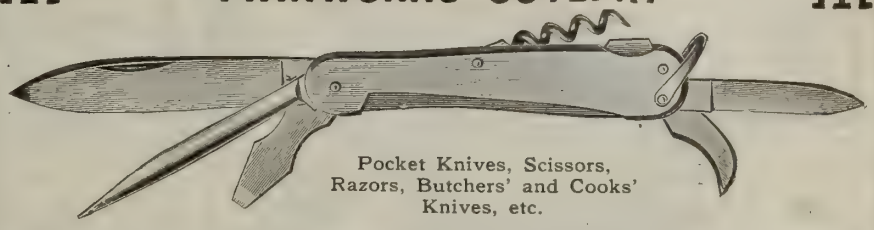
point the way to increased sales. They are real "live wires" in the Sporting Goods line. No stock complete without them. Made in weight and sizes for all purposes

Write for illustrated circular and jobbing prices.

Bonafide Mfg. Company, Plymouth, Mich., U.S.A.

J. A. HENCKELS

TWINWORKS CUTLERY



Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

Sole Agents: F. W. LAMPLOUGH & CO., 9 DeBresoles Street, Montreal

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

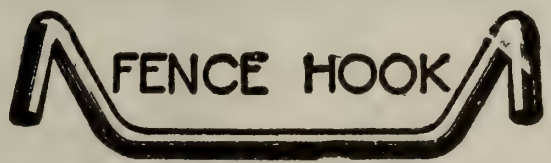
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME"

are the strongest and sharpest low-priced Shears and Scissors on the market.

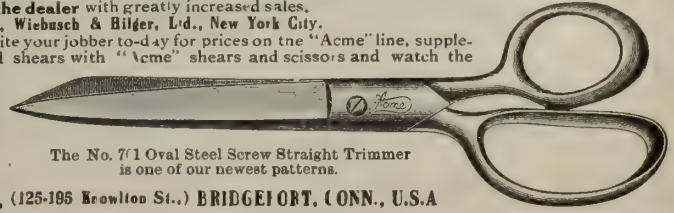
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold dai y to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-d ay for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

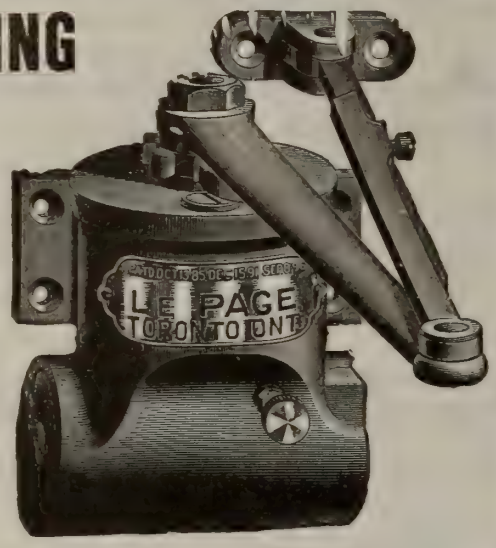
Jobbers shou d write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 761 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-135 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

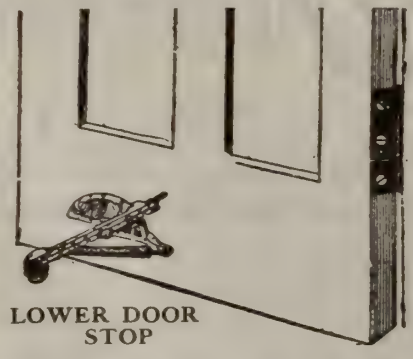
The "LE PAGE" Patent OIL DOOR CHECK and SPRING



Dealers, Attention!

This is the only door check made without packing and with oil in its working parts. It is in constant use in the Toronto Public Schools, Eaton's, Simpson's and many other large buildings and has been endorsed by these as a strictly up-to-date and durable device.

Write us at once for circulars and proposition, it will pay you.



LOWER DOOR STOP

WM. KEATING

266 MACDONALD AVE. TORONTO

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Or, GEO. H. SAYWELL, Saskatoon
327 Cumberland Ave., Winnipeg; 10 Adelaide W., Toronto

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

NO. 701

YOUR BUSINESS

requires considerable discernment as to the quality of the goods you offer for sale. Upon the wisdom of your selection depends the confidence and patronage of your customers.

OUR BUSINESS

is to see that your requirements for the class of goods you need are filled promptly and satisfactorily. Don't take our word for it—send us a trial order and see.

Vancouver Distributing Agents—Macpherson & Teetzel.
Winnipeg Distributing Agents—Merrick-Anderson Co.
Toronto Agent—F. B. Wilson, 33 Maitland Street.
Winnipeg Agents—W. Reynolds & Co., Winnipeg, Man.

NO. 705

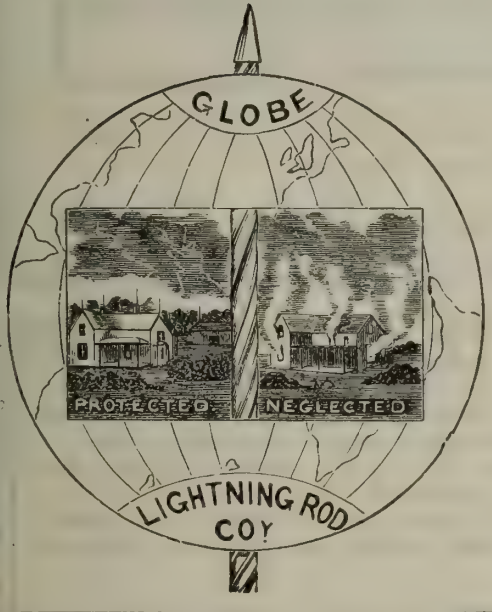
OILER LEADER

FOR 1912

No. 705, with large filler opening. Plain Steel, Coppered or Japanned and Stencilled. Spout is easily and quickly unscrewed—oiler is filled from large receptacle without need of a funnel, and there is no oil wasted.

NO. 917

E.T. WRIGHT & CO., Hamilton, Can.
(H. G. WRIGHT)



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

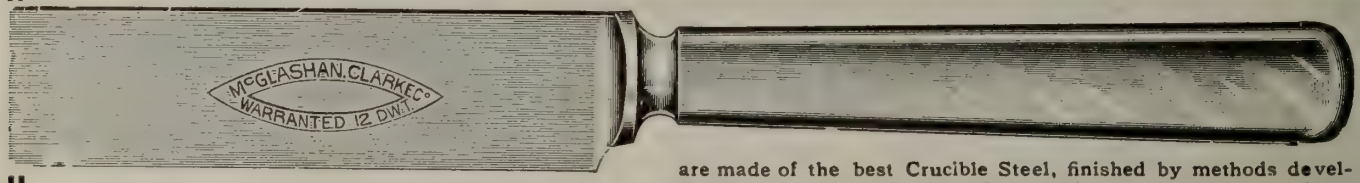
GALT, ONTARIO and VANCOUVER, B.C.

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

The McGlashan, Clarke 12 Dwt. Knives

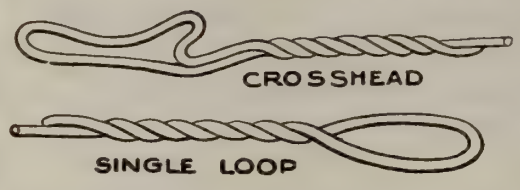


are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plate with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Canada

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont. David Philip, 291 Portage Ave., Winnipeg, Man.

WIRE BALE TIES



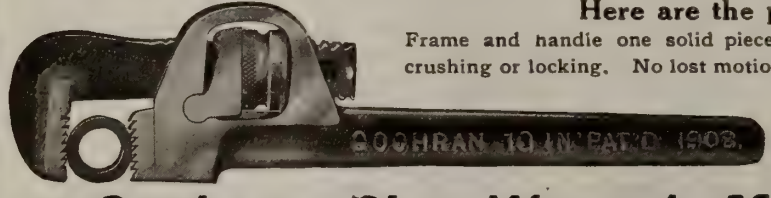
Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire. This is a line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.
Get our prices and send us a trial order---we guarantee to satisfy. We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a **wrench** show.

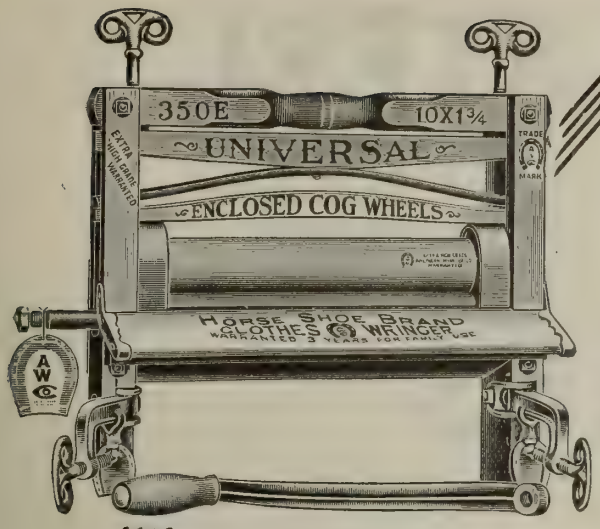
Here are the points. You be the judge.



Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.
Proof against all side-pull injury
Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

We are the Largest Wringer Manufacturers in the World

We have the very best facilities for turning out goods of the highest quality.

Our wringers are very attractive; and, if placed in a prominent position, they are certain to PULL TRADE YOUR WAY.

Write for catalogue No. 9 which contains cuts and descriptions that will be of great interest to you.

The American Wringer Co.
New York

MYERS

PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

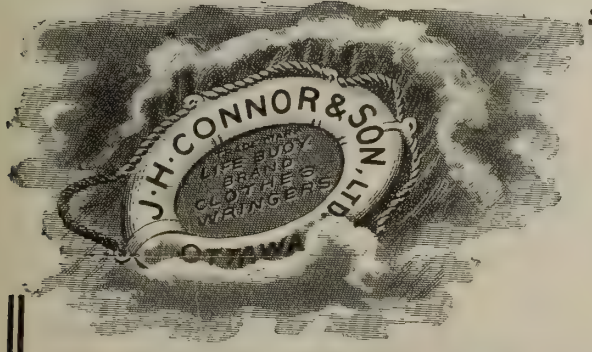
A. B. JARDINE & CO.
HESPELER - - ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

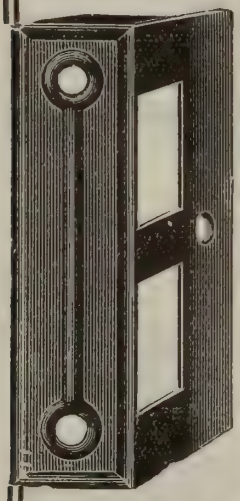
Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

Durability - Service

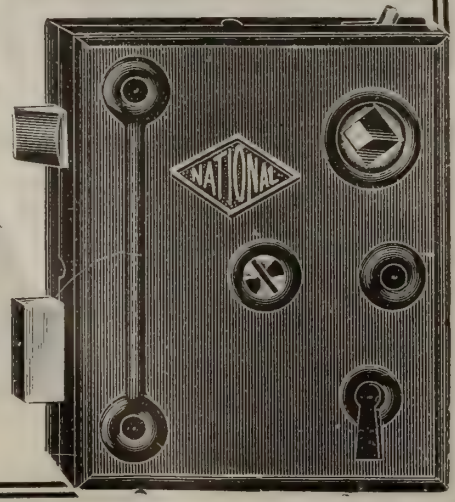


These two essentials af a really satisfactory lock are combined with others in

NATIONAL STEEL RIM LOCKS

The locking mechanism is entirely pivoted on a central pin, and is simple in the extreme---a great advantage over other styles.

For strength and fine finish our locks are unequalled.



Write for particulars to

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT. CANADA

Simplicity and Convenience

Our Up-to-Date Restaurant Urns

are used in most high class Hotels, Cafes and Restaurants. Your customers want them. They are simple, attractive, convenient, and give perfect satisfaction. If you are a **money-maker,** write to us at once for full information.

THE BUFFALO MFG. CO., BUFFALO, N.Y.

Canadian Representatives:
H. F. McIntosh & Co., 28 Toronto Street, Toronto

Supply Your Farm Trade

WITH

STILL'S

Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want---the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS - ONT.

Here's Where We Excel

No. 20 Richards Trolley Barn Door Hangers

For thirty years we have been making door hangers, and aim to make just what your trade wants.

We offer the largest line in the world.

When you buy **Richards Trolley Door Hangers** you give your customers full value—our experience included.

MEMORIZE THIS:

"A Hanger for any Door that Slides."

Our Catalogs prove it. Shall we send them?

Richards-Wilcox
MANUFACTURING CO.
AURORA, ILL. U.S.A.
Door Hangers and Hardware Specialties

Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

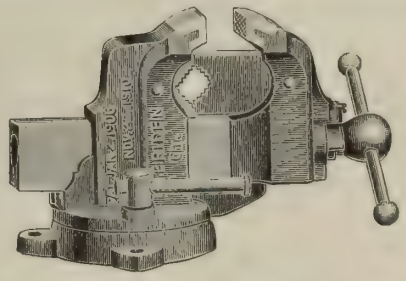
Every pump sold stays sold---gives the dealer no trouble.

They are metal---hand fitted valves --- air-tight---strong---lasting.

The big catalogue tells you exactly what the line is---get it for the asking.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA



PARKER'S
Combination Pipe Vise
"The Mechanic's Standby."

The mechanic's standby because it is strong, positive in its grip, very convenient and highly efficient.

It is fitted with a Solid Steel Bar, and has Removable Jaw Faces which are made of the Best Tool Steel.

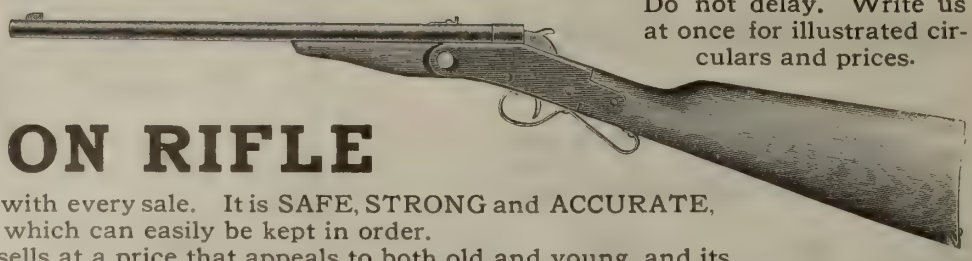
All parts interchangeable.

Get our circulars and prices at once—it will pay you.

The Charles Parker Co.
MERIDEN, Conn., U.S.A.

Right Now

is the time you should stock and boost the



Do not delay. Write us at once for illustrated circulars and prices.

HAMILTON RIFLE

as it brings good results with every sale. It is SAFE, STRONG and ACCURATE, with few working parts, which can easily be kept in order.

This 22 calibre rifle sells at a price that appeals to both old and young, and its service arouses the enthusiasm of every user. ***For sale by all Jobbers.***

C. J. Hamilton & Son - Plymouth, Mich.

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

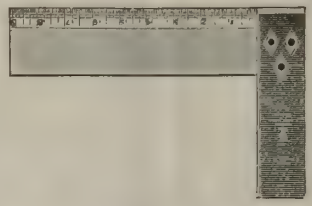
"New Designs"

See Our 1911 Supplement

CANADA

Celebrated KANGAROO Brand Tools

OF ALL



KINDS

LISTS AND PRICES FROM

Robert Sorby & Sons, Ltd. - Sheffield, Eng.

Canadian Representative, **G. H. SAYWELL, Saskatoon,** who has a full line of our samples.

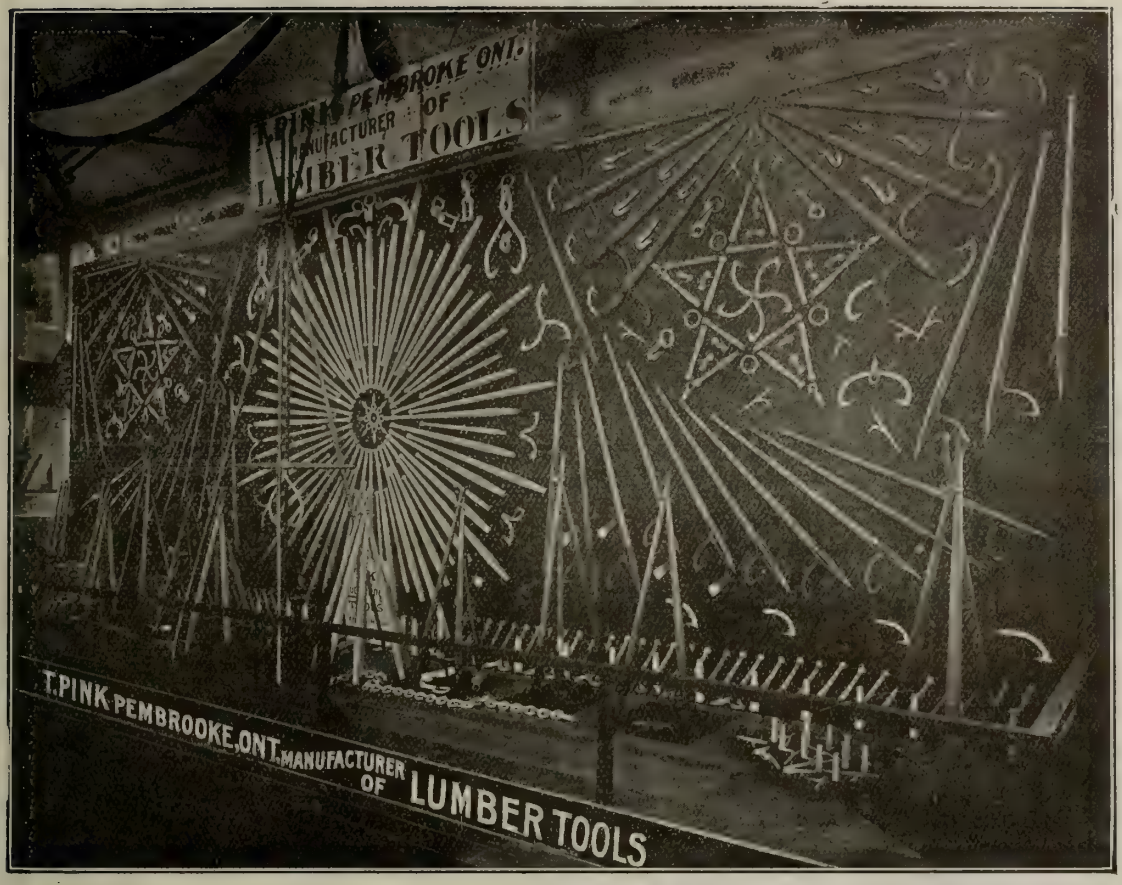
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



Pink's Lumbering Tools

Made in Canada

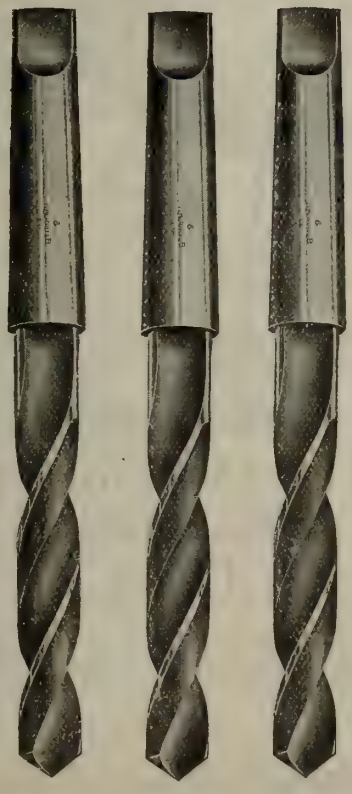
The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



Tools of Quality
Trade
W B
Mark
Bear these Marks

Vital Points About "Hercules Drills"

Tools of Quality
Trade
W&B
Mark
Bear these Marks

"Hercules" Drills retain the original toughness of the Vanadium Steel from which they are made.

The twisting while hot process leaves the steel undisturbed and adds double life to "Hercules" Drills.

Besides having little liability to snap under high speed drilling "Hercules" Drills last longer between trips to grindstone. There's economy in every inch.

The taper shanks, usually one size larger than ordinary, prevent tang troubles and give a greater driving power.

Your jobber will supply them or you can send order direct. Send for Catalog 74-B.

The Whitman & Barnes Mfg. Company

Established 1852 St. Catharines, Ont.

Stocks carried at Winnipeg and Montreal.

Stanley Tools

These Block Planes are the highest type of Block Planes manufactured. The Cutters are made of the best English steel, tempered and ground by an improved process and honed ready for use.

Nos. 9½ and 18 have an adjustable throat opening. The Cutters are adjustable both endwise and sidewise.

No. 60 is a low Angle Block Plane with adjustable Cutter and throat opening. Especially adapted for working across the grain.

No. 131 has reversible adjustment so that the tool can be used as an ordinary Block Plane, or as a Bull Nose.

No. 140 has a detachable side whereby the tool may be changed from a Block to a Rabbet Plane or vice versa. The Cutter is set on a skew.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

These Planes are now made in our CANADIAN WORKS
SEND FOR CATALOGUE

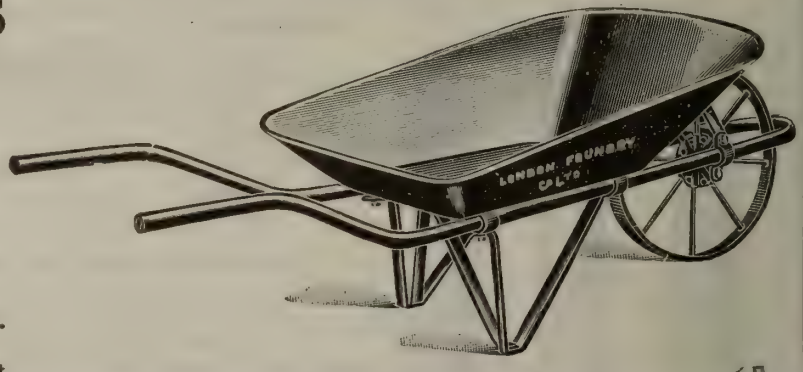
BUTTERMAKERS DEMAND
THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.

David Maxwell & Sons, St. Mary's, Ont.

WHEEL BARROWS
for Every Purpose

We have so many different styles—Barrows for Railroad or Canal Construction, Garden and Farm, Stone, Metal, Mortar, Contractors', Concrete, Etc, Etc.

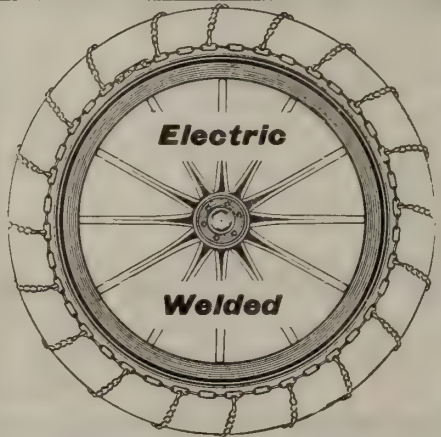


Send for Illustrated Catalogue

THE LONDON FOUNDRY CO., LTD.
London - Canada
Toronto Warehouse, 19 Jarvis St., F. J. Schuch, Agent

McKinnon Electric-Welded Anti-Skidding Chain

are sold throughout Canada by all the leading jobbers of Automobile Supplies.



Quality Guaranteed

McKinnon Attachments for Anti-Skidding Chain

are cross chain, hooks, snaps, etc.

MADE BY

McKINNON CHAIN CO.
Buffalo. St. Catharines.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

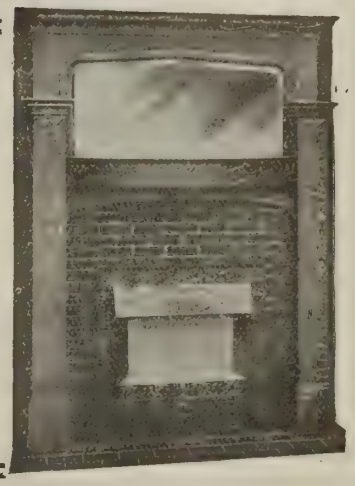
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

Chances for Business

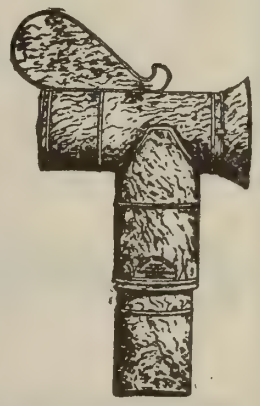
In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators



They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B., February 8th, 1909

J.W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. Wilson, Limited

Write us for terms

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

THE ROSS
"High Velocity" Rifle Sells for $70.00

This is less than the cost of a good watch or a good bicycle, yet dependability in a rifle means more than in wheel or watch.

This is the rifle for great events and special emergencies.

It is the limit of rifle excellence.

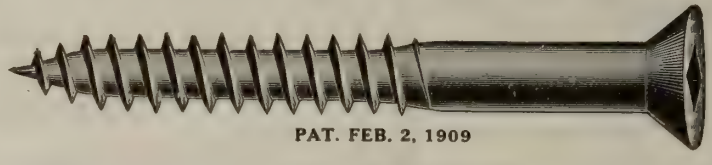
Ross Sporting Rifles are sold from $25.00 up, meeting the necessities of every sportsman's case—The sale is a certainty—the profits are good—the quickness with which supplies and parts can be obtained without customs worries is an added advantage.

Write for Illustrated Catalogue, trade discounts, and full particulars.

The Ross Rifle Co., Quebec, Que.

ROBERTSON
SOCKET HEAD
WOOD SCREWS

GET OUR PRICES



PAT. FEB. 2, 1909

SEE THAT ← SQUARE HOLE

HAND DRIVERS, YANKEE BITS, BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

SEND FOR CATALOGUE

The P. L. Robertson Manufacturing Co., Limited - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.

BLACK DIAMOND ROOFING

No Retailer need have any scruples in recommending this roofing to his customers.

The quality is uniform, we make sure that each roll is as it should be before it leaves the factory.

It has stood the test of years and still maintains its reputation as a leader.

Look into this proposition, it will pay you to do so.

We also manufacture all kinds of wrapping paper.

Alex. McArthur & Co., Ltd.

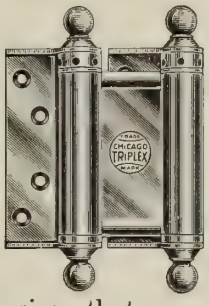
82 McGill St., Montreal

F. J. COX, Winnipeg - - Sole Agent for West

TRADE CHICAGO MARK

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



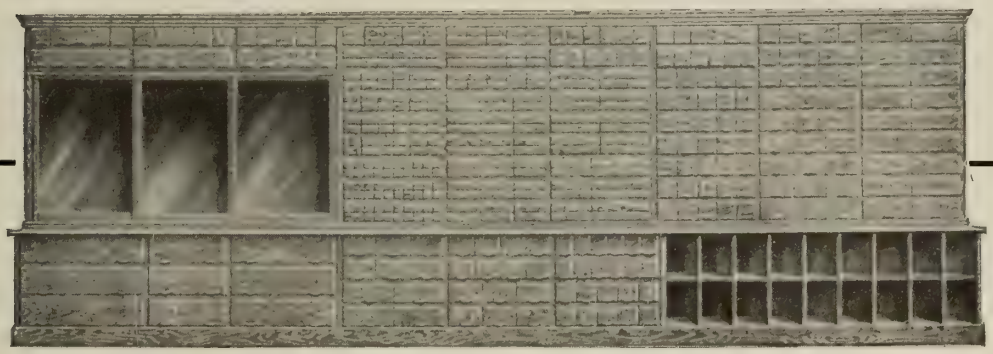
Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE CSB CO MARK — NEW YORK



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

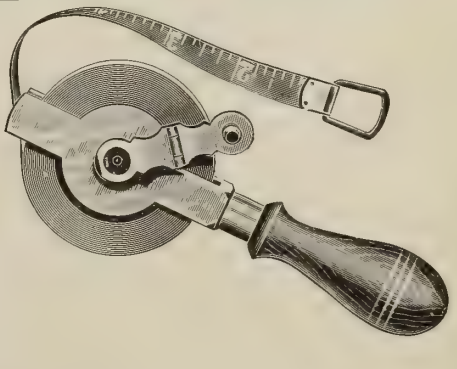
Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. **THE LUFKIN RULE CO. OF CANADA, LTD.** WINDSOR, ONT. CATALOGUE ON REQUEST

Est. 1868. Inc. 1895.

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS

"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

"ONE MINUTE"

Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line

ONE MINUTE WASHER CO., - TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta

CANADA STOVE & FURNITURE CO., Montreal

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada. No. 7.

February 17, 1912

Proof Positive

The dealer who handles the **MINERVA LINE OF PAINTS AND PAINT SPECIALTIES** leaves nothing to guess work. He is assured of success.

Read what one delighted agent says:

J. MOXON & SON

OXFORD STOVES AND RANGES

GENERAL HARDWARE

PAINTS, OILS, GLASS, PUTTY, ETC.

SOLE AGENTS IN PRINCE EDWARD COUNTY FOR

WOOD FIBRE PLASTER

PICTON, ONT.

December 6th 1911.

Pinchin-Johnson & Co. (Canada) Limited,

Toronto, ONT.

Gentlemen:-

We have now on our shelves the stock of Pinchin-Johnson Paint ordered from you, and are very proud of the fine appearance it makes. It is a matter of pleasure for the writer to sit in a Picture Show, as he often does, and when the slides are put on advertising Pinchin-Johnson Paint, and our name appears as Agents, to hear the remarks, "That's the new Paint Moxon & Son are selling; I am going to try it. It must be good or they would not advertise it so." Almost daily we have parties coming in from the country asking for a color card of MINERVA Paints. They have seen the signs.

We have handled one make of Paint for over twelve years before making the change to MINERVA, and can say in all truth that we have had more enquiries re the Pinchin-Johnson Paint since we took the agency, (and this is only a few months), than we had for the other Paint all the years we handled it. I also find my clerks are far better satisfied. They speak proudly of your Counter Album showing colors, of the color cabinet to hold folders, the fine arrangement of slats and window displays, until at the present time I wonder how I ever got on and did a paint business with the line I handled.

We have already booked a number of good jobs to be painted with MINERVA in the Spring, and unless we mistake greatly next Spring will be a banner year for Pinchin-Johnson MINERVA Paints in Picton. I have but one regret in making the change. We had quite a stock of the other line of Paint we handled when we took your agency. I instructed my clerks to run it off at most any price in order to get rid of it, but since the advertising of MINERVA Brand, though we try to push it, we find it a hard proposition.

I once wrote to the Gurney Foundry Co. of Toronto as follows:- "After a careful consideration of every line now marketed in this country, I have come to the conclusion that nothing will make a name for my store - nothing will make friends for me like the line of Stoves and Ranges made by the Gurney Foundry Co."

I might say in conclusion that I feel the same regarding MINERVA Paints; they appeal to me as being two winners not only as to name, but backed up by quality, and we only hope all who have taken the agency for your MINERVA, Paint are as well satisfied with the goods, and the treatment tendered them as we are.

Yours truly,
John Moxon & Son.

Minerva Paints are ground and mixed with scientific accuracy —they have been recognized as the Standard of Quality for 78 years—and your customer gets Full Imperial Measure in each can —not wine or short measure.

Our many dealer selling-helps have made "Minerva" Brand a real live wire for aggressive dealers.

PINCHIN, JOHNSON & CO.

(CANADA) LIMITED

377-387 Carlaw Avenue, Toronto

Established in England in 1834

Through Each Others' Eyes

What we like best about these Annual Conventions of the Hardware Men, are the opportunities they give us to get into personal touch with you who meet the shaver face to face, and to see the GILLETTE Safety Razor as you see it.

As you know, this GILLETTE business has develòped into a mighty profitable one for all who take a hand in it.

The GILLETTE **saves your customer** who buys it a great deal of time, and, if he has been going to a barber, a substantial sum of money.

The GILLETTE **pays you** a good, protected profit (for there's no price-cutting). It sells easily because it is so vigorously advertised and so widely known. Purchasers, well pleased, come back to you from time to time for more blades.

The GILLETTE **pays us** well enough so that we have been able to erect in Montreal one of the best designed and most perfectly equipped razor plants in the world, where we plan to turn out, if possible, better Gillettes than ever.

We are keen on talking the GILLETTE over with you, seeing it from your point of view, and getting your suggestions, so that, working together, we can make the GILLETTE earn more profits for both of us in 1912 than it has ever done before.

We'll have a GILLETTE Exhibit at the Convention, and will be looking for **you**.

Gillette Safety Razor Co. of Canada

LIMITED

OFFICE & FACTORY:—63 ST. ALEXANDER ST., MONTREAL

Offices or Factories also in Boston, New York, Chicago, Leicester, London, Eng., Berlin, Hamburg, Paris and Shanghai, China.

TRADE Gillette MARK
KNOWN THE WORLD OVER

TRADE Gillette MARK
KNOWN THE WORLD OVER

Dealers In The West!

There's a big demand for

X CELL
DRY BATTERIES

coming your way, because—

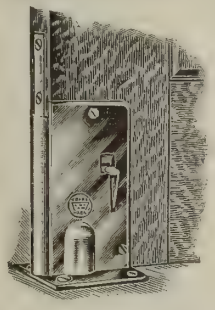
We are not only making a high-grade battery, but we are letting the consumer know it, by a strong series of advertisements covering the entire West. We're ready for big business. Any Western jobber will fill your orders.

CANADIAN CARBON CO., LIMITED
WINNIPEG

TRADE CHICAGO MARK

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE CSB CO MARK — NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

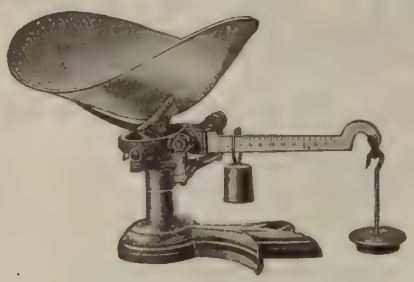
No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

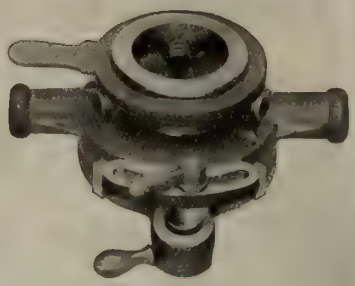
North Bros. Mfg. Co.

PHILADELPHIA, PA.



Fairbanks Counter Scales

WE PROTECT THE DEALER



Oster Stocks and Dies

Now is your opportunity to stock our lines for 1912. We have everything that should appeal to the wideawake, progressive dealer—Valves, Steam Specialties, Scales of all descriptions, Motor Boat Accessories and Supplies of all kinds.

We carry the largest stock of these lines in Canada. Our Catalogue No. 10 shows our complete line, and it should be every dealer's reference.

A card to our nearest house will bring it to you.

Heinz Coils

THE

Canadian Fairbanks-Morse Co.

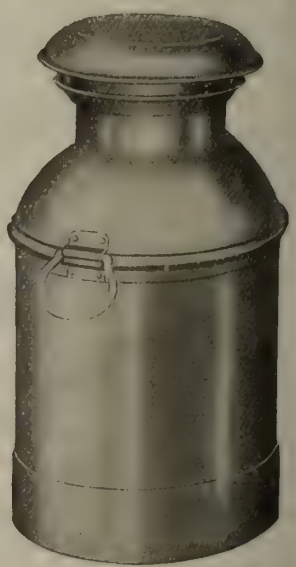
LIMITED

Montreal	Toronto	Saskatoon
St. John	Winnipeg	Vancouver
Ottawa	Calgary	Victoria

S.M.P. MADE-UP CANS OR TRIMMINGS

We can supply made-up

Milk Cans, Cream Cans
Creamery Cans
Railroad or Delivery Cans



We also carry in stock any trimmings required for these cans, which we can supply promptly.

PRICES ON APPLICATION

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

We Blow Our Own Horn

BECAUSE WE HAVE SOMETHING TO BLOW ABOUT.

We want everybody to know that we are mighty big factors in the Garden Hose business, and that EVERY DEALER can share the profits of this big business with us, by handling the lines we show below.

We Want to "Make a Noise"

that will attract your attention to the Best Selling and Best Wearing Garden Hose made, to the lines that have made us THE LARGEST JOBBERS OF GARDEN HOSE IN CANADA.

MULTIPED—CORRUGATED
WILL NOT KINK

REMEMBER

LAWN MOWERS	GRASS SHEARS
GRASS CATCHERS	HOSE REELS
GRASS HOOKS	HOSE FITTINGS

DON'T OVERLOOK

GRASS SCYTHES	LAWN RAKES
SCYTHE STONES	TURF EDGERS
FLORAL TOOLS	PRUNING SHEARS

Always Free from Greatest Cause of Hose Destruction---the Strain of Water Pressure on a Kinked Hose and the Cracking and Splitting when an empty or dry hose is kinked. The Corrugations Protect the Outer Layer or Covering from Wear and allows the Hose to dry quicker when on the reel or coiled up, as the air can circulate along the surface.

½ and ⅝-inch in 500 ft. Coils. We Cut to 50 ft. Lengths.

SPECIFY NOW AND HAVE YOUR GOODS EARLY IN THE SEASON

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

The "RENFREW" Handy Two Wheel Truck Scale

Introduces a Convenience and Accuracy that would be greatly appreciated by YOU and YOUR FARM TRADE

This truck scale is capable of weighing anything from a single ounce to 2000 pounds.

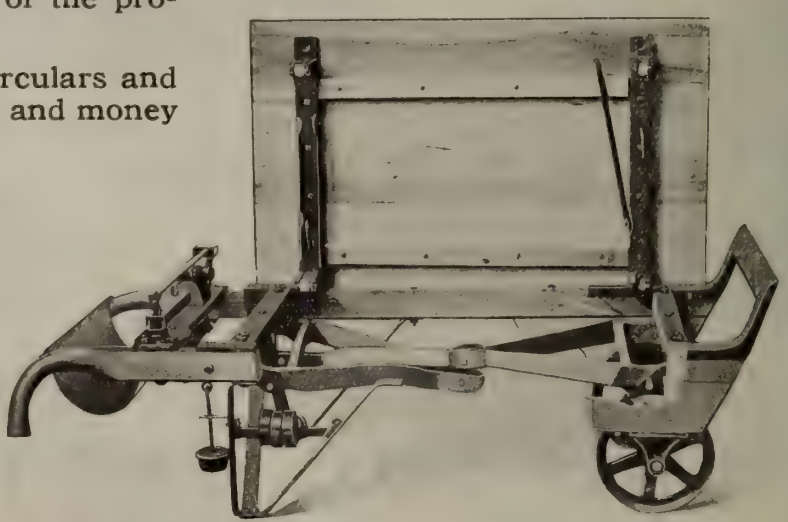
All our truck scales are Government tested, have been awarded their Government certificate without question, and are backed by our written guarantee of absolute accuracy, and long efficient service.

What's the use of loading a truck, wheeling an article some distance and unloading it on a common scale to be weighed, when you can save much time and labor and weigh it just as well (if not better) on this Renfrew Truck Scale, than any other.

Besides being very useful to hardwaremen, it is the farmer's real friend, as it tells him the exact weight of the products he is selling.

It will pay you to get our circulars and prices on this money maker and money saver.

DO IT NOW.



RENFREW SCALE CO.

RENFREW, ONT.

Our Lantern Business In 1911

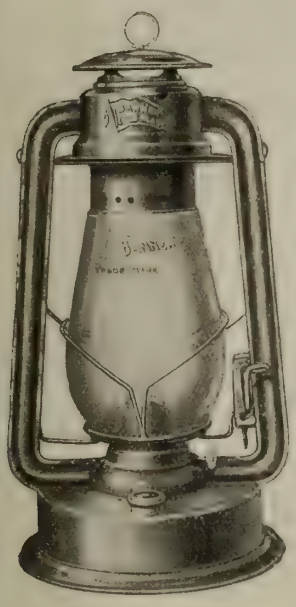
INCREASED

25%

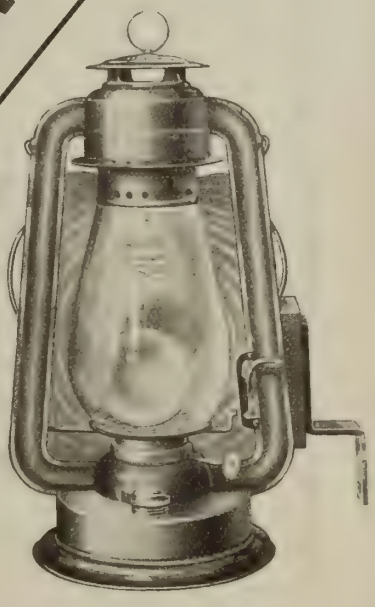
DID YOURS

?

BANNER TRADE MARK



TALK IT OVER WITH US AT
BOOTH No. 57 GUELPH WINTER FAIR BOOTH No. 57



We Are
Now Showing

Our New 1912

BANNER "BUGGY" LANTERN

and a Host of Other Good Things

ONTARIO LANTERN & LAMP CO., LIMITED

HEAD OFFICE AND FACTORY:
HAMILTON, ONTARIO

BRANCHES:
MONTREAL, P.Q. WINNIPEG, MAN.

The

Steel Company of Canada

Limited

LUMBERMEN'S

CASE-HARDENED

WING BOOT-CALKS

This calk is made specially for Loggers, Hunters, Ice Cutters, etc. They are convenient to insert and remove, the insertion of a new set being effected in a moment. Write for prices and samples.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.

J. B. H. Rickaby, Victoria, B.C.

H. G. Rogers, St. John, N.B.

Geo. D. Hatfield, Halifax, N.S.

"SAMSON"

TRADE MARK REGISTERED

You can be sure of big business, and profitable business, and steady business, if you feature the well-known "Samson" lines, including

Samson Ready Roofing
Samson Farm Tools
Samson Garden Tools
Samson Axes
Samson Mechanics' Tools
Samson Sporting Goods

They are in big demand clear across the country wherever people want reliability and quality in preference to mere cheapness. The "Samson" brand of satisfaction will bring your customers back for more. That's why you should push these goods.

SEND US YOUR ORDERS

H. S. Howland, Sons & Company, Limited

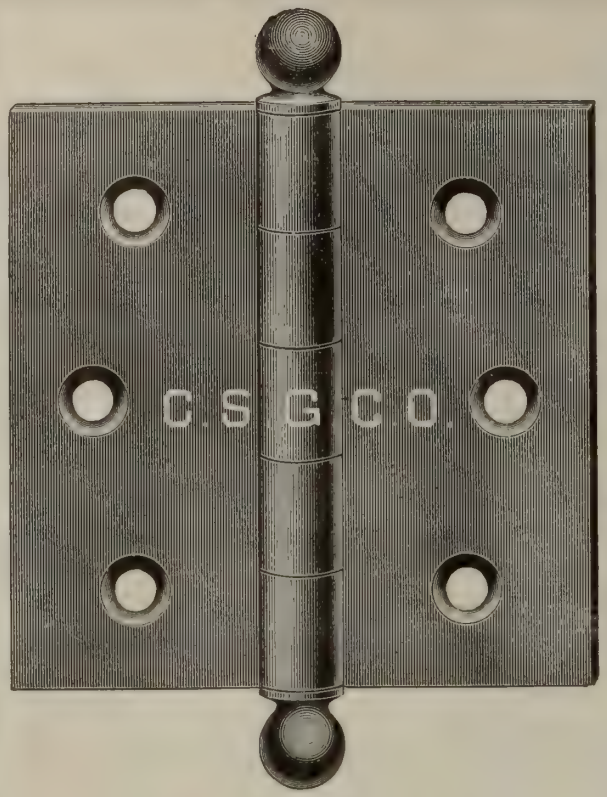
WHOLESALE HARDWARE MERCHANTS

We Ship Promptly.

TORONTO

Graham Nails are the Best.

Our Prices are Right.



LOOKS GOOD

CRESCENT BRAND

C S G Co.

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

THE "CANADA" MILK CAN

THE MOST SANITARY MILK CAN MADE

SEAMLESS BODY

The body is pressed out of one piece of 18 gauge steel retinned.

Entirely smooth on the inside, no crevices, seams or corners for dirt and sour milk to collect in. Easily kept clean and sanitary.

Fitted with massive wrought iron upright handles, or malleable drop handles as desired.

SEAMLESS OVE R

The bottom is well protected by a heavy welded iron hoop and the can is further strengthened by an additional hoop which encircles the body at the breast.

The Cover is also seamless, and fits tight and flush with the top of the breast, preventing milk from splashing around in transit.

HOLDS---8 Gallons Imperial Measure

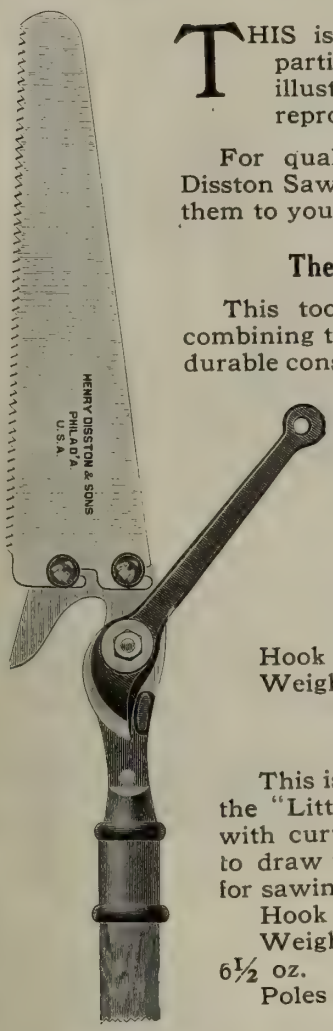
Unexcelled in durability—Used in many of the finest Dairies throughout the Country.

Write for prices and place your orders now for Spring Delivery

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

DISSTON PRUNING SAWS



"LITTLE GIANT"

THIS is the season for Pruning Saws, and your particular attention is called to the full line illustrated in our catalog, of which we herewith reproduce a few.

For quality of material, workmanship and efficiency the Disston Saws cannot be equalled. You can fully recommend them to your customers.

The "Little Giant" Pruning Hook and Saw

This tool meets general requirements. The economy of combining two tools in one will be appreciated. Its simple but durable construction and great efficiency have made it the most popular of all our pruning tools---especially for the heavier work.

Both the Knife and Saw are made of our best Crucible Steel. Although possessing great strength, it is light in weight---a feature that makes it desirable where extensive work has to be done.

The Saw Blade, which is attached to the Hook by two clamp-screws, is easily detached when large limbs are not to be sawn. We can furnish this style of Hook without Saw attachment if so desired.

Hook will cut branches ¾ inch in diameter.

Weight of "Little Giant" Pruning Hook and Saw, 2 lbs. 3 oz.

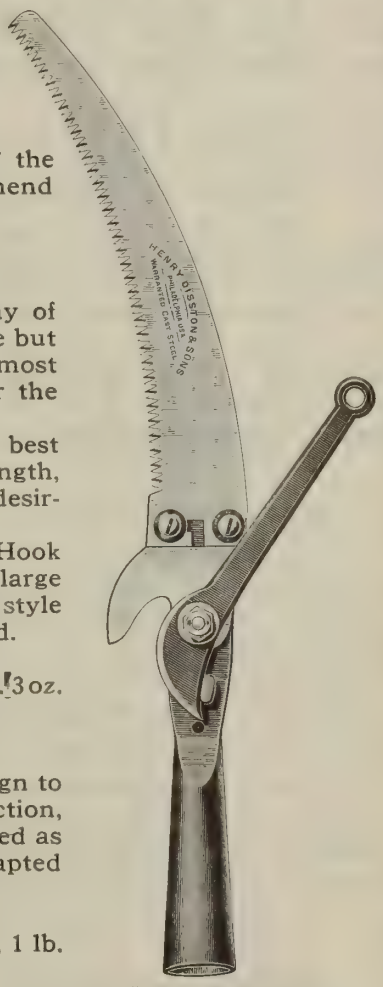
"The Orchard" Pruning Hook and Saw

This is of same quality and somewhat similar in design to the "Little Giant" except that it is of lighter construction, with curved blade having long, slender teeth, so formed as to draw the saw into the wood. It is particularly adapted for sawing of the smaller branches in general pruning.

Hook takes in branch ½ inch in diameter.

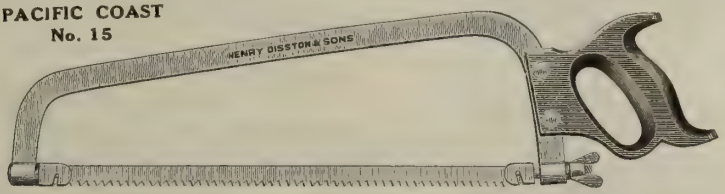
Weight of "The Orchard" Pruning Hook and Saw, 1 lb. 6½ oz.

Poles not included with above pruners.



"THE ORCHARD"

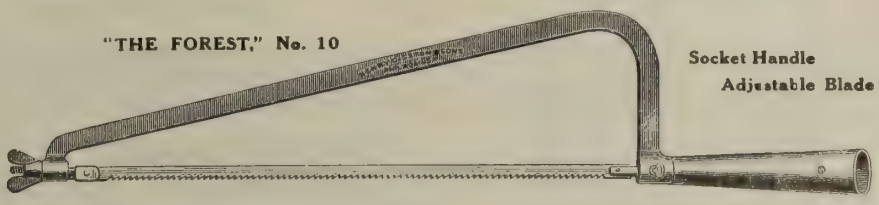
PACIFIC COAST
No. 15



The No. 16 Pruning Saw tapers to a point, otherwise it is similar to No. 15.

"THE FOREST," No. 10

Socket Handle
Adjustable Blade



These three Pruning Saws have Polished Steel Frames, Crucible Steel Blades, Nos. 15 and 16 Hardwood Handles. The blade of each is 14 inches in length centre to centre of holes.

The above are specially desirable Pruning Saws, the shape of Frame permitting their use in narrow spaces.

HENRY DISSTON & SONS

INCORPORATED

Keystone Saw, Tool, Steel and File Works — PHILADELPHIA

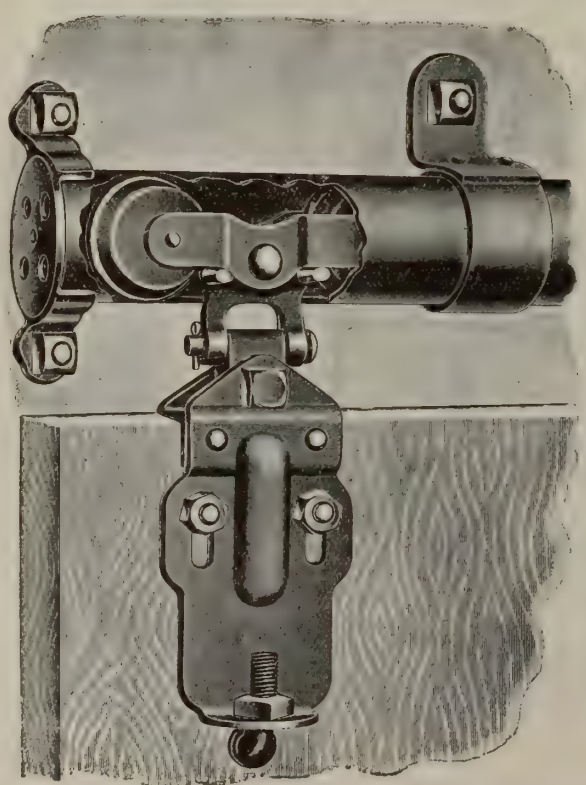
"No, I Can't Afford To Put In An Inferior Line Of Door Hangers—My Trade Demands The CANNON BALL."

"What's more, I can't see any good reason why I should take the chance.

"Cannon Ball Hangers have a mighty good reputation. They are ***trade-getters*** and ***trade-holders.*** I would be violating every principle of good business if I attempted to displace a line of such ***thoroughly proven merit*** with a new and ***untried*** one.

"Every once in a while some customer comes in and says: ***'Say, that Cannon Ball Hanger you sold me is a peach. Best thing of its kind I ever saw.'***

Fig. 440



"The Crated Track Is Mighty Handy."

"I don't have to bother with big, awkward stocks of track in various long lengths either.

"Cannon Ball Track comes in 3 ft. sections, ***crated.*** There are 32 pieces in each crate, making 96 feet of track that I can slip under the counter out of the way. I can give a customer just as much or little track as he wants in convenient form."

The Cannon Ball Battery:

CANNON BALL BARN DOOR HANGER
Lateral and Vertical Adjustment
CANNON BALL BARN DOOR HANGER
Non-Adjusting
CANNON BALL HOUSE DOOR HANGER
CANNON BALL STORE HANGER

Backed by a long reputation of constantly increasing success.

Hunt-Helm-Ferris & Company

178 HUNT STREET, - HARVARD, ILLS., U.S.A.

COMPLETE STOCK CARRIED BY OUR WESTERN REPRESENTATIVES:

Mackenzie Brothers

Winnipeg, Man.

Merchant's Hardware Specialties Co., Ltd.

Calgary, Alta.

21

THE H H F & CO. STAR LINE GOODS

Sell GLUE in packages--it means less handling--more profit

BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds.

Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

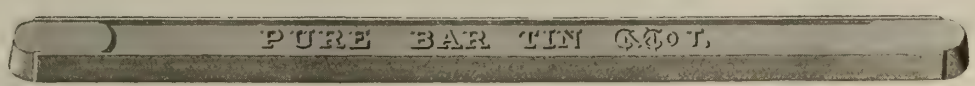
Manufacturers of Glue and Gelatine of all kinds and for all purposes.

Hardwaremen Stock This Line

Harris Heavy Pressure

The Babbitt Metal without a fault

5 bars to the pound



1 pound bars

THESE GOODS BRING REPEAT ORDERS

1¼ pound bars

No Work too Hard for This Babbitt ***A First-class Hardware Babbitt***

THE CANADA METAL COMPANY, LIMITED

FRASER AVENUE, TORONTO CHAMBERS STREET, WINNIPEG

SEE US

Guelph Hardware Convention

BOOTH 33

Brantford Roofing Company Ltd.

Brantford Montreal Winnipeg

These Goods Sell Themselves
——They are Silent Salesmen

¶ Placed in your sample room or on your showcase they cannot help but increase the sale of builders' hardware.

Complete line of miscellaneous trim to match inside sets shown above.

Write your jobber, or send direct for complete details as to how we can help you make 1912 a record year.

¶ We are in a position with our improved equipment to make most prompt delivery.

The Peterboro Lock Manufacturing Company, Limited, Peterboro

See our interesting WISS exhibit at the

Ontario Retail Hardware Convention at Guelph, February 19th to 23rd,

also at

Montreal Hardware Trades Exhibition at Montreal, February 27th to March 1st.

An object lesson in

Wiss Shear Making. The "Steelforged" Process

We will illustrate the Wiss Superiority.

You can see the main processes by which we weld a high carbon crucible steel cutting edge onto a frame that's as tough as tungsten.

RESULT NO. 1—Blades of the greatest possible durability; scissors of the maximum keenness.

RESULT NO. 2—All the world recognizes WISS Shears as "best," superior even to the best French, German and Sheffield made goods.

(You can prove this by asking any high-grade cutler.)

RESULT NO. 3—Absolute satisfaction to your customers as well as to yourselves. When you talk "quality" you talk "profit." Wiss products are

THE EASIEST TO SELL. THE MOST PROFITABLE TO HANDLE.

Write to-day for catalogue and information.

J. WISS & SONS CO., : : NEWARK, N.J.

Manufacturers of High-Grade Shears and Scissors, Razors, Cutlery since 1848

TORONTO OFFICE:—145 WELLINGTON STREET WEST

STROPS
ITSELF

There is Only One
AutoStrop Safety Razor

The exclusive **self-sharpening** feature of the AutoStrop Safety Razor gives the dealer a selling argument that clinches the sale every time.

The patents are so **clear** and so **well protected** that the AutoStrop Razor has a field entirely to itself. There are no cheap imitators to fight.

The AutoStrop Safety Razor gives such universal and enthusiastic satisfaction to users that they remember you and your store with a feeling of gratitude every time they use it.

If you are not already selling AutoStrop Razors, be sure to see us at the Hardware Convention at Guelph, on the 19th. When you find how many fine, exclusive selling features the AutoStrop Razor has, you won't rest until you're selling them to **your** customers.

AutoStrop SAFETY RAZOR
Strops Itself

400 Richmond Street West Toronto

345 Fifth Avenue, New York 61 New Oxford Street, London

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

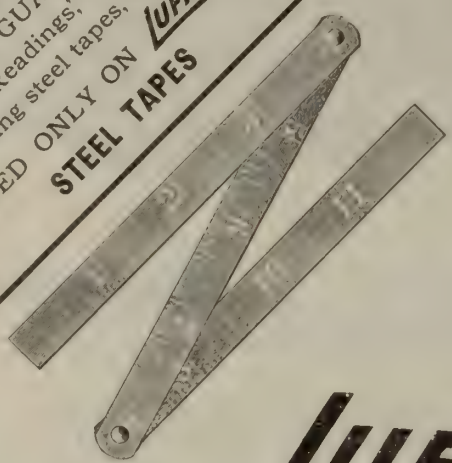
Extends an Invitation to Hardware Dealers and Hardware Clerks, everywhere, to get acquainted with THE MOST COMPLETE, WIDEST KNOWN, AND MOST FAVORABLY KNOWN LINE OF

MEASURING TAPES AND RULES

Catalogue on request

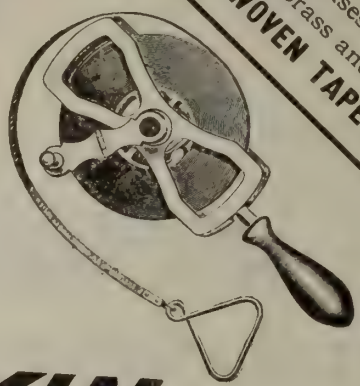
STEEL TAPES

For general use, also Pocket Tapes, Engineers' Pattern and Chain Tapes. ACCURACY GUARANTEED "Instantaneous Readings," the best method known of marking steel tapes, IS PATENTED AND USED ONLY ON LUFKIN STEEL TAPES

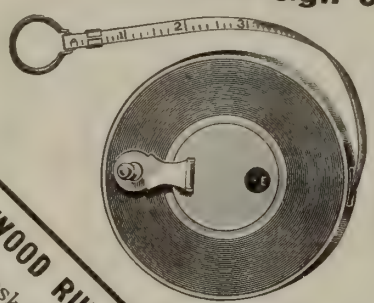


WOVEN TAPES

Metallic, pure linen, "Universal" cotton and linen, "Universal" linen corded, and Ass Skin Tapes, with bend, pressed and patent leather, and enameled steel cases. Pocket linen tapes in nickel-plated brass and leather cases.



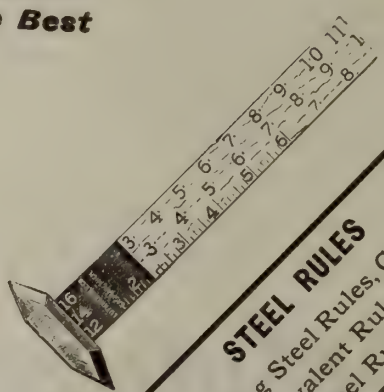
LUFKIN
The sign of the Best



WOOD RULES

Boxwood and Maple Desk Rules, Glaziers' and Glass Cutters' Rules, Flat Wood Rules, Yard Sticks, Tailors' Squares, Shrinkage Rules, Shoe Size Sticks, also **HICKORY BOARD AND LOG RULES** (all styles)

WOOD RULES



STEEL RULES

Straight and Folding Steel Rules, Circumference Rules, The Decimal Equivalent Rule, The Magic Pattern Rule. Folding Steel Rules with stop joints, Machine Divided Rules with readable and end graduations.

STEEL RULES

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

An Article Imitated is Quality Intimated

and we particularly call the attention of dealers to the attempts to imitate our

Stewart Ball Bearing Clipping Machine

Since Stewart machines were first put on the market a certain English manufacturer has never advanced any new or original feature in clipping machines. He has confined himself to imitating, so far as possible, the new inventions embodied in our product.

The inferior imitations have not found favor at home, and we feel certain the dealers of Canada will neither sanction nor support them.

When you handle Stewart machines you know you have the highest quality clipping machines, and priced fairly—machines that carry our unqualified guarantee that they must satisfy every purchaser or no sale—a policy quite contrary to that of a house whose imitations give continual trouble.

Most jobbers of Canada carry Stewart machines exclusively. Watch for a list of them next week.

Write for 1912 catalogue showing the world's largest and most modern line of clipping and shearing machines.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO

Carborundum Sharpening Stones

A Carborundum Dealer is the Dealer who Sells More Sharpening Stones

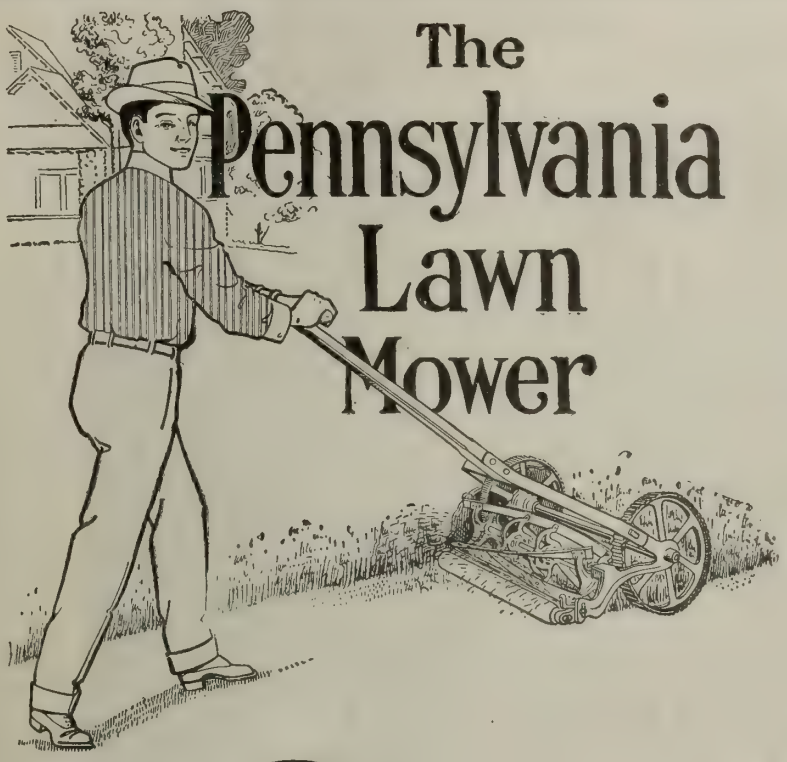
Our representatives at the Guelph and Montreal Conventions will be glad to give you reasons why you should be handling these ever selling products.

THE CARBORUNDUM LINE INCLUDES CARBORUNDUM SHARPENING STONES, RAZOR HONES, RAZOR STROPS, CARBORUNDUM NIAGARA GRINDERS, CARBORUNDUM NIAGARA SCYTHE STONES, ETC. :: ::

Nearly Every Jobber in the Dominion Handles Them

The Carborundum Co.

Niagara Falls, N.Y.



The Pennsylvania Lawn Mower

15, 17, 19, and 21 Inch

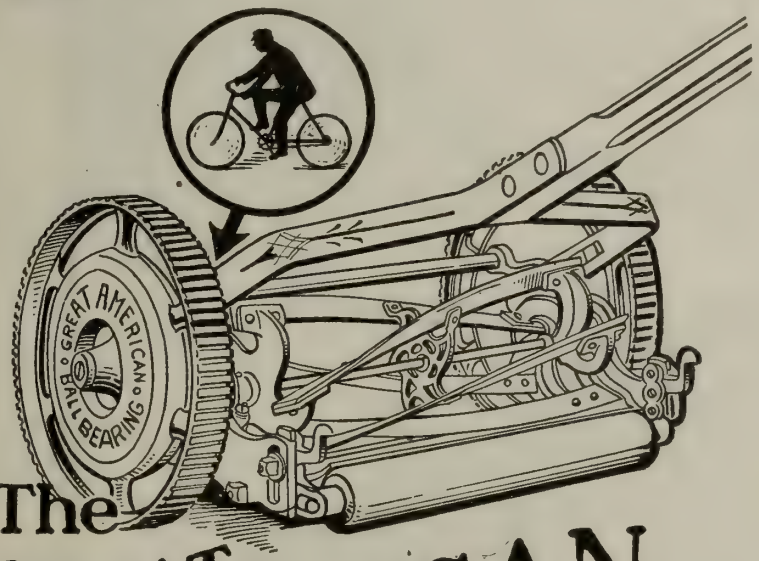
HAS a reputation for perfect work, easy cutting and long service.

Revolving and stationary knives are crucible steel, oil tempered and hardened.

Castings are made from special tough iron.

Driven by a train of gears, insuring a smooth cut.

10½ inch drive wheels, self sharpening.



The GREAT AMERICAN BALL-BEARING LAWN MOWER

OUR Ball Bearing Mowers are used in the leading city parks. They have crucible steel knives hardened in oil. Positively self-sharpening until the lower knife is entirely worn out. Five-knife cylinder, 10-inch drive wheels.

Sizes, 15, 17, 19 and 21 Inch

Our salesmen are taking orders for these high-grade mowers now.

Wholesale Distributors

Caverhill Learmont & Co

MONTREAL and WINNIPEG

VICTOR TRAPS
See the V
No. 1
VICTOR
for Muskrat
ONEIDA COMMUNITY, LTD
ONEIDA, N.Y.

Stall No. 90 **McClary's** Stall No. 91

EXHIBIT

at the Retail Hardwaremen's Convention
is a display of entirely new and improved
lines of Gas and Coal Cooking Appliances

DON'T FAIL TO SEE IT

McClary's

"Champion Interchangeable" GAS AND COAL Range

is specially worth spending time over---It burns Coal, Wood, or Gas, together or separately at will.

You can change the Champion from a gas to coal range or vice versa in one minute's time.

Look It Over

In addition to far reaching improvements on

GAS RANGES

which place McClary's 1912 series of Gas Cooking and Heating Appliances well ahead, several new and attractive lines have been produced that are

SURE SELLERS

See the SPECIAL NEW BRIGHT BLACK ENAMEL FINISH THAT LASTS

McClary's

Toronto Montreal London Vancouver St. John, N.B. Hamilton
Winnipeg Calgary Saskatoon

ACME SPECIALS

ONCE in a while you want some special piece made up in duplicate. Now, instead of paying a high price to have them worked out in the long way, send us the sample for quotations, and let us make them the "Acme way."

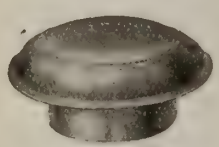
Our line is special and regular screws exclusively; and we are in a position to make any kind of parts from bars, to quote you reasonably and deliver promptly. Send us your next piece. Catalog?

The National-Acme Manufacturing Co.

MONTREAL, QUEBEC, ST. HENRI and G.T.R.

THREE REASONS why YOU should handle McClary's "SAMSON" pattern

Railroad and Delivery Cans and Trimmings



BELL COVER

SAMSON
Seamless Neck and Breast

FIRST

The "SAMSON" is the ONLY SEAMLESS bottom on the market. It is therefore the strongest and most sanitary.

SECOND

The "SAMSON" neck and breast is also SEAMLESS, powerful and sanitary.

THIRD

YOU WANT THE BEST GOODS ! !

SEND ALONG YOUR ORDER TO-DAY TO

McClary's

Cut shows complete Set of Trimmings with Seamless Cover

"McClary" on goods is a quality name.

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick

GUELPH GOOD CONVENTION CHEER

We are just ready in time with something new in the Steel Range line. An illustration could not do it justice, so come to the Convention if you would see the finest yet in Steel Ranges. Of course, the

"Good Cheer"
Circle Waterpan
Furnace

will be there too—very much there, indeed, and, coming sure and soon, the ultimatum of every furnace purchaser will be

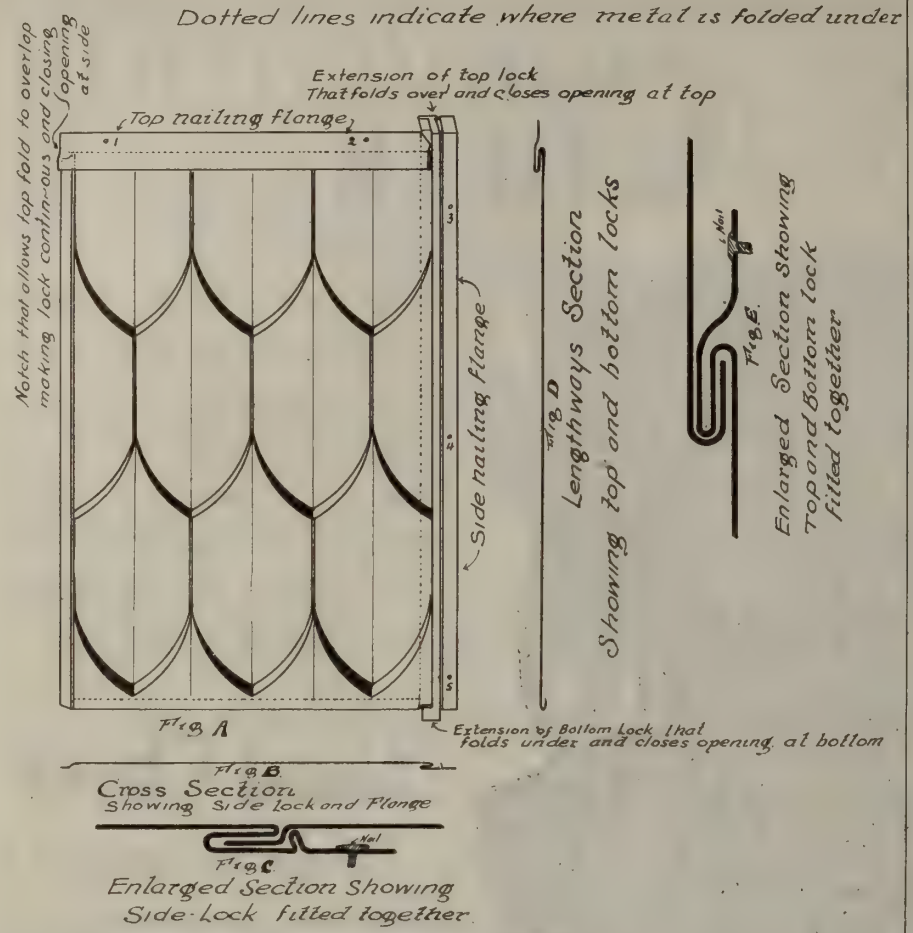
HUMIDITY OR NO SALE

and the "Good Cheer" is the only furnace which can qualify.

The James Stewart Manufacturing Co., Limited

WOODSTOCK - ONTARIO

WESTERN WAREHOUSE—156 LOMBARD ST., WINNIPEG, MAN.



PLAN & DETAILS of THE "GALT" SHINGLE.

The "GALT" Metal Shingle

BRINGS REPEAT ORDERS

Customers who have used it insist on having these shingles for their next roof.

It is therefore a desirable line for Hardware men to handle.

Get our catalogue, prices, and distributing literature.

The Galt Art Metal Co., Limited

GALT, ONTARIO

"ONE MINUTE" Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line

ONE MINUTE WASHER CO., - TORONTO

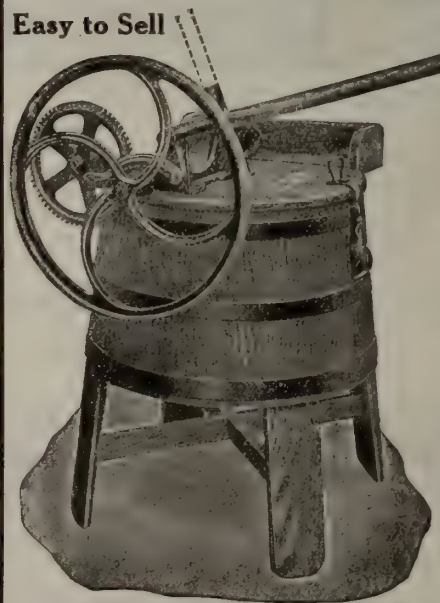
MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta

CANADA STOVE & FURNITURE CO., Montreal

"THERMO" The Washer

That makes the Washday Bright

Easy to Sell



Itsimprovedmotion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial. Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department, get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Agent), 19 Jarvis St., Toronto: MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.

Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited

Manufacturers of

Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

F	THE	F
O	*ONE*	O
R	BEST	R
D	BIT	D

YOU HAVE NO IDEA how rapidly and easily a **FORD** bores until you use one. You can accomplish twice as much work with it, and smoother, more accurate work as well.

Never tears or scrapes and positively will not clog. Its action is free and easy under every condition. Bores straight through knots and even a nail won't stop it.

We guarantee **FORD BITS** to do better work than any other Bit. They're made of the finest steel in the world—made so well they can't break.

Experienced electricians use and recommend them—all the leading jobbers sell them.

Send for descriptive circulars and free catalogue 8A.

Ford Auger Bit Co.
Holyoke, Mass.

PEASE FURNACE

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Our Motto is not "How Cheap" but "How Good" can we make it.

The result of practising this motto is our unblemished reputation for the last 36 years of producing the **best furnace in every way.**

"Ask the man who has one."

Write for a copy of our new illustrated catalogue.

Let our Heating Engineering Department help you **Free of Cost** on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
166

H. BOKER & CO.

"TREE BRAND"

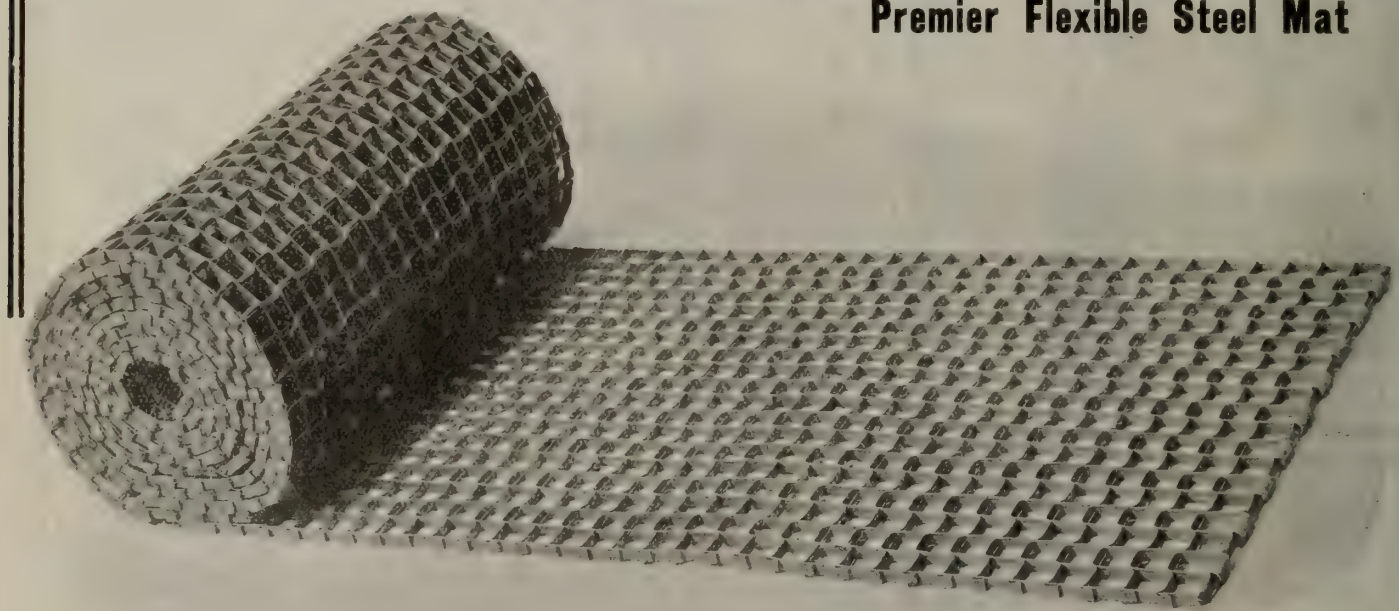
RAZORS AND POCKET CUTLERY

FINEST CONCAVED RAZOR

"RADIUM"

With adjustable guard, fits all Boker's Razors.
For sale by Leading Wholesale Hardware Houses.

Premier Flexible Steel Mat



is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat.
It is used in private homes, stores, schools, churches, hotels, offices and cars.
It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 ft. to 100 ft Special mats made to order on short notice.

The Schultz Manufacturing Co., Limited, HAMILTON, CANADA

Toronto Agent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

OUR
1912 Catalogue
and Price List
of
"Metallic"
Ceilings and Walls
is now ready for
distribution

IF YOU HAVE NOT RECEIVED A COPY SEND FOR ONE AT ONCE.

"Money in Metallic"?—of course there is. Let us prove it to you.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

(C75)

WHY A TYPEWRITER

Modern business methods insist that all business correspondence shall be typewritten.

Invoices and statements when typewritten secure more attention—prompter payments.

The typewriter saves time and work. Pen work is laborious.

Typewritten personal letters increase business.

MONARCH VISIBLE

WHY THE MONARCH

The full visibility of the work all of the time is an aid to the operator.

The common sense, complete appliances for all classes of work make typewriting easy.

All the very latest improvements.

Splendid durability.

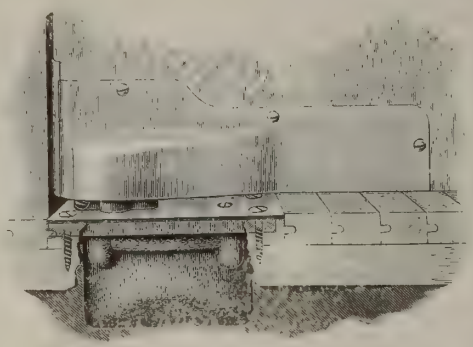
Terms to suit the purchaser.

The MONARCH TYPEWRITER COMPANY, Limited

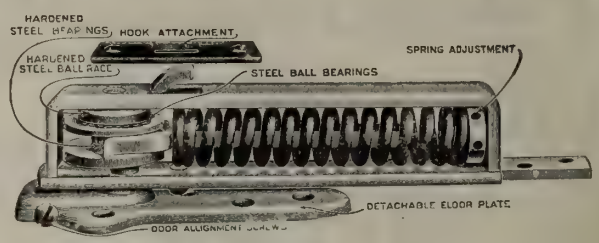
46 Adelaide Street West, Toronto

Branches: Montreal, Ottawa, London, Hamilton.

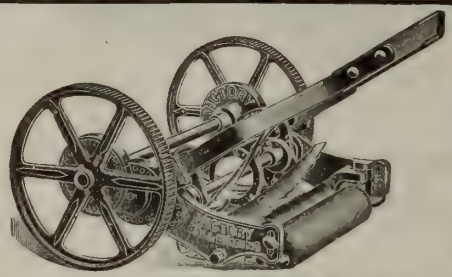
TWO OF THE BEST



"STANDARD" Double-Acting Spring Floor Hinges and "STANDARD" CHECKING HINGES for DOUBLE-ACTING DOORS.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

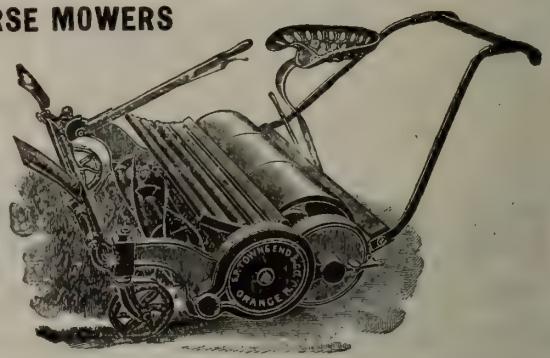


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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S. P. Townsend & Co.

ORANGE, N. J.

HARDWARE BUILDERS' **SPECIALISTS**

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.

22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

Write For The Wholesale Price

It is to Your Interest

This is an exceptional opportunity for any dealer to secure a high grade range made with your name on if you desire.

Our ranges are entirely different from other makes and are more effective and more economical in their service.

They are made in all styles, with mirrors, tiled backs, reservoir on either side if desired, and have other prominent features that make them winners.

WRITE, DON'T WAIT.

THE C. H. LePAGE CO., LIMITED

QUEBEC, CANADA

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

appeals to owners of buildings with large roof-surface as well as those of smaller buildings.

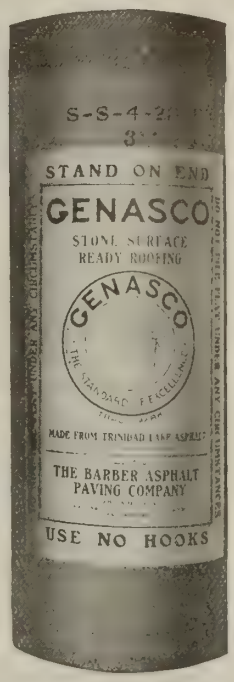
It is used on factories, warehouses, train-sheds, auditoriums, and similar buildings that take a lot of covering.

The natural asphalt makes Genasco last, and it is economical, both in first cost and last cost.

This means big orders for the alert dealer.

Are you getting your share of Genasco business?

Write us for full information; then order from your jobber.



THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

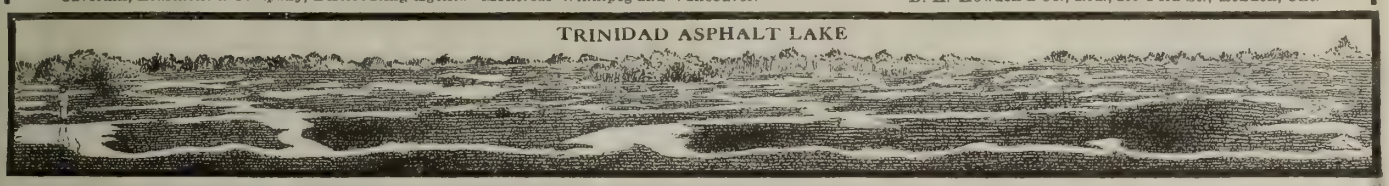
PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

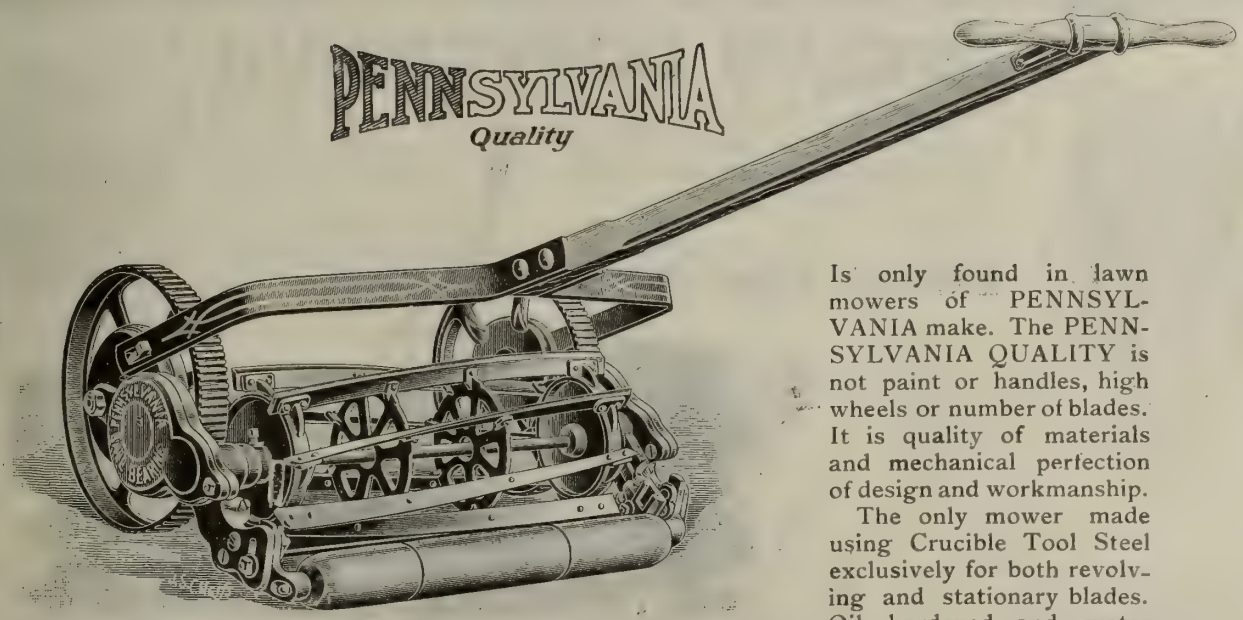
The Kant-leak Kleet, for smooth surface roofings makes their application easy and sure. Prevents nail leaks. Does away with cement.

Caverhill, Learmont & Company, Distributing Agents—Montreal Winnipeg and Vancouver. D. H. Howden & Co., Ltd., 200 York St., London, Ont.

TRINIDAD ASPHALT LAKE



PENNSYLVANIA *Quality*



Is only found in lawn mowers of PENNSYLVANIA make. The PENNSYLVANIA QUALITY is not paint or handles, high wheels or number of blades. It is quality of materials and mechanical perfection of design and workmanship.

The only mower made using Crucible Tool Steel exclusively for both revolving and stationary blades. Oil hardened and water tempered. Our own make of semi-malleable castings, light, but tough, made perfectly accurate by special machinery of our own design.

Write for catalog either to our jobbing Agencies as below or to

Canadian Jobbing Agents—
Quebec, Chinic Hardware Co.
Montreal, Caverhill-Learmont Co.
Ottawa, Thos. Birkett & Son Co., Ltd.
Toronto, H. S. Howland Sons.
Toronto, Rice-Lewis & Son, Ltd.
Hamilton, Wood-Vallance & Co.
Winnipeg, Wood-Vallance, Ltd.
Vancouver, Wood-Vallance & Legget, Ltd.

Supplee Hardware Company

PHILADELPHIA, PENNSYLVANIA

TRADE MARK

MAGNOLIA ANTIFRICTION METAL

TRADE MARK

METALLIC CONTACT

When a bearing is not lubricated, or the oil film has broken down and the shaft rests directly upon the bearing, they are in metallic contact.

It is a common occurrence for the weight of the shaft to squeeze out the oil film over night, and when the Engine is started up, heating and abrasion take place before the trouble is discovered. An ordinary bearing metal can be used successfully if kept thoroughly lubricated, but as this is difficult, unless the lubrication is forced, it is neither safe nor economical to use such metals. We recently published a letter showing that Magnolia Metal had been running on a motor drive head shaft for sixteen years, and for six years of that period it had not received a drop of lubrication. We also recently published a letter showing 50% saving in oil, because the engineer had been able to use his oil over and over again "until it was all used up" and everybody knows that filtered oils lose their lubricating qualities. We also published test made by the United States Government using **water** as a lubricant.

These letters and test, and many others, of similar character, go to show that Magnolia is largely independent of lubrication, and therefore is not liable to injury from scant or inferior lubrication and stands up where other bearing metals go down. The use of Magnolia will end your bearing troubles.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

Sold by leading dealers everywhere or by

MAGNOLIA METAL CO.

225 St. Ambroise St., MONTREAL

New York **Chicago**

GUELPH CONVENTION

NOISELESS

At number 25 Hardware Avenue we will show our Extensive, Original and distinctive lines of

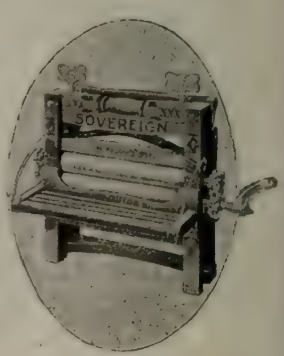
Household Labor Savers

The Line that is Known, Used and Sold Everywhere

FLYER

The Line That Has Made Good

VELOX (Seamless)



SOVEREIGN

Cummer-Dowswell, Limited, Hamilton, Ont.

"The Salesmanager" Tells us:—

That the way to make money is to **get out after business.**

In order make a real success we must get after business in the **right way.**

We all want to make more money. We can help **you** make more money by helping you sell **Preston Steel Ceilings and Sidewalls.**

"THE BEST IN FIFTY MILE AROUND"

Canvass all the merchants of your town and you will find several who need Preston Steel Ceilings.

Put a display of our goods in your windows; Show our Catalogues; Study why **Preston Steel Ceilings and Sidewalls** are better than plaster and better than any other make, why they will last longer and give greater protection.

Our Catalogue tells the tale.

Remember we give you real service and **We Help You Sell.**

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

COME TO PRESTON

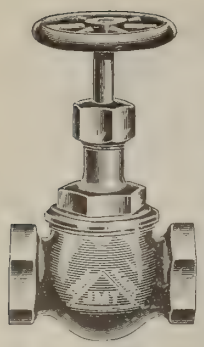
We want all of our good friends to come down and see us during Convention Week. The run will only take a short time and we can give you a mighty interesting day. The time table below will let you know just when you can leave there and when you can return. Bring your friends with you. We will take you all through our factory here and show you many interesting things.

Leave Guelph—Grand Trunk 10:50. Arrive Preston 11:18. Leave Preston 5:05, 9:20 p.m. Arrive Guelph 20 minutes later. Our office one block from depot at Preston.

C. Dolph

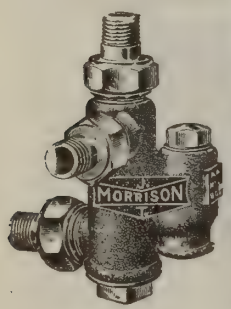
THE METAL SHINGLE & SIDING CO.

PRESTON, ONTARIO



J. M. T. Valves
High Grade only.
Built for durability.

J. M. T. Injector
Simple, efficient and fully guaranteed.
Thousands in use.



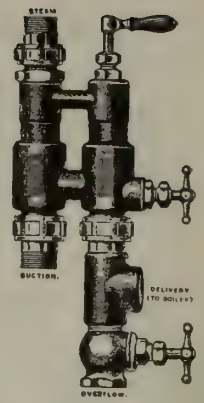
Iron and Brass Pipes and Fittings, Valves, Stop Cocks, Gauges, etc.

TRADE MARK J.M.T.

We make the largest variety in
ENGINEERS' BRASS AND IRON GOODS
STEAM GOODS
Steam Specialties
Water Supplies

THE JAS. MORRISON BRASS MFG. COMPANY LIMITED TORONTO, ONT.

Recording Gauges, Lubricators, Oil Cups, Steam Separators, etc.



Hancock Inspirator
Reliable and efficient.

Steam Gauges
Made in all styles and sizes.

Elite Cut Glass

ELITE

Means Perfection in Cut Glass

Perfection in Blanks and Perfection in Cutting. There are **no pressed Blanks used in our Factory.**

The accompanying Cut shows our Jewel Pattern, the best seller in the market to-day. Write for list of prices on the full line. Complete catalogue on request.

If you are interested in the process of Cutting High Grade Cut Glass, write for our Booklet "Cut Glass Facts."

Gowans, Kent & Co., Limited
Toronto

ONE DOZEN IN A BOX

We Aim to Retain the Good Appearance As Well As the Quality of

HERCULES HALTERS

We have for the last five years been endeavoring to improve the appearance of our Halters, and have, we believe, reached the acme of perfection. To retain this good appearance we are now going to protect them from dust, rough handling, etc., by shipping them in boxes which are especially made for the purpose. Our trade mark appears on each box.

If you are already selling Hercules you need no further introduction to the SATISFACTORY line. If you are already selling halters it will pay you to get acquainted with the SATISFACTORY line. If you have never sold Halters, why not start with "Hercules," the SATISFACTORY line?

To let you get acquainted we are willing to prepay the express on a set of samples. Why not write to-day?

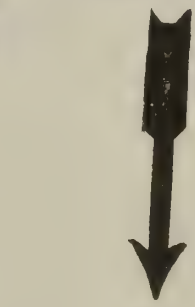
G. L. Griffith & Son

Melbourne, Ont.

Halters, Harness and Saddlery Specialties

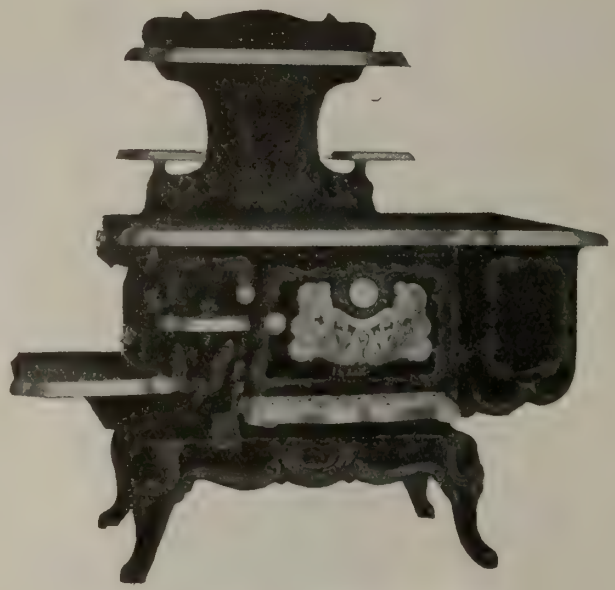
One of the "Hercules" Line

THE HALTER



ALL DOUBLE AND STITCHED

SQUARE OR FIVE RING



THE ART BANNER RANGE

To The Hardware Trade of Canada:

During the Convention every Hardware man that attends the Convention at Guelph should be interested in new and up-to-date stoves, etc. We invite you to call at our booth and inspect the various lines which we have to offer, and wish to draw your special attention to the following:—

THE BANNER CHIEFTAIN

This is an absolutely new, high grade steel range which is especially adapted for a rural trade, which demands an oven of large demensions, and a fire box which is proportioned according to the size of the range.

THE PERFECT BANNER

A new and up-to-date steel range, made in two sizes, with 16 and 18 inch ovens. This will be a popular range at a popular price.

THE ART BANNER

A modern high grade, six hole, cast iron range of plain though attractive design, with removable nickelled edges.

The Down Draft Furnace Co., Limited

Galt, Ontario, Canada

GRISWOLD
Aluminum Ware

This high-grade ware is solid throughout, having no joints, seams, rivets or solder to leak or give trouble.

Its finish is especially hard and will resist acids and alkalies.

It will conduct heat more rapidly than other metals and retain it longer.

This ware is very light and attractive—just the kind every housewife wants.

Griswold Waffle Irons

This is a waffle iron that is backed by a good reputation. Here are a few of the features that make it superior to other makes on the market.

EXTRA HEAVY PANS that insure well-baked waffles.

PATENT BALL LOCK JOINTED HINGE permits pans turning with ease.

IMPROVED WOOD HANDLES fitted into Air-cooled sockets prevent burnt fingers.

SPECIALLY DESIGNED RING catches every drop of grease or batter.

All frames are neatly japanned. Get our catalog.

THE
Griswold Mfg. Co.
ERIE, PA.

A Leap Year for

Hero Quality
OILERS

A Long Leap Forward—

Better than ever before

Mowing Machine Oilers

1½ inch opening—
"THE SMOOTH THREAD"
(Patented Process)

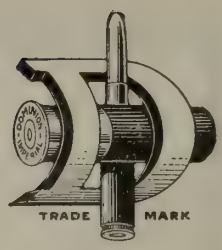
No. 1120	Best and Largest made to-day—Standard
1100	Standard Tin
1130	Body and Bottom one piece
1140	Standard Copper
1150	Brass Hoop and Screw
1160	Distinctive Style

No. 1130
"The Spring That Won't Come Out."

AND MANY OTHERS

THE HERO MFG. CO.
PHILADELPHIA, PA.

FOR BIG GAME



DOMINION
RIFLE AND REVOLVER
CARTRIDGES

Cartridges for every variety of game and any make of firearm. Recommended by expert marksmen for target shooting, and by experienced guides and sportsmen for all kinds of hunting.

GAME GETTING, BULL'S-EYE KIND

You will make no mistake in buying Canadian-made ammunition, as it is absolutely guaranteed to you as equal in every respect to any manufactured.

High, uniform velocity, flat trajectory and close grouping of shots, combined with its absolute dependability and the economical less-duty price, make a combination you can't beat.

Shoot a box and prove our guarantee. **HITS HARD AND KILLS.**

Catalogue sent free upon request.

DOMINION CARTRIDGE CO., Limited

MONTREAL, CANADA.

REMINGTON UMC
TRADE MARK

RIFLE AND PISTOL CARTRIDGES
FOR ONE-SHOT KILLS

For small game, big game, target or protection in any make of gun under all weather conditions.

The uniform ignition due to the perfection of the famous Remington-UMC primer, makes for sure fire, accuracy and penetration.

In Remington-UMC big game cartridges, perfect combustion, accurate gauging, guarantee uniform flight in long range shots.

Order now through your jobber.

Our extensive advertising insures your sales.

Remington-UMC THE PERFECT SHOOTING COMBINATION.

Remington Arms-Union Metallic Cartridge Co.

299 Broadway **New York City**

Guelph City Hall and Winter Fair Building, Where the Convention will be Held—No. 1 Marks the Entrance to the City Hall—No. 2 is the Winter Fair Building.

Convention Arrangements Completed

Details Which Should be Noted by All Who Intend to Take in the Convention at Guelph—A List of the Exhibitors—Committees Appointed to Take Charge of Each Phase of the Work.

Everything is in readiness for the Seventh Annual Convention of the Ontario Retail Hardware and Stove Dealers' Association, which opens at Guelph on Monday, February 19, continues until Friday. Monday will be devoted to executive meetings and to the work of getting the exhibits in shape. The first session of the convention proper will take place on Tuesday afternoon.

The programme of the convention has been arranged as follows:

Tuesday afternoon, at 2.30—opening session.

Tuesday night—Smoker and concert in the City Hall.

Wednesday afternoon — Convention session and open discussion on "Retail Salesmanship," in which manufacturers, jobbers and travelers will join.

Wednesday night — Question Box Session.

Thursday afternoon—Business session with election of officers and consideration of reports.

Thursday night — Progressive euchre party, with one hundred tables and one hundred prizes.

Tuesday, Wednesday, Thursday and Friday mornings the exhibition will be open to the hardwaremen only. The hall will be thrown open to the public on Wednesday night and Thursday afternoon.

A Civic Luncheon.

It has been intimated that the city of Guelph will take some steps to entertain the visitors. Although nothing definite has been heard, it will probably take the form of a civic luncheon. The arrangements for the same are in the hands of Mayor Thorp.

The Smoker.

The smoker on Tuesday night will be in charge of a committee consisting of J. S. Weichel, Elmira; W. J. Carter, Picton; Geo. Ecclestone, Bracebridge; A. Gingerich, Woodstock; and D. B. Westwood, Toronto.

The planning of the programme has been left in their hands. It is intended to make the smoker an informal affair, so that the members will have a chance to get acquainted with one another.

"At Home" Committee.

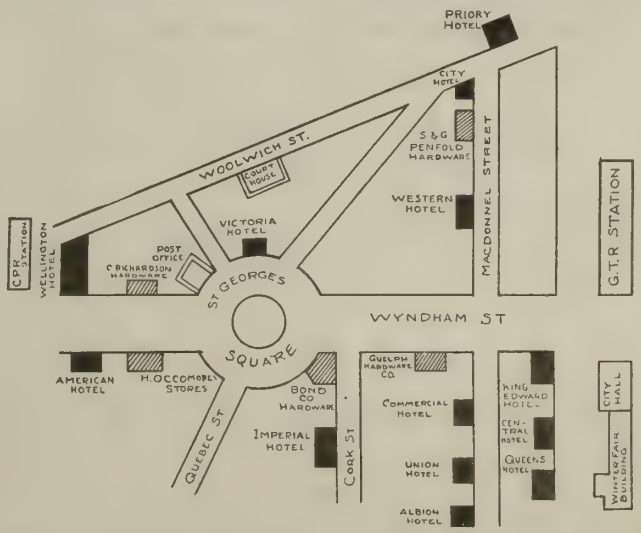
The committee in charge of arrangements for the progressive euchre party on Thursday night is headed by T. A. Keatinge, of the Bond Hardware Co., associated with him are E. Brockelbank, Arthur; W. J. Bell, Beeton; W. T. Earle, Oneida Community, Niagara Falls; Geo. M. Allan, Carborundum Co., Niagara Falls; J. S. Conover, Martin-Senour Co., Toronto; Hub Penfold, Guelph.

The Open Meeting.

A committee has been appointed to arrange for the open discussion on Wednesday afternoon on "Retail Salesmanship." A. A. Bittues, Gillette Safety Razor Co., is chairman and associated with him are T. Wright, H. S. Howland, Sons & Co.; E. Holt Gurney, Gurney Foundry Co.; C. F. Smallpiece, Taylor-Forbes Co.; Milton Bergey, Lowe Bros.

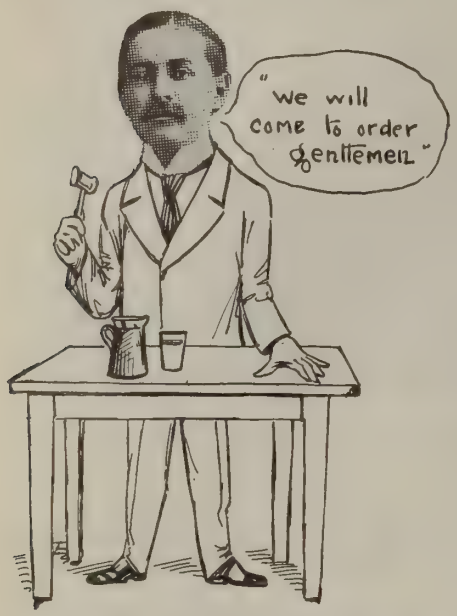
Could Not Come.

It is not yet certain what will be done in the matter of a window dressing feature. The contest inaugurated at Peterboro was found impracticable this year and an effort was made to secure W. J.



Plan of Business Section of Guelph, Which will be of Assistance to Visitors.

A Few of the Men You Will Meet at the Guelph Convention



President Chown will Preside over the Meetings and can be Depended upon to Keep Things Moving.

If There Isn't Hard Ice at Guelph, D. A. Macnab will be Disappointed. He's a Devotee of the Roarin' Game.

J. W. Peaccok Audits the Books of the Association.

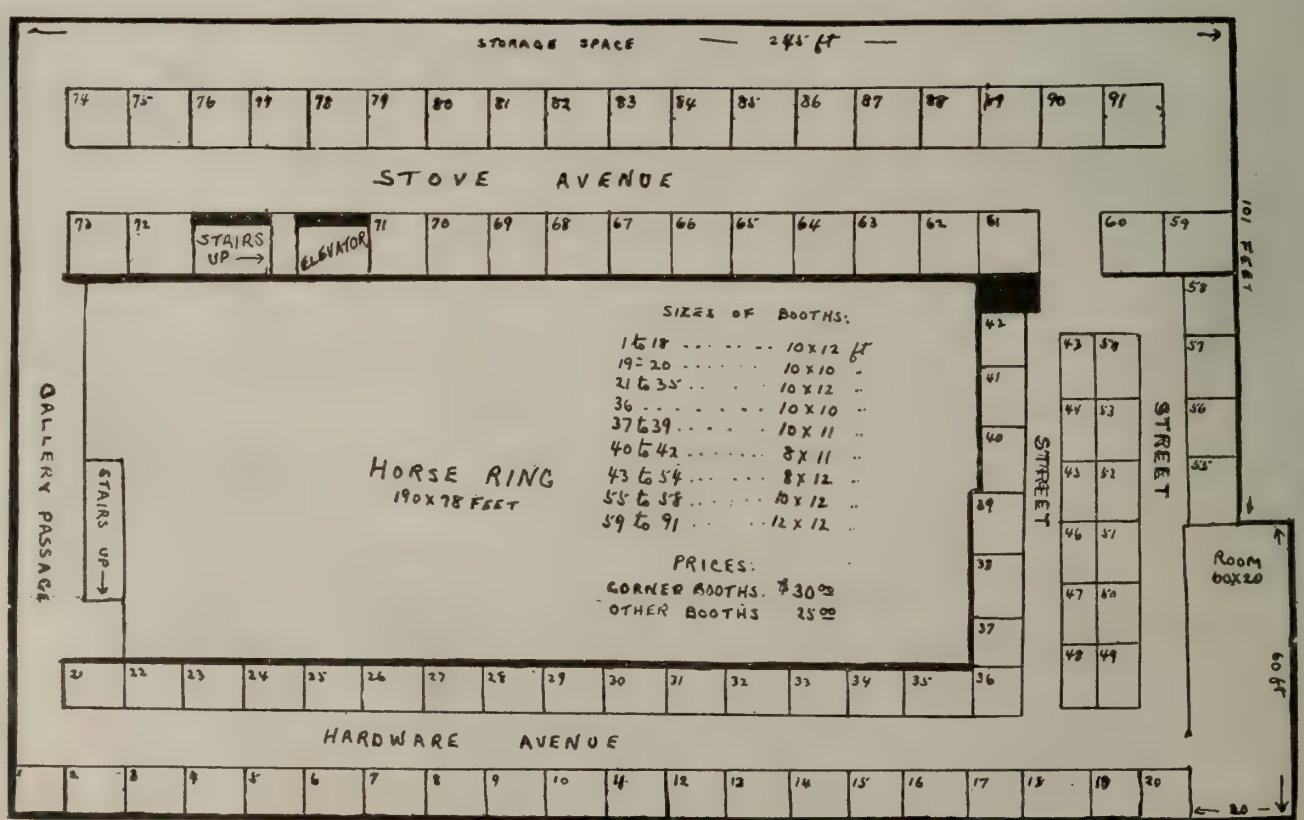
Illsey, of Winnipeg, to give a series of demonstrations on window display work. Mr. Illsey has been unable to accept the invitation.

A committee has been appointed to confer with Mr. Black of the Bond Hardware Co., Guelph, and make, if possible, arrangements for some window displays or demonstrations. The committee consists of Messrs. Whitton, of Bracebridge; Flintcroft, of Stanley Mills & Co., Hamilton, and Geo. Mathewson, of Toronto.

The Question Box.

The Question Box section will again be a feature of the convention. A committee has been placed in charge of this work with Ed. Wanless, of Chatham, in charge. Associated with him will be Wm. Magladery, of New Liskeard, F. E. Hendershott, Mount Forest, D. Chalmers, Palmerston; J. W. Zavitz, Wallaceburg; James Macgregor, Caledonia, and A. R. Dundas, Cobourg.

Mr. Wanless will act as chairman. He is a progressive hardwareman and can



Plan of Manufacturers' Exhibit, Showing the Spaces Alloted.

Portraits From the Gallery of Hardware Notables

Harry Occomore will be there with the Glad Hand.

John Caslor Guarding the Association Gold—Members with Fees to Pay may not Recognize the Worthy Treasurer now that He has Shaved off His Moustache.

Would a Hardware Convention be Complete Without Fred C. Lariviere? We Trow Not.

be relied upon to keep the discussions going.

Parcel Post Discussion.

It is anticipated that the most important phase of the proceedings will be the discussion on "Parcels Post." The debate may be enlivened by the presence of a number of the hardwaremen who have been elected to seats in the House of Commons and Ontario legislature. Invitations have been extended to all and replies have been received from practically all stating that they would like to attend and would undoubtedly make an effort to be on hand. No definite assurance has been received in any case, however.

The presence of Hon. Frank Cochrane and Hon. Mr. Kemp, members of the Canadian government was particularly desired. It is not likely that Hon. Mr. Cochrane will be able to get away on account of his heavy departmental duties. It is hoped, however, that Hon. Mr. Kemp will find it possible to attend for a day. Others who may be on hand are Mr. Weichel, member for Waterloo, Mr. Blain, of Peel, and Mr. Marshall, of Monck, Provincial House.

The question of hotel accommodation will not prove as difficult as it was at first feared it might. There are thirteen hotels in the city with accommodation for as many as five hundred people. The Wellington and King Edward charge from $2 to $2.50 per day and the rate is $1.50 in the following houses: Commercial, Victoria, Priory, City, Queen's, Central, Union, Albion, American, Western, Imperial.

The Railroad Rate.

All railroads have granted a single fare rate on the convention certificate plan from points as far west as Fort William and all eastern Ontario, Quebec and the Maritime provinces. Tickets will be good going from February 15 to 21 and returning up to February 27 inclusive.

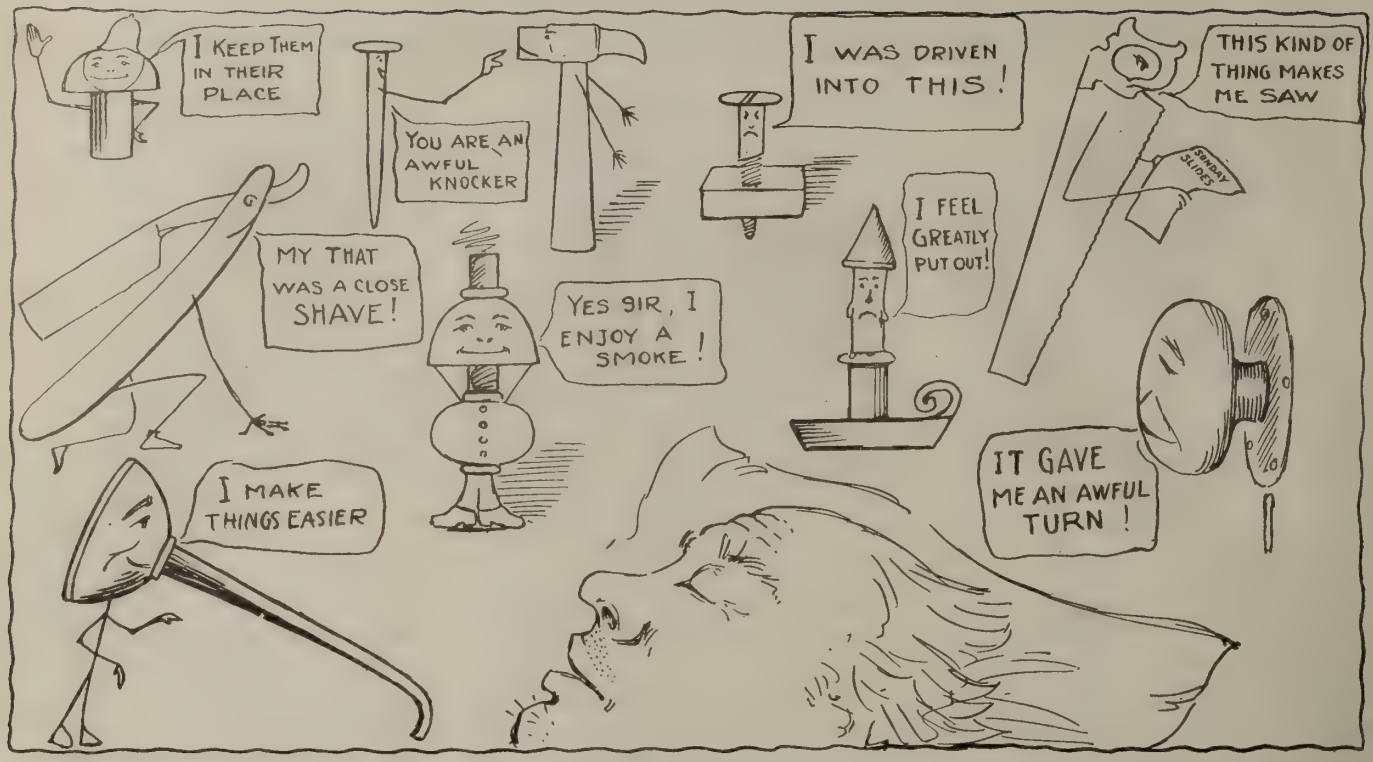
A point to be borne in mind is that a certificate should be obtained on buying the ticket.

The Manufacturers' Exhibit

The spaces in the manufacturers' exhibit have been pretty well taken up.

The exhibitors are as follows:—

1-4—Taylor-Forbes Co., Guelph.
5—F. W. Bird & Son, Hamilton.
6—Ohio Varnish Co., Cleveland.
7—Dominion Register Co., Toronto.
8—J. Wiss & Son, Newark, N.J.
9—E. C. Atkins & Co., Hamilton.
10—Pinchin-Johnson Co., Toronto.
11—Pratt and Lambert, Bridgeburg.
12—H. W. Johns-Manville Co., Toronto.
13——National Equipment Co., Toronto.
14.—Dominion Roofing Co., Toronto.
15—Benj. Moore Co., West Toronto.
16.—Gendron Manufacturing Co., Toronto.
17—Standard Paint Co. of Canada. Montreal.
18—Tobin Arms Canufacturing Co., Woodstock.
21—Oneida Community, Ltd., Niagara Falls.
23—International Varnish Co., Toronto.
24—Page Wire Fence Co., Walkerville.
25—Cummer-Dowswell, Ltd., Hamilton.
26—S. F. Bowser & Co., Toronto.
27—Imperial Varnish and Color Co., Toronto.
28—Boeckh Bros., Toronto.
29—Martin-Senour Co., Montreal.
31—Stanley Rule and Level Co., New Britain, Conn.
32—Glidden Varnish Co., Toronto.
33—Brantford Roofing Co.
34—D. Maxwell & Sons, St. Marys.
36—Yale & Towne Co., New York.
38—Aspinwall Manufacturing Co., Guelph.
39—Parker and Whyte, Winnipeg.
40—One-Minute Washer Co.
41—Success Manufacturing Co., Gloucester, Mass.
43—Dover Manufacturing Co., Canal Dover.
46—W. C. Crawford Co., Tilbury.
47—Pike Manufacturing Co., Pike, N. H.
48—Gillette Safety Razor Co., Montreal.
49—Lufkin Rule Co., Saginaw.
50—Canadian Carbon Co., Toronto.
53—Sovereen Mitt and Glove Co., Toronto.
54—Brandram-Henderson, Ltd., Montreal.
55—Carborundum Co., Niagara Falls.
56—Buffalo Sled Co., North Tonawanda.
57—Ontario Lantern and Lamp Co.
59—Lowe Bros., Toronto.
61—Onward Manufacturing Co., Berlin.
62—Gutta Percha and Rubber Manufacturing Co., Toronto.
63—Steel Trough and Machine Co., Tweed.
64—Down Draft Furnace Co., Galt.
65—Canadian Heating and Ventilating Co., Owen Sound.
66—Wondershine Ltd., Toronto.
68—D. Moore Co., Hamilton.
70—Dunlop Tire and Rubber Goods Co., Toronto.



The Kind of Dreams that Haunt Members of the O. R. H. and S. D. A. Members Nowadays.

71—Stratford Manufacturing Co., Stratford.
71½—Gurney Foundry Co., Toronto.
72—Steel Co. of Canada.
73—Louden Manufacturing Co., Guelph.
74—Wm. Buck Stove Co., Brantford.
75—Gilson Manufacturing Co., Guelph.
76—Imperial Steel and Wire Co., Collingwood.
77—Queen City Oil Co., Toronto.
79—Burrow, Stewart & Milne, Hamilton.
80—Northern Aluminum Co., Toronto.
81—Clare Bros., Preston.
83—Sanderson Harold Co., Paris.
84—Moffat Stove Co., Weston.
86—Harriston Stove Co., Harriston.
87—James Stewart Manufacturing Co., Woodstock.
88—J. H. Connor and Son, Ottawa.
89—Hall Zryd Foundry Co., Hespeler.
90—McClary Manufacturing Co., London.

A separate room has been also thrown into exhibit spaces and the firms showing are the Walker Bin and Store Fixture Co., Berlin; Ontario Desk and Supply Co., Elmira; National Cash Register Co., Monarch Typewriter Co.

There is also a Galt section made up of the following firms:

Shurly-Dietrich Co.
Allan Hills Edge Tool Co.
Canadian Brass Co.
Potato Machinery Co.
Galt Robe Co.
Goldie and McCulloch.
Galt Art Metal Co.
Kaiting Washing Machine Co.

Arrangements Completed in Guelph

By H. Occomore, 2nd Vice-president.

GUELPH, Feb. 12.—At time of writing, one week before the opening of the convention, arrangements have been pretty well perfected. The Winter Fair building is beginning to take on a different look. The carpenters are busy erecting the booths and the work of decoration has already been commenced. It is expected that everything will be in A1 shape by Friday of this week. Heat will be in the building by that time and everything will be ready for the exhibitors to go in. It is hoped to have all the exhibits complete by Monday night.

The Housing Problem.

The city will be found quite capable of looking after all the visitors during exhibition week. We have become accustomed to the task of housing large crowds here in Guelph. Every year during Winter Fair, thousands are accommodated and we have reduced things pretty well to a science.

The hotels will handle a large proportion of the visitors. Those who cannot get rooms there will be accommodated in private homes. A billeting bureau will be established in the city hall, probably, in charge of Industrial Commissioner Macdonald. He will have a list of fifty or more houses where it will be possible to secure rooms. Visitors applying there will be promptly attended to and will be escorted to their quarters by messengers provided by the city. The hardwaremen need not fear that they will have any difficulty in getting their meals. We have fed as many as four thousand hungry farmers in a day.

Reception Committee.

A strong reception committee has been appointed as follows: J. R. Hambly, Barrie, (chairman); D. Brocklebank, Arthur; D. Cinnamon, Lindsay; W. J. Scott, Toronto; F. C. Lariviere, Montreal; Mayor Thorp, Guelph; Ald. Carter and Occomore, J. M. Taylor, of the Taylor-Forbes Co.; James Millar, of the Bond Hardware Co. In addition, Mayor Thorp has been asked to add the names of any other civic officials who can meet the trains and in any way assist the visitors in getting to their hotels.

The officers of the other retail and jobbers' associations will be honorary guests.

An address of welcome will be delivered at the opening session by Mayor Thorp on behalf of the city.

In conclusion, it may be said that, as far as the exhibition and the social side of the convention are concerned, the success of the event is assured. But the other half—the convention proper—which, by the way, is the more important—will depend very largely on the members themselves. It will be absolutely necessary for the members to come prepared to take a deep interest.

Work of The Past Year: Some Questions Now Pending.

The Parcels Post Problem Has Been Given Consideration by the Officers—an Effort Made to Effect Amendment to Weights and Measures Act—Some Presidential Advice.

By R. C. Chown, President.

The past year has been a most prosperous one. I trust that my fellow hardwaremen have shared liberally in the prosperity that has been so noticeably in evidence.

The selling of hardware, with the many kindred lines which have been added from time to time, is not what it was twenty-five or thirty years ago. In former years we had little other than local competition to contend with and could get along with short lines; whereas to-day, we encounter such heavy and often unfair competition that, to carry on business with success, requires the exercise of all the shrewdness and resource that we can summon to our aid. It necessitates adding to our stock every other line consistent with good conservative merchandising. Many profitable lines have come to the front of late years, which many hardwaremen have, unfortunately, failed to recognize or stock. Their obtuseness leads to the abandonment of these lines to outside competition or to such as carry the goods.

Don't get into a rut and permit your competitors to prescribe your prices and methods of doing business. Specialize; be original Give your business an intense individuality which will attract attention as surely and as successfully as extensive advertising. May the suggestion be advanced that membership in the O.R.H. & S.D.A. will help toward the accomplishment of this end? You can learn at convention much about the new goods on the market and their selling points.

The object of all association work is to prove of constructive, protective and educative good to the members. It is constructive in securing beneficial legislation. It is protective in defeating adverse legislation, which would seriously handicap the membership. It is educational in the fact that it brings men together for the exchange of new ideas and the discussion of new methods.

Trade associations are organizations of business men, banded together, not in restraint of trade, but rather to stimulate and better trade relations. We might possibly be termed the mediators between the farmer, the manufacturer and the jobber. We are the timekeepers of material progress.

Our associate members, the commercial travelers, have been of great assist-

President. R. C. Chown.

ance to us in building up our membership.

Parcels Post Problem.

One of the most important questions before the executive this year, and still before us, for that matter, is the parcels post problem.

We feel that should legislation ever be passed making parcels post operative in Canada, it would prove the ruination of the country store-keeper and the retail merchant in all lines. It behooves us, therefore, to plan some definite action to fight the proposition. We should begin at once by writing the members of Parliament and the Senate, expressing our stern opposition and asking their support.

We have been in communication with a number of our representatives, and are pleased to report that they have pledged their support to our cause. One of our members in the House of Commons has suggested that we ask the Government to take over the express companies, the idea being that this would remove any necessity for the establishment of a parcels post.

Fighting for Amendment.

We have also been fighting to secure an amendment to the Weights and Measures Act, whereby the charge of re-inspection of scales and measures will be borne by the public, instead of the individual. At present, the Government inspector makes a town every two years, inspects all scales and charges the same up to the dealer. It is as much in the interests of the consumer as the dealers to have these weights and measures right, and we are of the opinion that the Government should stand the expense.

Both of these questions should be threshed out on the floor of the convention. They are of vital importance, and we should voice our opinions openly and forcibly.

Just a word as to the manufacturers' exhibit. It will pay our members to look over these exhibits carefully and learn all they can about the goods which are on display. This will enable them to more intelligently pass on the ideas thus obtained to the consumer. The ability to explain the use of an article is one of the strongest factors in salesmanship.

The one important feature at the convention, above all others, is the Question Box. Its purpose is to assist the individual retailer to conduct a better business, to make a better profit and, incidentally, become bigger men. Here we have men in the same line, with the same or very similar problems, with the same or similar experiences, the same

A Parcels Post Juggernaut.—From the Montgomery (Ala.) Advertiser.

customers, similar places of business, meeting together on a common ground for the good of all and the individual good of each. The recital of experiences, problems, plans and ideas of our fellow merchants has given some of us many valuable pointers. We can get ideas to improve our store service, which enable us to look after the many details which arise with comparative ease.

What Lies In the Future? Some Points to be Considered.

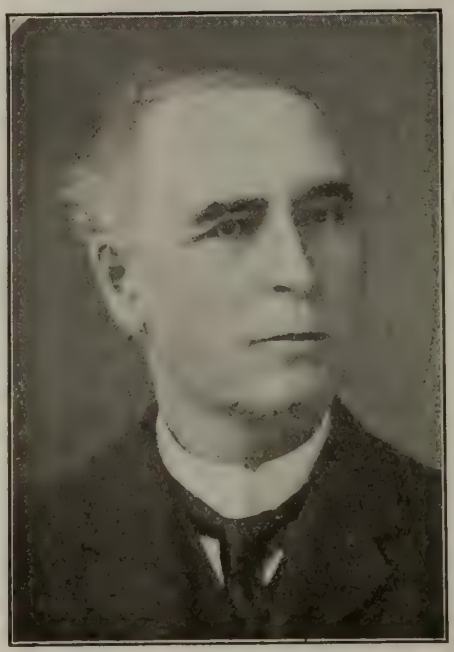
Officer Urges That the Members Must Take a More Practical Interest in the Work—More Discussion in Meetings is Needed—Suggested that Committee be Appointed to go Into Question of Place of Meeting.

By M. S. Madole, First Vice-President.

Before attempting to analyze what lies in the future for the Association, it would be well to cast a retrospective glance over what has been done in the past. When we review the work of the Association, its teachings and its workings, it becomes apparent that good has been accomplished. The members, however, have not put themselves to work and got the very best out of it that it would seem possible to obtain. Still, interest has been growing. If we review the several conventions that have been held, we realize that there has been an advance shown in respect to the interest taken. For instance, the last convention at Peterboro showed a marked advance over the preceding one in regard to the manufacturers' exhibit. The display made by the manufacturers and wholesalers was as fine a collection as anyone might desir and it was generally conceded that, as an education to the retail dealer, it stood without a rival at any of the national exhibitions.

Now as to the future of the Association, it appears to the writer that if success is to be won the members must take a "practical" interest. They must endeavor to secure information at the conventions which they can use in their business afterward and to make these yearly gatherings a clearing house of ideas. Mutual assistance is the real object of such gatherings. The members will not continue to take an interest in the work of the Association unless they find that they have reaped real tangible benefits from their connection with that body.

In my opinion there has not been enough interest taken in the business sessions of the Association. What the writer would like to see would be the meetings opened on time with full attendances. Interest should be taken at every step and the resolutions should be discussed freely and at length. It is in this way only that we can get the fullest good. It is by debating questions affecting the hardwareman from a financial basis that the members can learn and benefit by the experience of others, applying what they have heard later in the management of their own concerns. I would like to see the sessions in future characterized by full discussions of every point that arises which may be in any respect contentious. The members should not be afraid



First Vice-President Madole.

"to speak out in meeting." I would like to see each member come to the convention ready to take part in the discussions and prepared with suggestions. That is the proper spirit. May we all catch it in the future.

Keep Interest Up.

In dealing with the future, I also would like to suggest that the interest of the members should not be centred exclusively in the convention. After the big yearly event is over, we should not forget all about the Association until the next year. Association work should be kept up the whole year around. Questions affecting the trade should not be left over until convention. They should be dealt with, as far as possible, when they arise. The Association should be recognized as a "force" in dealing with questions which threaten to adversely affect the trade. We should endeavor in the future to maintain the interest of the members from convention to convention without permitting it to lag in any respect.

The Place of Meeting.

Another consideration looms large in speaking of the future. Where should the conventions be held? This is a matter of paramount importance. It is frequently said that our members do not care to attend when they have to travel too long a distance. In fact, this has been shown and the more central the place—for all concerned—the more successful the Association will be. When the convention is held in the West, our Eastern members do not enthuse. We can hardly afford to have more than one convention for all Ontario, so we must consider our members in New Ontario, and in the northern and eastern sections of the province. This question should be taken up at the convention in Guelph.

In this connection I have a suggestion to make. Would it not be a good idea to appoint a committee say of three or five, giving each part of the province due representation, to take up this matter thoroughly? The committee could go into the question of distances and endeavor to devise some means of meeting the difficulty and finding some way to prevent the hardships frequently entailed on members living in certain sections. The members in the districts I have indicated are enthusiastic and should be encouraged in every possible manner.

Finally, permit me to say that the officers of the Association hope that every hardwareman in Ontario will show personal interest in the work by attending the convention at Guelph. We trust that the attendance will be large and that the whole convention will be a success. All indications point that way. The Exhibition promises to surpass that of last year, both as to number of exhibits and quality.

Not only come yourself but see that your neighbor comes. When you do come, be prepared to take part in the discussions. I cannot forbear from urging this point again, so important is it, in my mind.

Come prepared to reap practical benefits and to help benefit others.

Convention Notes.

An invitation to attend has been extended to Col. J. B. MacLean, publisher of Hardware and Metal, who was made a life member at last year's convention.

Would it not be a good idea to have a register so that all members could sign? The lack of this has been felt at conventions in the past.

J. M. Taylor, of the Taylor-Forbes Co., cannot be present in the city during convention week and will, therefore, not be able to act on the reception committee.

Guelph : Its People, Profits and Prospects

A Few Remarks Which go to Explain Why the Tax-gatherer May Some Day be Abolished in Guelph—Public Ownership, a Success There, the Authorities Having Developed the Midas Touch—Something About the People.

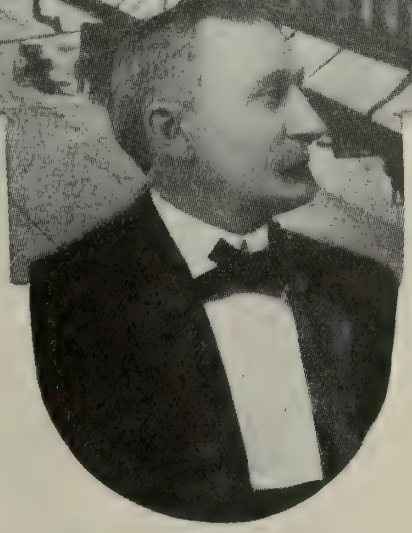
The Main Business Street of Guelph and St. George's Square, Hub of the Municipal Street Car Service.

Guelph is an interesting city to visit at any time, even when it lacks the attraction of a hardware convention.

It is pretty, quaint and solid. The first impression that strikes you on dropping off your train is the stability of the store buildings on every side. They appear to have stood there for half a century or more. Most of them have. They seldom have fires in the Royal City, and until a few years ago, an amateur fire brigade was all the city could boast. Just here it might be mentioned that they still have only four policemen in this city of orderly, law-abiding Scotchmen.

It is just possible that they may awaken during the hardware convention to the fact that their police force is uncommon small. But this is a digression.

The outstanding feature about Guelph is the fact that its citizens are ardent



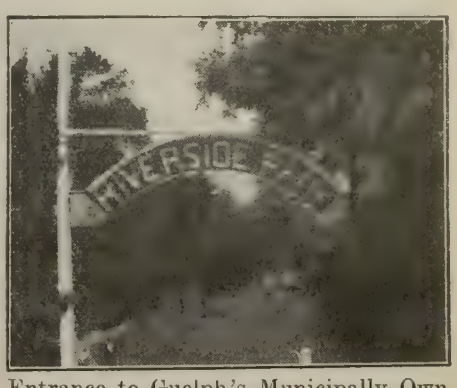
Mayor Thorp of Guelph.

advocates of public ownership. There are some dissenters, but they constitute an insignificant minority. This is accounted for by the fact that Guelph owns about everything in the way of public utilities that it can lay its hands on and is making money on them all. Guelph has found what alchemists of old sought in vain—the Philosopher's stone. Everything the city touches turns, literally speaking, into gold. The men who direct these utilities seem to have acquired the Midas touch.

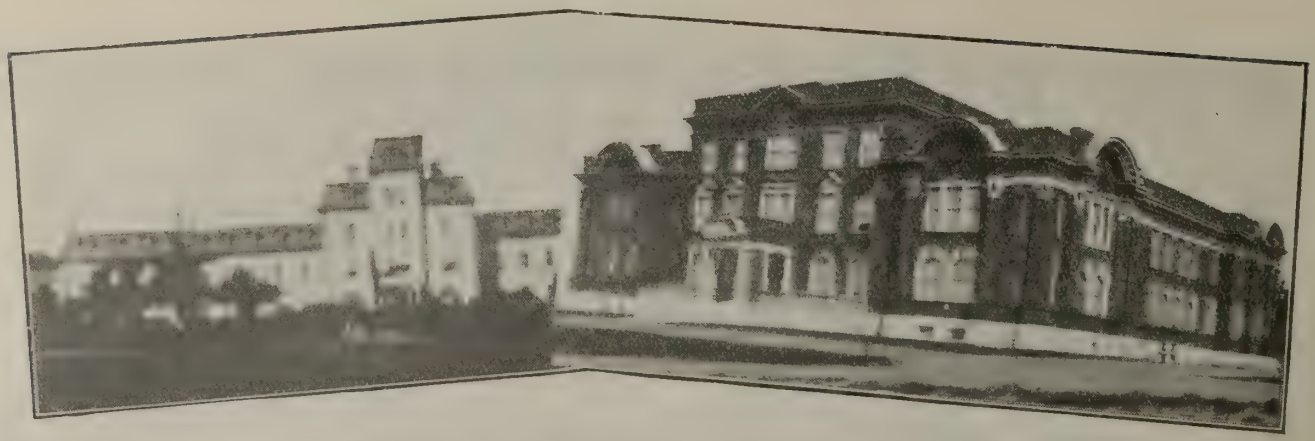
Guelph owns her street railway system, electric light and gas plant, waterworks system, a sixteen-mile stretch of rail called the Guelph Junction Ry., which links up the G. & G. with the C.P.R., several pleasure parks and a municipal skating rink. Everything is on a strictly paying basis. The receipts have enabled Guelph to keep the civic tax rate lower than that of other cities; in fact, the rate was put down to fourteen mills a couple of years ago and it was freely predicted then that if the civic administrators, like the wheels of the gods, ground "exceeding small," it would be possible to keep on reducing the rate. It transpired, however, that the desire to run had come before the power to walk. The rate had been reduced too low and the following year a higher figure was fixed. The setback was purely temporary, however.

There are many who believe that the future will see the profits on the various public utilities grow to such an extent that the revenue will counterbalance the expense of municipal management; in other words, that the time will come when the worthy citizens will not have to foot tax bills. They are weaving dreams of the day "when tax gatherers cease from troubling," of an Utopian era in the not far distant future when the chronic kicker and civic iconoclast

County Court House and Gaol.



Entrance to Guelph's Municipally Owned and Operated Pleasure Park.



Guelph is an Educational Centre—To the Left is seen the Main Building of the Agricultural College—To the Right Macdonald Institute.

will have to find some other vent for their spleen than the civic tax rate.

This may or may not come to pass. We are not convinced that it would be entirely a good thing for taxes to be removed, pleasant though that prospect may seem. Everybody would be moving to Guelph for one thing. It must be admitted, however, that the future holds out a rosy promise for the citizens of the Royal City. It is not mere extravagant optimism bred of temporary success, that impels Guelphites to look forward to a gradual improvement of their financial status; they have the figures to prove it.

The Guelph Junction Railway.

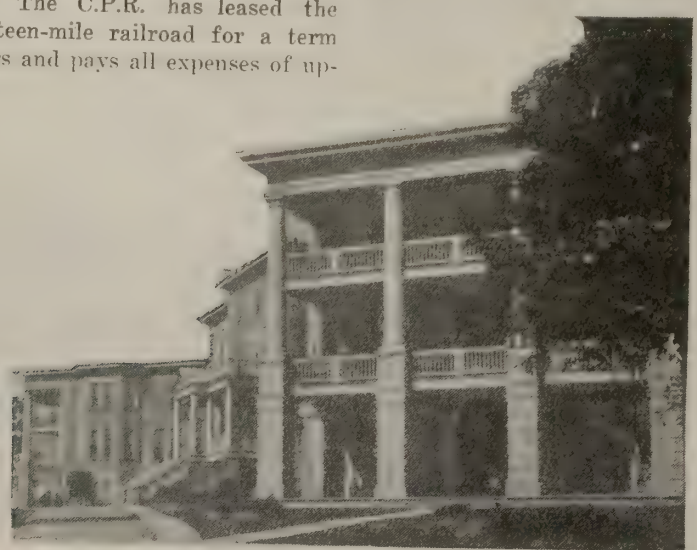
In the first place, look at the asset the city has in the Guelph Junction Railway. Sixteen miles of road connecting the C.P.R. with the Guelph and Goderich, a recent addition to the C.P.R. network of lines. Goderich is the terminus of the G. & G. and the point which connects rail and water on the most direct route for the shipment of wheat from the North-west. Every car of wheat shipped that way must pass over the Guelph Junction. The C.P.R. has leased the city's sixteen-mile railroad for a term of 99 years and pays all expenses of upkeep, the city getting 40 per cent. of the gross revenue. After the interest on the original investment is accounted for, the city has a tolerably comfortable margin of profit—and the margin is getting bigger every year.

The Church of Our Lady, Guelph.

Then there is the street railway. It began as a private enterprise, but seemed doomed to failure from the very start. The owner—a public-spirited citizen—sank a fortune in the road before the city took it over and established a board of commissioners to look after it. The road looked like a colossal white elephant. For some time it did not pay but the commissioners had the satisfaction of reducing the losses each year. About four years ago they were able to triumphantly demonstrate that receipts had pulled ahead of expenses and from that time on the yearly balance has gradually increased. It will soon be paying a neat profit.

The commissioners have built a pleasure park at one end of the line to coax traffic, in summer, and a skating rink at the other end to perform a like service in winter. One of their latest moves is the building of a line through a new industrial section and they have beaten Toronto to the pay-as-you-enter system.

The Light and Heat Commissioners and the Waterworks board report surpluses with pleasing regularity, but the benefit will be reaped by the users. If the profits increase, the light and water rates will probably be put down, not the tax rate.



A View of the Homewood Sanitarium, Guelph.

Something About the City.

But enough of this theme. Guelph has other interesting features to present. It

The Historic Priory Building, First House Erected in Guelph, and for Years Used as Station for Guelph's Municipally Owned Railroad.

is a city of ups and downs. If you are not toiling up hill, you are certain to be moiling down. On the brow of one of the steepest hills is the Church of Our Lady, one of the most handsome edifices in Western Ontario. Just outside the city on top of another hill is the Agricultural College and Macdonald Hall. The Homewood Sanitarium is reached by climbing a third hill situated at the other extreme. That is a characteristic of Guelph; you have to climb a hill in order to reach anything interesting. But it is always worth while when you get there.

The Agricultural College and Model Farm are well worth a visit. If one has failed to realize the fact that farming is a science, which can be governed by rules and formulas just as much as mathematics, a visit to these institutions of learning will prove absolutely convincing. No hardwareman should neglect, by the way, to visit the Agricultural College.

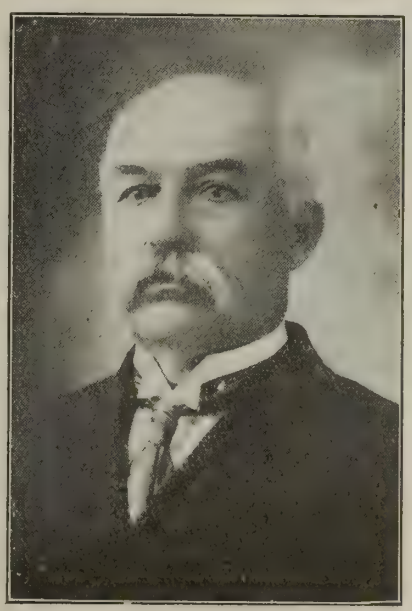
It may not be too late to give a little past history. Guelph was founded by John Galt and the old Priory building still stands on the spot where the first tree was felled. The Priory was the first house built in Guelph and is a typical relic of pioneer architecture—a picturesque pile of rudely-hewn logs. For years the old building was used as the C.P.R. station, but this perversion of so historic a spot for commercial purposes came to an end when the new station was built some distance away. They have erected stock-pens around the Priory now.

Guelph Hardwaremen.

Guelph hardware stores are all worth a visit. That of the Bond Hardware Co. is one of the finest in Western Ontario and visitors will be able to learn much from a study of the interior arrangement. The linoleum department will prove a novelty to many hardwaremen. S. & G. Penfold have an extensive implement business and the stores of the Guelph Hardware Co. and Geo. Richardson present interesting features. Harry Occomore and McCormick and Robinson have creditable stove stores.

The hardwaremen of Guelph are progressive in their business methods and many of them take an active interest in municipal affairs.

Harry Occomore prefixes "Ald." to his name now. He is, in addition, a past president of the Retail Merchants' Association.



Industrial Commissioner Macdonald of Guelph, Who has Solved the Accommodation Problem.

Sam Penfold is also an alderman. Geo. Penfold has served many terms on the council board.

Geo. Richardson is a member of the Board of Trade and a prominent worker in St. James Church.

T. A. Keatinge and Jas. Millar, of the Bond Hardware Co. are well-known citizens, the latter being active in musical circles. W. Howell, retail manager of the Bond Co., is one of the city's best soloists.

MUTUAL FIRE INSURANCE.

The question of mutual fire insurance will come up at the convention. The committee delegated to carry on that work will report that they did not find the interest taken sufficient to warrant them in launching this much-discussed project. Instead, an advisory committee on fire insurance was appointed.

It is not known whether any effort will be made next week to arouse the interest of the delegates to the point where active support will be promised. In the opinion of many of the members, a final effort should be made. They feel that the matter is one of such vital importance that it should not be allowed to elapse. An interesting debate on this point is promised.

It would be wise for all hardwaremen who are intending to be present, to go into this question fully within the next day or so. If they were to consider how they stand in the matter of insurance and figure out just how a mutual system would affect them, they would go to the convention in a better mood to discuss the question. It would be possible then to get "down to brass tacks."

The question is undoubtedly one in which all hardwaremen take a big interest. It is of vital importance in the retail business. It is evident, however, that the majority of the members of the association have failed to show the proper interest, or Chairman Brocklebank and his committee would have been enabled to get down to a definite basis by this time.

TO RESTRICT SALES.

Regina, Feb. 10.—The provincial government of Saskatchewan are following the lead of the Ontario government in drafting legislation to govern the sale of offensive weapons.

The new act was introduced recently and is attracting considerable attention. It provides that no person under the age of eighteen years may purchase a revolver and further that all purchasers must first obtain a recommendation from a commissioner or superintendent of mounted police or from the chief constable of city or town. The latter clause is similar to that now in force in Ontario.

The proposed legislation is creating much discussion among the trade in this province.

HARDWARE AND METAL

(ESTABLISHED 1888)

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THE ONTARIO CONVENTION.

In this issue, Hardware and Metal has devoted a great amount of space to the seventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association, to he held next week at Guelph. The signed articles by the president and the two vice-presidents of the association will be perused with considerable interest. These gentlemen have given good advice which members of the association would do well to heed.

Mr. Madole puts emphasis on the fact that conventions in the past have been lacking in the spirit which he believes should be thrown into the business sessions. He urges that, if permanent success is to be achieved, the members should manifest a more practical and tangible interest in the discussions. He would like to see the discussions more general and informal, believing that in this way more useful informotion can be elicited for the benefit of the individual members. The point is a good one and has been frequently urged by Hardware and Metal in the past. A freer and more general discussion on all points which come up at Guelph will serve to give the convention a deeper and more practical interest.

Mr. Occomore takes up somewhat the same point, urging that the rank and file of the members take a more active part and thereby assist the officers.

President Chown deals with the importance of the Question Box session, which he rightfully designates as the one feature above all others which has a practical interest. Hardware and Metal has always urged that full prominence should be given to this department and, therefore, most heartily endorses what the president has to say on that score. The success of the Question Box will depend to a great extent on the interest that the individual members show. Each member should submit questions, picking out those on which he most desires information. Also the members should not be afraid to speak out when they feel that they have something to say which will help to make clear the point under discussion. Another point which the committee in charge should bear in mind is that a limit should be set on all speeches and that no question should be debated longer than a certain time. The long-winded member is likely to prove more of a drag than the mute one. To make the debates sharp, pointed and business-like and to carry the discussion over a wide range of subjects, sums up the policy which will make the Question Box session a thorough success.

A number of questions of vital importance will be before the convention. The most vital will be that of Parcels Post. The necessity for decided action is recognized by all hardwaremen and it is practically assured that a firm stand will be taken on that question.

THE DANGER AND THE REMEDY.

Merchants are beginning to waken up to the fact that their future is being menaced by the parcels post agitation. They begin to realize that the danger is tangible and immediate. It is no mere chimera, a possible development in the distant future. On the contrary, it may make itself felt at any moment.

That members of the mercantile class are aware of the imminence of the danger is evidenced by letters received from various sections and the uneasy comments heard on all sides. It has been not evidenced so far by the taking of any definite steps to block the movement, however. This laxity is to be regretted. The danger is sufficiently great to warrant the voicing of an emphatic protest. Coming from so influential a class, the objections would carry due weight.

A retail dealer in a small western town writes to the MacLean Publishing Co. as follows:

"We see by the daily papers that a movement is on foot in Parliament to amend the laws re weight and cost of parcel post, making it immensely in favor of the mail order houses. . . . We trust you will use you great influence in your several papers to block the scheme and confer a lasting boon on the many thousand merchants throughout Canada."

The retail merchants can rest assured that everything an influential trade newspaper can do will be done by Hardware and Metal and the other MacLean papers. At the same time, it must be borne in mind that prompt individual action on the part of the merchants themselves would suffice to nip the movement in the bud. If every retail dealer were to write his own representative in the Commons, nothing further would be heard of parcels post.

THE VALUE OF THE PAST.

Many arise to extol the virtues of the man who can mind his own business; yet to-day it is the man who can mind another man's business in so far as it is connected with his own—who is making the greatest success.

Recently a traveller for an English firm called upon a Montreal paint manufacturer. He wanted to get an order for whiting, but the paint man put him off. "It is too early yet," he said. "But," remarked the traveler, "you had trouble last year getting your whiting over on the first boat." "That's so," agreed the manufacturer. "I had better book in time this season. Send me fifty tons."

The whiting traveler got his order because he knew the other man's business. He brought up afresh an old grievance.

Similar things are occurring daily. Travelers are regularly reminding their customers that they had to wait for certain goods last year, because they had not booked their orders in time. They are anxious that such things should not occur again, for they are a source of annoyance to all.

But there are dealers who do not see travelers at regular intervals. They must remember their own troubles for themselves, as in this way only can they

guard against their recurrance. It might be a good thing for hardwaremen to note down the time at which all classes of goods are ordered, and if they come on time. Delays mean loss. To guard agains them it is worth the dealers' while to study the year before carefully, just as it is worth the travelers while to study the recent history of his customers. Yesterday is gone, it is true—but the remembrance of yesterday has a real value.

TINPLATE CONSUMPTION GROWING.

The world's industrial development is strikingly evidenced in the growth of tinplate consumption. It is a significant fact that Welsh tinplate exports during 1911 showed a large increase despite the fact that the principal market, America, has been practically lost. Owing to the rapid building up of the home industry, the importation of Welsh tinplates into the United States is now almost at a standstill. Furthermore, the Americans are beginning to invade other markets and have despoiled the Welsh trade of a large part of the Canadian demand. One would think that the loss of their best customer and a very heavy falling off in shipments to the fifth best customer, Canada, would have seriously affected the Welsh tinplate trade. On the contrary, the Welsh exports during 1911 broke all previous records. This constitutes a most significant evidence of the recuperative power of the trade, and also of the vast growth in the consumption.

It is quite apparent that this growth is of a permanent nature. The world is ever finding new uses for tinplate. The tendency to sell all kinds of commodities in tin receptacles is responsible largely for this state of affairs. As public favor has been inclined to this method of merchandizing goods, the demand for tinplates is pretty certain to keep on growing with accelerated rapidity.

THE TRADE'S APPRECIATION.

The real value of a publication can best be appraised by its regular readers.

On another page in this issue a number of opinions from readers of Hardware and Metal are reproduced. They represent a fraction only of the unsolicited testimonials which have been received at this office during the past few months. It is significant of the hold that Hardware and Metal has on the hardware trade in all parts of the country that, when a subscriber writes in to renew, he most frequently feels impelled to express his appreciation of the paper. Many of our subscribers have been reading Hardware and Metal week in and week out for a score or more of years. It is an old friend and counsellor to them. Within the last two weeks, a note was received from a prominent manufacturer stating that he had been reading the paper from its first issue.

Among the testimonials which we have published is one from a prosperous Ontario hardware dealer who declares that the market reports alone have always been worth five times the subscription price to him. Another states that he knows of no way of investing his money better than to subscribe to Hardware and Metal for his clerks. We have quoted but two instances; the others are equally enthusiastic and cordial in their expressions of regard for the paper they have read and profitted by from the time that they started in business, in most instances.

Another significant feature is the fact that these testimonials came from all parts of Canada. As many have been received from the far West as from Ontario, demonstrating effectually the truth that Hardware and Metal covers the Canadian field from coast to coast.

POINTED EDITORIALS.

Contestants in our Christmas window contest need not despair. The results will be announced shortly.

* * *

The name "Winter Fair Building" has a foreboding sound. But don't worry. It is steam heated and will be found comfortable.

* * *

Carry a copy of Hardware and Metal in your pocket on the way to Guelph so that fellow-hardwaremen will recognize you.

* * *

Conservationwill soon be a crying need in the tin industry. The consumption is growing out of proportion to the visible supply.

* * *

The address by E. F. B. Johnston of Toronto defines with legal conciseness the status under the law of trade associations to-day. It is well worth reading.

* * *

It will be quite an innovation to see locks, bolts and stoves displayed in the haunts heretofore sacred to the placid shorthorn and the noisome rooster.

* * *

If all retailers were as successful in keeping down overhead expenses as the city of Guelph, merchandising would consist for the most part of pleasure and profits.

* * *

The merchant who loses his temper, loses several things at the same time.—The immediate sale, the goodwill of the customer and the future business of that customer and his friends. And he gains nothing.

* * *

Nothing is sure but death and taxes. In Guelph they are cutting the last part off the old proverb and concede infallible regularity to the Grim Reaper only. They are working to put the tax gatherer on the retired list.

* * *

The first article in the new tinshop series appears in this issue. Follow the series closely. We feel confident in stating that it is the most complete of its kind yet published.

* * *

We refer readers to a cartoon appearing in this issue, depicting Parcels Post as a huge Juggernaut car. It will be much easier to prevent that car from starting than to stop it when it has once started.

* * *

All readers who have been following the Carson articles—and who have not?—have been struck with the immediate success of the dealer who began business on a proper basis. The rapid relegation of the second dealer, who started operations on the promiscuous credit basis, to the financial discard carries with it a moral which none can avoid.

* * *

An Eastern Ontario hardwareman has no name over his door, and no display in his windows to give a clue to the business done inside. This retiring way of doing business may be all right for such a well-known and exclusive house as Tiffany of New York, but it is not likely to secure for this town dealer what new business is coming to the place.

Complete Course in Sheet Metal Work

Number 1.

It is not our purpose to teach you a lot of arithmetic, algebra, history of architecture, etc., etc. What we aim to do is to teach you how to draw patterns for anything made in sheet metal, how to construct work by the best methods known to the trade, and how to erect metal ceilings, roofings, etc.

The ability to read and write, understand simple arithmetic, a willingness to work, and some perseverance are all the stock in trade you need. We will furnish the rest.

Before beginning to draw, you must, of course, have some drawing instruments. These can be of the cheapest, and are fully described and illustrated in the first part of the course.

Your first drawing begins with fig. 13. From this up to fig. 23 are simple exercises to bring into play the different tools.

The first thing necessary in pattern drafting is, of course, a drawing outfit. When the student has mastered the details and principles of pattern drawing, he can then afford to get an expensive outfit, but for the start the cheapest of instruments will do.

First, get a drawing board. This should not be a toy affair, but should be large enough for practical work, say about 2½ or 3 feet wide by 4½ or 5 feet long.

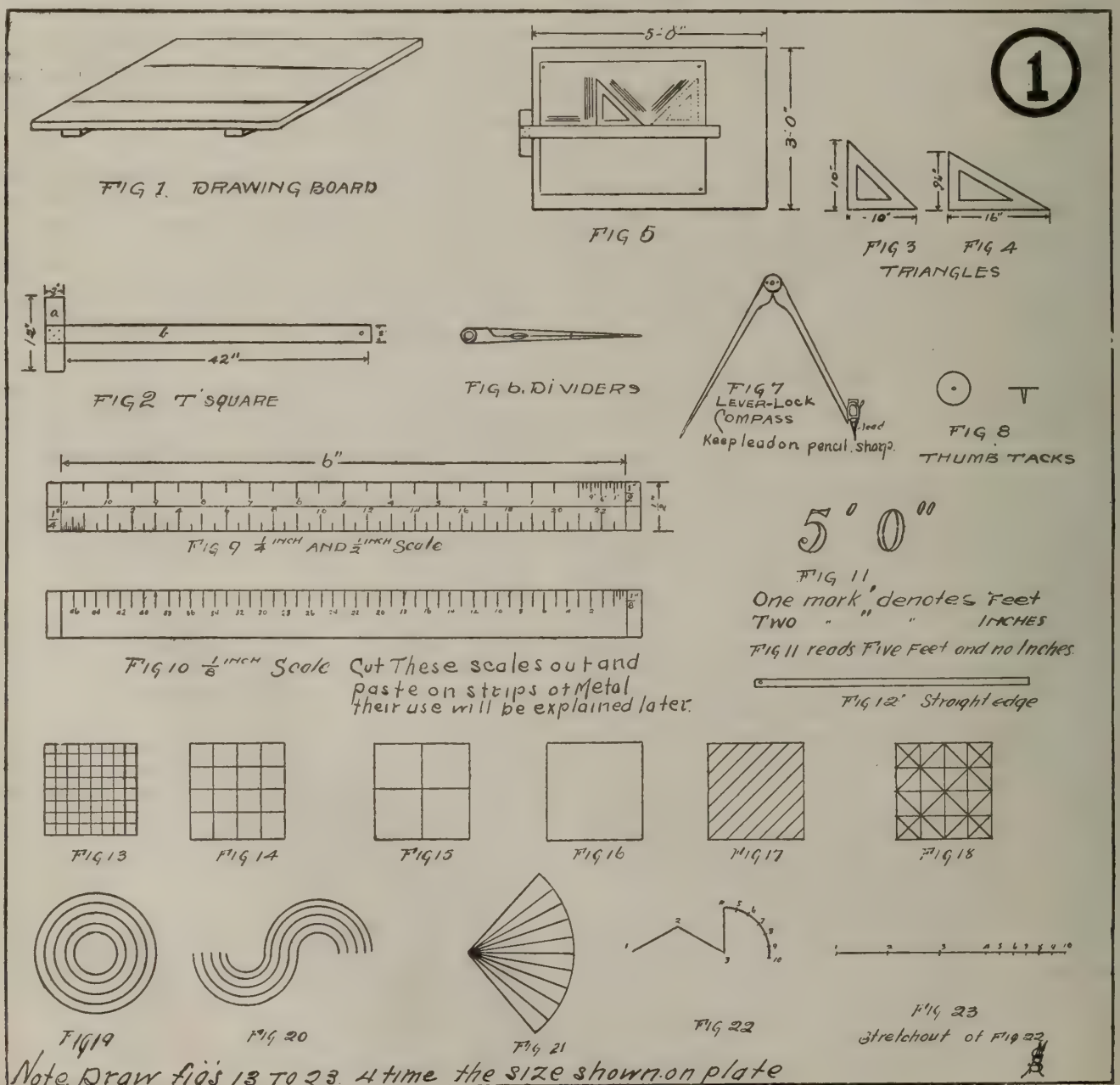
Some schools recommend their students to get boards about 18 in. x 24 in. This size is of no benefit to anyone learning sheet metal pattern drawing.

The student should develop all of his patterns full size, transfer them to metal, cut them out and form them up, and solder them together. In this way only will he learn to draw patterns for anything he wants in sheet metal.

The drawing board should be made of soft and well seasoned pine, tongued and grooved or well joined, and should have battens across the bottom to keep it from warping. See fig. 1.

It should be a perfect rectangle; that is, all of its sides should be right angles. It would be well to have a carpenter square this.

Next a T square is required. See fig.



2. This should be of hardwood, and should be about 3-16 of an inch thick. The head "a" should be at right angles to the blade "b." It should also have a movable head, which would allow the blade to be turned at any angle when required. Put a hole in the end to hang it up by to keep it from warping.

Next a triangle, shown by fig. 3, is required. (Fig. 4 is not necessary for the present). This triangle should be of the same material as the T square. Square its two straight sides with a steel square.

A pair of dividers is required for dividing and transfering spaces.

A par of compasses for drawing circles and curves.

Some thumb tacks for holding down the drawing paper.

A medium hard lead pencil, say about a 2-h. Keep a long, sharp point on the pencil. Accurate work cannot be done with a poor point.

Use soft rubber for erasing, and touch light.

A 2-foot rule with ⅛, ¼ and ½ divisions.

A straight edge or good, thick yard stick will be found useful.

Some light colored paper for drawing on. This can be ordinary wrapping paper, or better still, tailors' pattern paper.

The scale rule shown by figs. 9 and 10 can be cut out and pasted on a piece of wood or metal, and though small, will serve to illustrate the use of the scale rule later on.

Draw the exercises shown by figs. 13 to 21. These are intended as exercise for the different tools.

In figs. 22 and 23, we have a simple problem in sheet metal work.

Fig. 22 represents the detail of an irregular shape which we wish to form up on the brake.

Fig. 23 represents the stretch out of girth of fig. 22.

Draw fig. 22, and off to one side draw a straight line for the stretchout or girth. Set one point of the dividers at 1 and the other at 2, and transfer this distance to the straight line; do the same with the distance 2 to 3 and 3 to 4.

We cannot transfer the distance from 4 to 10 in one operation, so we divide the curved part into equal spaces and transfer each part separate. The stretchout represents the exact width of metal necessary to form fig. 22.

Screen Doors Once Without Handlers

Hardwaremen Could Not See the Possibilities These Offered—A Furniture Man Finally Introduced Them, Then Others Flocked to Wholesalers to Buy—Similar Cases Noted To-day—Some Dealers Slow to Grasp New Lines Which Are the Life of Trade, Helping as They Do to Sell the Staples.

For screen doors there has come to be a regular demand. Every spring, those living in country and city alike, ask for them. Only lack of means, indeed, prevents all from purchasing these comfort bringers. With the hardwareman, therefore, it is not a question, will he secure some screen doors, but merely how many of them will he need?

This is the position of things to-day; yet there was a time when a different state of affairs obtained. There was a time when screen doors were not carried by every hardwareman, when the demand for them had not arisen; and when the dealers were unable to see the coming of that demand. There was a time when wholesalers who had purchased some screen doors had to fairly beg hardwaremen to take these; a time when their prayers were of no avail.

Now, it seems strange that there ever should have been a day when dealers failed to recognize the possibilities that there were in screen doors; yet the leading salesman of a large Montreal wholesale house states that only some sixteen years ago he had a hard fight to get any retailer to take hold of some samples which his house had bought. These doors were new then, and apparently the hardwaremen could not see that there was an opportunity for them to make money by handling such novelties.

Refused Time and Again.

"I went around from store to store," says this salesman. "The dealers were inclined to laugh at me when I showed them the door. They thought these would be more bother than they would be worth, and that the people would not buy. They thought the price asked was exorbitant. I could make no headway with them. Finally, I went to the owner of a furniture store. I talked screen doors to him. He was not enthusiastic but he thought there might be a chance of working up a demand for them. He was not sure, however, that it would be worth the trouble.

"Well, I offered to help that man. I got him signs; 'Put up these doors and keep out the flies.' Those appealed to him and he agreed to handle the line. He put samples in his window. The people came with a rush. It almost seemed those doors had been the very things they were looking for. The very hardware merchants, who had refused to handle the line, woke up. They came to us with their orders, but before they could get their stock that furniture dealer, who had been the only one I could find who was willing to try this new line, had sold over one hundred doors."

All this was fifteen or sixteen years ago. It seems hard to understand as occurring even then, yet this chief salesman vouches for the fact. And he goes further. He says dealers to-day are sometimes as hard to convince of the wisdom of taking on a new line. They may not be as blind as those who failed to see the possibilities of screen doors, yet they are not quick to grasp the chance for expanding their business—the chance given by a new class of goods, which will appeal to the people. Of course, there is always the question, what class of goods will appeal to the people? It is pretty hard to find an answer, but according as a dealer is skilled in solving that riddle will he be successful in broadening his field.

How New Lines Pay.

Undoubtedly, new lines are worth the most careful study. "It is from these new lines," stated a veteran, "that the profit is secured nowadays." He referred especially to tools, but his remark applies to all departments. For the staples—the goods which have been manufactured for years—there is a steady and constant demand. They give a good profit. But the man who is to make, out of his business, more than a living is forced to deal in more than these lines. He must attract people to his store. If he does not do this, people will get even the staples from stores to which they were attracted by the specialties. It is an age when the new appeals to all. A woman sees some new cooking utensil. She is struck by it, and entering the store buys not only that, but perhaps two or three ordinary pots and pans which she sees. It was the novel line which brought about the sale of the other pots and pans. A mechanic sees a new tool. He is interested. He goes inside and asks to see that line shown in the window. He buys one, and also buys one or two staple articles which he needs, but which he would perhaps not have thought of had the specialty not attracted his attention; or which he might even have bought elsewhere.

Help Sale of Staples.

So it goes. Novelties bring about the sale of staples. Novelties bring profits themselves, but by effecting the sales of the standard lines they must be credited with compound profits.

Veteran Figures in the Hardware Field

NO. 8—J. H. A. SYLVESTRE, MONTREAL.

Once upon a time—yes, we are going to borrow a fairy story to start off—well, once upon a time there were two mice. Going one night on an excusion to the cellar of the house in which they lived, they found two pails of milk, and each, climbing up to drink, fell in. Now one of the mice was faint-hearted. "I am done for," he cried. "I can't climb the sides of this pail. I cannot swim for long. I might as well die right away." And he sank to the bottom and was drowned. The other little mouse was made of sterner stuff. "There must be some way out," he thought. "I'll try to devise a plan, and in the meantime I'll keep swimming." So the mouse thrashed about in the rich cream until finally this was churned to butter, and he was not only able to jump out, but sold the butter to the other little mice for a good profit.

The Point of Similarity.

Now, it may seem strange to mention these mice, and J. H. A. Sylvestre, of Montreal, in the same breath, yet the secret of this game little mouse's success is the secret of the success which has come to Mr. Sylvestre. Under difficulties, both held that things must come right, and Mr. Sylvestre, like the little mouse in the fairy story, worked hard to make things come right.

Forty-four years ago H. Sylvestre started a hardware store in La Prairie, Que. A few years later his little son entered the establishment. For 18 years the father and son worked together. Then, seventeen years ago, moved to Montreal, establishing a store at 1111 St. Lawrence Boulevard, well in the centre of the city now, but at that time on the outskirts.

District Seemed Unfavorable.

The district was quiet, and it did not seem that the Sylvestres, father and son, would met with great success. But it was soon evident that none need worry on their account. They were ready to face conditions as they found them—were ready to take the steps needed to draw business to that quiet stand.

H. Sylvestre retired shortly after coming to Montreal, but the son kept at his work. How he succeeded in getting business is told graphically by a Montreal traveler—a man who knows well nigh everyone in Montreal and the province.

"It was the mechanical devices that J. H. A. Sylvestre would arrange which brought him his trade," said this traveler. "There was no telling what contrivance he would have. There would be

Trying with Mr. Sylvestre meant scheming to secure some means of bringing his goods favorably to the attention of the people.

moving windmills, water wheels. One time, I remember, a miniature toboggan slide in full swing. The children going to school would stop and watch what was happening in that window for minutes at a time. Mr. Sylvestre was certainly responsible for many of the late marks those children got, but he attained his end. He got everyone in the neighborhood talking about his store. Then he displayed special lines to show the people what they could get inside. He had a patent ash shifter at work. A wringer washed clothes. I couldn't begin to tell what this man would think of. I would urge him to take a certain amount of some class of goods. 'I can't do it,' he might say. Then he would agree to try. Trying, with Mr. Sylvestre, meant scheming to secure some means of bringing the goods favorably to the attention of the people. He didn't wait for people to come to the store. He didn't go out to the people either. He just used his ingenuity to arrange displays which would transform his windows into sirens to draw people inside."

Interior Bright, Too.

The interior of Mr. Sylvestre's store, while not of great size, is well arranged, and always in perfect order. There he has the goods which the people need—the staples and the exceedingly useful new lines. But it is to his window displays, his mechanical devices, which Mr. Sylvestre himself gives credit for the success he has attained.

"I don't really know how I plan these displays," he remarked, in response to a question. "I suppose it is natural to me, but I work hard over some of these. They don't come all at once. I'm planning a mechanical paint display now. I know the idea, but all the details are not clear to me yet. They won't be, either, until the contrivance is at work in the window."

One Fad—His Business.

Mr. Sylvestre has had one fad—his business. He has stuck to it for years, and hopes to stick to it for years more. "A man has to give his business pretty close attention these days," he remarked, "if he is going to make money out of it. Competition is pretty severe. Then, so many want credit."

"Don't you give credit?" was asked.

"No. Not for four or five years," came the answer. "Not even contractors get time from me. They ask for thirty days, but they don't get it. Lost business? Well, I may have lost some because of this, but I have gained more, I think. I've lost enough money by giving credit. I'll lose no more."

THREE FIRMS MERGE.

The announcement is made that the firm of Defriez & Woodman, Limited, have decided to locate in Alliston, Ontario. The company consists of a number of concerns which have been merged together after considerable negotiations. The firms merged in the new combination are the Crescent Silver Plate Co., West Toronto; The J. H. Pugh Jewelery Co., Toronto; and the Defriez & Woodman Co., of Toronto. They have an authorized capital of $100,000. Their head office and showrooms will be at Toronto with Canadian branches in Montreal and Winnipeg. They also have offices in London, England; Paris, France; and Berlin, Germany.

The factory at Alliston is now in operation, the firm employing from seventy-five to one hundred hands.

The company will manufacture all varieties of hollow-ware in silver goods but no flatware will be made.

FACTORY TO EXTEND.

Galt, Feb. 12.—The Goldie & McCulloch Company will spend $80,000 increasing the plant of their machinery works, and will also build a large addition to their boiler shops. This will mean the employment of about 150 more men.

The Management of a Retail Business

CASH DISCOUNT AND CREDIT.

By H. C. Carson, F.S.S.

We have now reached June, the sixth month of operation of these two stores, and, as forecast in last week's article, the shopkeeper No. 2, has found real difficulties staring him in the face. Of his accounts payable, amounting to $2,-317.67, all but $900 is past due, and statements received indicate that a number of his creditors are growing tired of his dilatory tactics.

He is compelled to crave their indulgence, which, of course, is granted, but naturally further purchases are not encouraged. His chief necessity now is to sell so much as possible for cash, and to collect his outstanding accounts receivable. But cash customers are no longer attracted to his store. It has lost that spick and span appearance which is at least an outward semblance of prosperity, and those who have the cash invariably exercise the function of choice as to where they will spend it.

Cash Trade Disappearing.

His trade, therefore, is almost wholly restricted to credit patronage, and under the circumstances it would seem that the less goods he sold, the better off he would be. But he has not realized this. Nor has he realized that insolvency may be brought about by other means than an excess of liabilities over assets. And so he blunders on in his stupid way, extending more credit while his is shut off at the buying end.

In the meantime his stock has been seriously depleted (purchases amounting to only $150) both in quantity and variety, and he cannot fill his customers' orders completely, even if he would. His sales on credit for June have amounted to $1,500, and for cash to only $200. His collections, notwithstanding special effort put forth, have reached only 20 per cent. of the total amount due, or $650, out of which he has been compelled to settle his local personal accounts, $300, as shown previously, store expenses for the month, $150, and living expenses. $50, being half his usual amount. To 12 of his creditors he has forwarded remittances of $30 each on account, as a peace offering, and all thankfully received by them, no doubt, but with a mental reservation, in all probability, to secure the balance as speedily as possible, and to sell him only for cash in future.

A Belated Regret.

The full seriousness of his situation has at last dawned upon him, and as he proceeds to cast up his accounts at the end of the month, he is filled with regret that he did not stick to the trade at which he had been trained—a skilled mechanic—instead of venturing on the troublesome sea of business, without even an elementary experience to guide him through the commercial shoals and quicksands. Scores are wrecked in the same way each year.

Business capital consists of two things —knowledge and money, the latter being more the adjunct or accessory than the former, and the records of the mercantile agencies show that inexperience is the basic cause of a big majority of the failures. The accounts of No. 2 stand as follows:—

Merchandise.

Stock on hand June 1	$2,375.00
Purchased during month	150.00
	$2,525.00
Sales $1,700 at 75 per cent cost.	1,275.00
Stock on hand June 30	$1,250.00

Receipts and Disbursements.

Cash on hand June 1	$33.00
Received on acct.	650.00
Cash sales	200.00
	$883.00
Paid creditors on acct.	336.00
Wages and other expenses	150.00
Personal accts. and cash	350.00
	$836.00
Cash in hand June 30	$47.00

Balance Sheet.

Assets.

Cash in hand	$47.00
Acct. receivable	4,083.64
Merchandise	1,250.00
Fixtures	1,000.00
	$6,380.64

Liabilities.

To sundry creditors	$1,807.67
Net worth	$4,572.97

The books show, therefore, that he is worth $1,072.97 more than when he commenced business, that he is apparently solvent, but, nevertheless, in such a condition that he cannot continue business successfully. His stock is lower than the original installation by exactly 50 per cent., and he owes nearly $2,000, all past due, with only $47 cash in hand.

Consults His Creditors.

He has only one alternative, and he takes it. The state of affairs is laid before his creditors by his solicitor. They are kindly disposed towards him, for he has been honest in all his transactions, and offer to assist him in liquidating the business. His competitor, No. 1, offers 80 cents on the dollar for the stock, which is accepted with the approval of the creditors, and the landlord is generous enough to pay him $500 for his fixtures. With the proceeds of stock and fixtures, amounting to $1,500, and cash on hand $47, he pays his creditors off, all but $260.67, which balance he contrives to collect from his outstanding accounts, making settlement in full.

He has retired from business, a sadder, but wiser man. Instead of $3,500 cash with which he started, he now owns accounts receivable with a face value of $3,822.97, and is free from debt. It would serve no useful purpose to pursue his course further. He is probably back at his trade, which he should never have left, while his lawyer is making the usual effort to collect the delinquent accounts. If he nets $1,500 from these he will be lucky, on which basis his six months' venture will have cost him $2,-000, in lost capital.

The Merchant Prospering.

Merchant No. 1, in the meantime, continues to prosper. He is adhering to the rules he has laid down for his guidance, and his trade is increasing week by week in consequence. His business is now well organized. His credit is established, and we will leave the trading and financial end of the enterprise, and take up, next week, improvements in equipment and system, which will enhance the efficiency of his service, reduce waste to a minimum, and otherwise add to his reputation as a successful merchant.

OPEN WESTERN BRANCH.

The Galt Art Metal Co., Galt, Ontario, have opened a branch warehouse at Winnipeg, at 839 Henry Ave., taking over the business of Nobbs & Eastman, who have acted as their Winnipeg agents. H. F. Nobbs has been engaged as western manager.

By "Mack."

One of the very wisest maxims that I was asked to memorize when a school boy extolled the virtue of silence.

"Speech is silver, but silence is golden!"

Surely not a very great tax on the memory but though easily acquired by heart, as we say, it is one of the first of our good rules of conduct to elude our prudent resolve in active practice.

Think of this the day after engaging in a dispute or political argument when if the application of this precautionary measure had been made we should have less occasion for remorse for the things which were better left unsaid.

The story of the English butler who had effected a matrimonial alliance with his master's family is another evidence of the potency which results when the habit of saying little is once established.

He had applied for directions, to his late employer, regarding future deportment in his new surroundings and was told to wear a correct coat and observe silence.

He is said to have passed as a cultured gentleman and there can be little question that a man enjoying the advantage of a wide acquaintance with the highly educated class to which he was promoted by fortune, should acquire the outer polish of associates with whom he is constantly in contact.

It is plain homely advice to keep one's mouth shut.

Furthermore to control the desire for expression until there is something to say is advice, it should seem that is a good substitute if the other cannot be endured.

The pages of Hansard in the Dominion Parliament are understood to contain the records of numbers of oratorical efforts delivered for no especial purpose other than others were doing the same thing and admiring constituents expected to hear from their recently elected representative.

Years afterwards perhaps the words of some unfortunate member are reproduced by a vindictive gentleman opposite.

If it were possible to deny having given to the world such nonsense as the early impressions of public questions seemed then, this escape from embarrassment is barred by Hansard's verbatim reports.

The bitter memory of such uncomfortable moments may explain long years of unbroken silence on the part of our Solons who do not indulge in the arts of rhetoric.

Applying the moral, one concludes that the retail hardwareman will profit if on proper occasions he employes a discreet silence rather than indulges in ill-advised loquacity. Too much conversation can annoy more than too little. Of course, the oyster is not an ideal type of salesman. A man must know when to talk; but it is better to err on the side of brevity than on that of verbosity.

Hardware Letter Box

Air Brake Compound.

P. A. O. Sankey, Vancouver.—"Can you inform us who handles Marvin's air brake compound in Canada?"

Can any reader supply this information?

Malleable Fittings.

G. H. Wright, Penetang, Ontario.—"Can you give us the address of the manufacturers of the Crane and "P" malleable fittings?"

The Crane Co., Chicago.

Can any reader give the name of the makers of "P" malleable fittings?

Skis and Snowshoes.

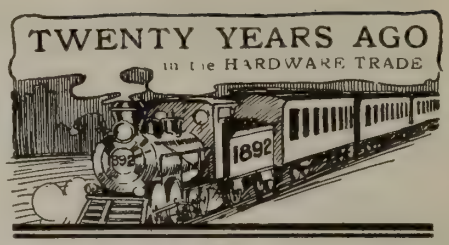
Edwin Chown & Son, Kingston.—"Can you give us names of makers of skiis and snowshoes?"

Walter Dean, Toronto, makes skiis. Among the makers of snowshoes are the G. O. Holland & Sons Co., Montreal; Henry Ross, Indian Lorette, Que.; J. B. Lalibert, Que.

Shelf Boxes.

W. J. Douglas & Co., Windsor.—"Please give us the list of manufacturers of hardware shelf boxes that appeared in the Jan. 27 issue."

Cameron & Campbell, 578 Queen Street West, Toronto; J. D. Warren & Co., 55 State Street, Chicago; Walker Bin & Store Fixture Co., Berlin; Jones Bros., Adelaide Street West, Toronto.



The following items are taken from the issue of February 13, 1892:

"The firm of Chown, Towell & Co., hardware dealers, Belleville, has been changed to W. W. Chown & Co."

Editor's note.—The firm of W. W. Chown & Co. is still in existence, being conducted by no less prominent a personage than R. C. Chown, president of the Ontario Retail Hardware and Stove Dealers' Association.

H. S. Howland, Sons & Co., have taken an agency for a first-class English bicycle, the Overstone, made by Lloyd, Read & Co., Coventry.

Editor's note.—This was about the time that the big boom in bicycles began. Bicycles were handled very largely by hardware dealers in those days, and there is every reason to believe that it proved a paying department. The relaxation came when bicycles were not handled very much by hardwaremen, but the pendulum is swinging back again, and more hardware dealers are again taking up the bicycle trade.

"Four Canadian broom factories have failed in a month, because of the high price of broom corn."

"Tatham & Co., of Listowell, the purchasers of the Cubitt stock of hardware, at Sarnia, have taken over the stock. It is the intention of the firm to make large additions to the same."

"The Metallic Roofing Co. and the Polson Iron Works Co., both of Toronto, have named Lewis Skaige their Montreal agent."

Elevators.

Taylor Bros., Almonte.—"Kindly let us know the name of manufacturer of hand and power elevators."

Otis-Fensom Elevator Co., Toronto.

Fireless Cookers.

Huntsville Hardware, Ltd., Huntsville.—"Who are the Canadian agents for fireless cookers?"

Adams Furniture Co., Toronto.

Clear Exposition of Association Status

E. F. B. Johnston Defines the Position of Trade Organizations—What They Can and What They Cannot do Under the Law.

Toronto, February 14.—An address of singular interest in its bearing on the legal status of trade associations, was delivered by E. F. B. Johnston, K.C., before the Dominion Wholesale Grocers' Guild at their annual meeting. His topic was "The Rights of the Trade and Manufacturers."

One of the chief contentions of Mr. Johnston was that men could unite for the purpose of self-preservation; that in the work of self-preservation prices might be raised. But, he declared, prices could not be unduly enhanced simply and solely with that one object in view. Neither could a body of men unite to create a monopoly in restraint of trade.

"In all movements," he said, "underlying whole schemes there were some principles that must be considered on the erection of the foundation, having respect to the future.

"The whole success of a body of men depended in the first place on unity. The United States and Dominion of Canada were a combination of units. Unless unity exist among the various parts the whole will fail. Workmen who unite succeed because they acknowledge a sovereign head, with the result that they are standing to-day against capital in a way they never stood before."

Unity Must be Permanent.

Besides unity, continuity was necessary. "The working out of the final end needs unity for 365 days in the year, and not simply at your conventions here once a year. Continuity has built railways against all obstacles. Persistent struggle has given us our civil and religious rights, and it is needed in your association," said Mr. Johnston.

"The individual in the association, to make it successful, must be subservient to the government of the body. There should, too, be an observance of trust and confidence and business morality; and lastly, no organization can succeed unless possessed of business courage.

"These result in the object desired and ultimate success of such a body of men as the Grocers' Guild.

Law Gives Right to Unite.

"You have the right by law to unite. You can form a union at any time under any circumstances, if you bear in mind that what you do in your union is necessary to your self-preservation.

"If men unite for the sole object in view to raise the price of sugar from 5 to 7 cents per lb., then that is a conspiracy against trade and is illegal.

"But if necessary for your self-preservation and the general welfare of the trade, I take it, that the law justifies the reasonable raising of prices. Combines are not illegal on that basis. They are only illegal when they unduly enhance prices or prevent competition.

"When prices are raised under the two methods named, although the results may be the same, the motive power is entirely different. One is done without any necessity therefor, and is illegal; the other becomes necessary in the interests of trade, and is legal."

Trade a Condition, Not Fact.

Mr. Johnston gave some strong arguments why changes in methods of trade were necessary to illustrate the contention that trade was not a 'law,' but merely a 'condition.'

"Trade is not a law," he said, "nor a contract, nor a principle, nor anything existing as a fact. Trade is a condition of affairs, an evolution of certain conditons resulting from the manufacturing, wholesaling and retailing of goods.

"What was good trade 40 and 50 years ago is not good for to-day. We improve conditions, and in order to succeed it is necessary to improve the conditions of trade.

"The law says if that is the object it is not illegal to unite and not punishable. You have to meet the varying changes in conditions that you or the retailer or consumer do not suffer. You have the right of co-operation with certain lawful principles in view. You have the right to co-operate for purposes of economy, better facilities for running your own business and right to co-operate in the interests of wholesale grocers in Canada.

The Making of Profits.

"You also have the right to make your terms and profits, so long as you are not unreasonable. You are justified in making them more advantageous to your general welfare, and in doing so you are beyond the reach of the law."

The complication of trade through wholesale and retail channels made much consideration necessary. The wholesaler and retailer in a way were agents of the manufacturer. The latter wanted, of course, to get as much profit over cost of production as possible. But he has competition to meet and so must place his product at a reasonably low figure to secure his share of business. Whole salers had to purchase through the manufacturer and pass the goods on to the retailer at a fair margin, and at the same time see that the retailer could sell those goods as cheaply as possible to the consumer.

Making Living Profit.

"Your test should be: 'Is the price enough to enable me to have a fair profit?' You must go on amending until you have that living profit. As long as the increase is not more than a living profit it does not come within the law. If you are ever called to court, that is the point you will have to explain."

Desires of Humanity Reign.

"If we could limit the desires of humanity we would have lower wages and cheaper goods. The mode of life, the method of dressing have all been advancing and wages are a great deal higher to enable people to live."

"You want a handling profit on the goods. You must have a margin for losses, interest, discounts; you want a margin of safety for the future. That is your position. The manufacturer wants the highest price he can get because you can only get the article through him. If there were no competition, prices on many goods would be much higher than they are."

Commission on Trade.

A board or commission was suggested similar to the Railway Commission to settle matters of dispute or argument in trade. The only place to settle such matters now is in the criminal court, whereas they should be settled in civil courts.

Mr. Johnston made a strong arraignment of the Combines and Investigations Act of 1910. "It must have been hewn out of a block of wood by a broadaxe," he declared. Six men had power to hale a suspect before a judge, who, if he thinks there is enough evidence, commits him to a Board of Investigation for trial on stated facts, gazetted, etc. If the alleged offence is continued after 10 days a fine is imposed at so much per day. Later on the defendant may be acquitted in court. "There we have two tribunals and different verdicts and different penalties for the same offence—a state of law which is an outrage."

Term "Combine" Not Defined.

The same Act, he stated, gave different definitions of combines. It would be only justice, he considered, that if the alleged "combine in restraint of trade" were found not guilty, the six complainants should shoulder the costs.

In closing, he urged the trade to be honest with themselves in the observance of the Secret Commissions Act, which should be made clear to everyone.

Progressive Hardware Retailing

Ashdowns Show Window Containing Articles all Priced at 75 Cents — Island Hardware Co. Hold Opening Sales—Pushing the Sale of Tools.

A SIGNIFICANT AD.

Vancouver, B.C.—W. C. Stearman is a firm believer in the possibility of selling stoves the whole year around. His belief goes to the extent of advertising stoves steadily through the winter. One of his recent advertisements was headed "Held Up", which had a local significance in view of the fact that there have been a large number of hold-ups and robberies in that vicinity of late. The advertisement goes on to explain that "a great many people are held-up when buying a range, simply because it is not as the merchant represents. It soon burns out, thereby requiring a big outlay for castings;" and then demonstrates that there is no danger of a "hold-up" where the ranges handled by W. C. Stearman are in question.

PUSHING SALE OF TOOLS.

Boissevain, Man. — Johnson Bros., hardware dealers, are conducting a vigorous campaign which has for its object the sale of tools. They are advertising heavily and effectively, which has resulted in a stimulation of interest. Another factor in their sales-making campaign is the offer of discounts on all tools ranging from 20 to 40 per cent.

A good quality argument is inserted in their advertising to the effect that "the value of a tool is measured by the service it gives."

75-CENT WINDOW.

Winnipeg, Man.—The retail store of the Ashdown Co. is running so capable a series of window displays that the advertising slogan has been adopted, "Watch the Windows."

A special window was trimmed recently which contained nothing but articles priced at 75 cents. Among the goods shown were razor strops, shaving mirrors, manicure scissors, fancy shaving mugs, brushes, hones and soap.

Another window display has been given up to stoves and, despite the fact that this is not the stove season, good results have been noted.

A MOVING SALE.

Kingston, Ontario.—Simmons Bros. are preparing to move into their new premises by holding a series of sales to reduce the stock they are carrying. They now announce a 20 per cent. discount sale in enamelware to last through the month of February.

NEW STORE STARTED.

Victoria, B.C.—The store of the Island Hardware Co., was opened here on Wednesday, February 3. The opening was largely attended, particularly as the company had advertised it liberally and had offered a number of inducements to attract trade.

One of the inducements put forth was to help in the sale of stoves. On opening

day and during the first week, purchasers of two special varieties of stoves were given their choice from the new stock of white, grey or green enamelware or tinware to the value of $5.

In addition to this, the firm offered one or two reductions from regular prices as opening specials and inducement to sample their goods

DOING ELECTRICAL WORK.

Richmond Hill, Ontario.—At the municipal elections, the people of Richmond Hill adopted the electric lighting by-law. The opportunity thus presented for profitable trade was patent to the Richmond Hill Hardware Co. and they, accordingly decided to take up electrical work. They are now advertising the fact as follows :

"On January 1st it was said 'Let There be Light' and nearly all the people voted yes.

"We beg to announce to the people of Richmond Hill that we will be prepared to do Electric Wiring of all kinds in the latest approved manner, and also furnish fixtures and material at the lowest prices. Call and see us before placing your orders."

GIVING SAMPLES.

Sudbury, Ontario. — The Cochrane Hardware Co. are advertising an article for use in sweeping floors, carpets and rugs. They advertise that they have secured a carload and are going to give some of it away. One day has been set aside when sample packages will be given to all who call at the store.

SELLING WIRE FENCE.

Daysland, Alta.—Whyte & Orr are now featuring their stock of woven wire fencing. They announce that they have made an extra large purchase of wire fence and are prepared to sell at special prices. The prices they are offering will remain in force until March 15 only. After that date it will not be possible to buy at such favorable terms. All fencing bought in this way must be taken out before May 1.

This plan of inducing early buying of wire fencing is proving quite effective.

NEW COMPANIES.

Among the new companies incorporated in Ontario are: The Northern Bolt & Screw Co., Owen Sound, capital $200,000; Sanitary Mfg. Co., Woodstock, capital $50,000; Provincial Motors, Ltd., Toronto, $70,000.

A license has been granted to the Northern Aluminum Co.

S. F. Kempthorne, of Saskatoon, who recently sold his hardware business to Faucett Bros., is on his way east to take a well earned rest.

Current News of Hardware Trade

Arrests are Made.

Ottawa, Ont.—A number of arrests have been made in connection with the burglary in the Charleson hardware store, Rideau street. One of the prisoners, when arrested, had on his person several boxes of razors and knives.

Laid at Rest.

The remains of Roger C. Percival were laid at rest in the Merrickville cemetery on Thursday of last week. Mr. Percival had been connected with the hardware trade for a long time, for the past fifteen years being President of the Percival Plough and Stove works. He was seventy-five years of age.

Tax Mail Order Houses.

Wiarton, Ontario.—The Wiarton Board of Trade at a recent meeting concurred in the action of the Goderich Board of Trade in petitioning the Legislature to permit municipalities to tax mail order houses doing business in these municipalities.

Burglars Got 5 Years.

Berlin, Ontario.—Two youths named Cooper and Preuss who pleaded guilty to having stolen 2 revolvers, 2 rifles and a considerable amount of ammunition from the hardware store of H. Wolfhard & Co., were sentenced to terms of 5 years.

Fire Losses.

Pefferlaw, Ont.—Fire destroyed the hardware store of Thomas Bradley, and spread to an adjoining barber shop and jewelry store. Mr. Bradley narrowly escaped death. He jumped in his night clothes from the second storey to the street below. Fortunately his wife and children were in Toronto. A bucket brigade secured water from the neighboring hand pumps and thereby prevented the fire from spreading. The total loss is estimated at $5,000, most of which is covered by insurance.

Owen Sound, Ontario.—Fire in the factory of the Owen Sound Wire Fence Co., did damage estimated at $20,000. Repairs will be made quickly and, as there was a large manufactured stock on hand, there will be no delay in filling orders.

Business Changes.

Medicine Hat.—The Marshall Hardware Co. have sold out their business.

Calgary, Alta.—A. G. Campbell has started in the hardware business here.

Erin, Ontario.—G. F. Sutton & Son, hardware dealers, have sold out.

Ochre River, Man.—The Ochre River Hardware Co. have been incorporated.

Winnipeg, Man.—The Plumbers' Supply Co. have started in business here.

Montreal, Que.—The McClary Manufacturing Co. have moved to their new quarters, at 23 Wellington Street.

Mannville, Alta.—Cecil Frank has disposed of his hardware business to J. R. Barnes, of Winnipeg.

Hamilton, Ontario.—The stock of H. C. C. Sweeney, dealer in stoves and tinware is to be sold.

Rush Lake, Sask.—R. T. Storry, formerly with P. A. Sharpe & Co., of Earl Grey, Sask., has opened a hardware store here.

Dryden, Ont.—Hayes' hardware store is now located in new premises opposite the old stand. The new store was opened on Monday.

Arcona, Ontario.—Otto Schmidt, formerly with McDermid & Kyle, Stratford, has come here to open a hardware store. He was with McDermid & Kyle for 12 years.

Radville, Sask.—The hardware and implement firm of Duignan & O'Conner have dissolved partnership. Mr. Duignan will continue the hardware business and Mr. O'Connor the implement.

Acton, Ont.—R. F. Johnstone, of Acton, has disposed of his hardware business to James Symon, of the same town. Mr. Symon takes possession after stocktaking on Feb. 20. He was formerly a traveler for the James Smart Co., Brockville. Mr. Johnstone is leaving for Saskatoon about April 1, where he will start in the contracting and building business.

Saskatoon.—S. T. Kempthorne has sold out his hardware business to T. W. Fawcett, who will organize a joint stock company under the name of the Fawcett Hardware, Ltd. The new concern takes possession on March 1. The members of the firm will be T. W. Fawcett, S. E. Fawcett, for 12 years with Wood, Vallance, and with Marshall Wells & Co., and O. W. Fawcett with the Ashdown Hardware Co., in Saskatoon.

Additions and Extensions.

The Beach Foundry Co., of Winchester, have recently made an addition to the mounting shop.

Merrickville—To cope with the growing demand for their stoves, the Percival Plough & Stove Co., of Merrickville, have increased the size of their mounting shop. This will necessitate the employment of more men when the spring rush starts.

Merrickville—Owing to the recent amalgamation with the Tudhope-Anderson Co., of Orillia, the Percival Plough & Stove Works have somewhat changed their method of operation. The ploughs are now being made in Orillia, and the stove plant has been moved to the old plough works. But these—though much larger than the old foundry—are not large enough, and plans are now being made to increase the size of the mounting department. The work will be undertaken as soon as spring opens.

Personal Notes.

J. T. Craig, of E. T. Wright Co., was in Montreal during the past week.

J. Gilbert, of St. John, New Brunswick, spent part of the week in Montreal on a buying trip.

F. O. Lewis, sailed from Liverpool on the Olympic, on the 7th of February, and arrived in Montreal this week.

F. R. Oliver, manager of Tudhope & Anderson Co., Orillia, is leaving next week for a business trip through the west.

George Caverhill, of Caverhill & Learmont, Montreal, sails for England this week on the Oceanic. He is accompanied by his wife and daughter.

Mr. Lindsay, of the Lindsay Hardware Co., Vulcan, Alta., has returned from High River, where he has been rereiving treatment at the hospital.

C. Castleman, of Landers, Soule & Castleman, Chesterville, is spending the winter in California. He will be home about the middle of March.

Among the visitors to the Montreal wholesale houses this week were: J. A. Paquin, of St. Eustache, J. R. Deschambeault, of Terrebonne, Que., and H. Corriveau, of St. Sebastien.

J. T. McDermott, accountant in the Molsons Bank at Winnipeg, is returning to Diamond City, Alta., to take a position with the Alberta Hardware Co., of which he is a shareholder.

Mr. D. D. Campbell, who recently sold his hardware business at Fillmore, Sask., to S. G. Norris, left recently for Redvers. Mr. and Mrs. Campbell expect to spend the balance of the winter visiting friends in Manitoba.

John Irwin, assistant manager of Brandram-Henderson Paint Co., has returned from a trip to Kingston, Ont.

The Montreal Sales Co., jobbers of "Everything on Wheels" have removed to more spacious showrooms, at 61 St. Sulpice St.

What Readers Say of Hardware and Metal

The following are a few of the letters which have come unsolicited to Hardware and Metal, telling of the place it occupies in the minds of hardware dealers in all parts of the country.

Worth Five Times Price.

Acton, Ontario.—"I have sold out so please discontinue my subscription. However, let me say a word of appreciation of your paper. I would never think of running a hardware business without Hardware and Metal. Not only are your predictions on the markets worth five times the price of subscription but your articles on business management are very helpful and interesting. I know that I will miss its visits every week."—R. F. Johnstone.

Will Always Subscribe.

Hamilton, Ontario—"Enclosed please find cheque for payment of subscription. Started business a year ago last November and will always subscribe for Hardware and Metal, as found it a great help in many ways."—B. E. Webster.

Like the Paper.

Fort William, Ontario.—"We want to compliment you on the improved appearance of the late numbers of Hardware and Metal." Gerry Bros.

Find Paper Valuable.

Huntingdon, Que.—"We value your paper very highly."—Braithwaite Bros.

Something in Every Issue.

Adanac, Sask.—"We look forward to receiving every issue as we learn something from each one."—Moorlend & Son.

No Better Way.

Toronto, Ontario. — "I am working with sheet metal products and want to keep posted in the hardware trade. I know of no better way than reading Hardware and Metal." — Horace H. Carrie.

Has Missed Paper.

Ardath, Sask. — "I have just commenced business in this new town. Kindly send Hardware and Metal, as I miss it very much, being accustomed to receiving it in the east at Creemore, Ontario."—Albert Akitt.

Clerks Read It.

St. Hyacinthe, Quebec.—"It is with great pleasure that I enclose you my cheque in renewal for next year. I find all numbers very interesting and each of my clerks reads every number with attention."—E. Boucher.

Clerks are Interested

Gunton, Manitoba—"We look forward to receiving Hardware and Metal, as our clerks take great interest in it."—E. Williams.

Would Not Miss It.

Lemberg, Sask.—"Kindly find enclosed cheque for Hardware and Metal which we would not miss for double its price every year."—J. Landreth.

How to Get Returns.

Red Deer, Alta.—"We need a couple more of your issues for our clerks. We don't know of any way of spending four dollars that will give us as good returns as putting Hardware and Metal in the hands of live clerks."—Smith & Gaetz.

Best Publication.

Renfrew, Ontario.—"I would not be without Hardware and Metal, as I consider it the best publication for anyone connected with the hardware or stove business."—H. D. Moss.

LEADING BRITISH MANUFACTURER SPEAKS HOPEFULLY OF CANADIAN TRADE.

That the British manufacturer should keep in close personal touch with his customers in all parts of the world, is the opinion of S. R. Lysaght, managing director of John Lysaght, Limited, Bristol, England, one of the largest manufacturers of galvanized sheets, in the world.

Mr. Lysaght is now on his third trip around the world, visiting his branches in different parts of the Empire, and other members of his firm have also made this trip in the past, with the object of knowing the market at first hand.

"I can see nothing but prosperity for Canada," exclaimed Mr. Lysaght when seen by Hardware and Metal at his hotel in Toronto. "You have great resources and an energetic people to develop those resources."

"The preference given by your tariff to British manufactures, puts them at least on an equality with United States products, which would otherwise have an advantage owing to more favorable freights. There is no danger of the British manufacturer losing his grip on Canada, if he keeps in close touch with the demand in this country, and supplies what the people want."

So far as his own line is concerned, Mr. Lysaght is glad to notice that the demand is more and more for a high quality of galvanized sheet. In this respect, Canada may yet learn something from Australia, where galvanized sheets have been a staple building material for many years and the economy of good sheets in the long run has long since been demonstrated.

A recent development in the John Lysaght industry, was the construction of a new plant at Newport, which is among the most up-to-date mills in the world. Here the firm take their own iron ore, and convert it into galvanized sheets through all the necessary processes of manufacture. They are now turning out about half the steel bars required in their sheet mills.

Asked whether his firm had any intention of manufacturing sheets in Canada, Mr. Lysaght said: "At the present time, it would not be politic to establish mills in this country. The demand is as yet too limited. However, whenever conditions warrant it, we will not be found lagging behind."

TRADE CATALOGUES.

(See also page 59.)

Marine Engines.

The Ferro Machine & Foundry Co., Cleveland, Ohio, have sent out a large and elaborately designed catalogue on "Ferro Machines," dealing with marine engines and equipment. It is printed on heavily coated paper, illustrated large-in several colors, and is bound in a brown embossed cover. It contains graphic descriptions of the lines made by the company, including gasoline engines and all accessories. It is in every respect "a practical treatise on marine engines."

Auto Accessories.

The Canadian General Electric Co. have issued a supply catalogue, illustrating their ignition appliances and auto accessories. As the hardware trade is rapidly taking up these lines, the catalogue will prove of considerable interest.

The goods shown include electric auto lamps, electric light outfits of all descriptions, including head, tail and side lights, spark coils, low-tension magnetos, high-tension magnetos, ignition and lighting cables, spark plugs, storage batteries, lighting switches, testing instruments, horns, generators, carbureters and other accessories for automobiles and motor boats.

Standard Ideal Booklet.

"Artistic Sanitation in the Home," is the title of a fine booklet just issued by the Standard Ideal Company, of Port Hope, Ont. It deals with their ware—baths, lavatories, closets, laundry trays and other enamelled iron sanitary fixtures.

The booklet contains a good description of the processes of manufacture—the forming of the mould, the casting of he iron shell, he smoothing of the rough surfaces, the enamelling process and the firing on of the snow-white coat. A large part of the book is devoted to illustrations of bathrooms, fully equipped.

James Purvis, of Purvis Bros., one of the pioncer hardware men of Algoma will be present at the Guelph convention.

Weekly Western Market Report

Business is Better With the Change in Weather Conditions—It is now Expected That Trade Will Catch Up—Some Changes in Price are Noted.

Winnipeg, February 14. — Trade throughout the entire West shows considerable brightening with the change in weather. At last the severe cold spell has been broken and during the last week mild weather has been enjoyed in all quarters of the West. This was a decided relief to all classes of business. If present conditions, however, continue for another few weeks, it is expected that a great amount of lost time will be made up. While it is still a little early for spring business, yet, the general trade has opened up as good as usual and prospects are very bright. Shipments West have already started and while it must be understood that the rush is by no means on hand, yet, cars of hardware are going out to country points where local merchants desire to secure their spring supplies and have their stocks properly arranged and installed before the spring season opens. Several large orders for Regina, Saskatoon, Edmonton and similar points West are now waiting shipping orders and will be forwarded as soon as these are received.

There has been a sharp advance of rope; several lines having advanced as high as ½c a lb. Pure manilla is the only line to remain unchanged at 10¾c. New prices in other lines will be noted in the quotations.

The barbed wire market is also being watched with interest at the present time as mills in the United States have announced an advance of 5c per 100 lbs. It is not likely that this will affect the Canadian market as the mills to the south are the Canadian source of supply. No advance has however, as yet been made on the western market and at the present time the situation is being watched with interest. Wire nails have also advanced 5c per keg at mills across the line. It is not expected, however, that this advance will affect the Canadian market as these mills do not form the source of supply for Canadian buyers.

The movement in stoves still continues and spring orders are going out fairly freely. As yet no definite rush has started but it is expecetd that within a week or two it will commence.

Quotations in general lines are as follows:—

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 :and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in.,$5.45 ;1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Sisal, 8½c; Pure Manilla 10¾c; British Manilla, 8½c; Lath yard, 9¼c.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½ ; brass, 77½ ; round head, iron, 82½ ; brass, 72½ ; coach, 67½ per cent.

Terne Plate—I.C., $9.75 ; I.X., $11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25 ; ½ box, $5.50; I.X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $13.50 ; ½ box, $8 ; I.X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35.

F. E. MUTTON RESIGNS.

Toronto, Ont.—Frank E. Mutton, manager of the Canadian district of the National Cash Register Co., has resigned his position. He has served eighteen years with the N.C.R., ten years in the capacity of Canadian manager. Mr. Mutton's plans for the future are unsettled, it being his intention to take a rest. He will take a trip through Europe shortly.

The Canadian N.C.R. selling staff had a farewell convention on Saturday, February 3, at which they presented him with a beautiful gold hand-painted vase, as a further token of the pride and esteem they hold for their chief.

Weekly Market Report --- Metals

FIRMNESS NOTED.

A firm tone is noted all through the metal market, a slight decline in tin not being accepted as any evidence of weakness. Spelter and lead are particularly firm at present writing. In connection with spelter, it is said that a number of smelters are sold right up until May.

Short stocks are reported in a number of lines but nothing serious has developed.

MONTREAL.

Montreal, Feb. 16.—These are quiet days—and as this is the quiet season nobody expects an extra large amount of business to be done. Not a great deal of buying is reported, and it has been said that the lack of snow in certain districts, which is often blamed for a temporary cessation of busy times, is to blame in this instance also.

A firmness has characterized the market. Tin has had its little ups and downs, as usual, and, while a little firmer at 46c, no change in price is made from that quoted last week.

Raise Has Been Held.

Lead—The raise in price which was noted last week has held good, and no change is noted. Business appears to fulfil expectations, considering the time of year.

Copper—One or two large orders have been received for this metal, but the volume of business done cannot be designated as large. Prices remained unchanged.

Tin—Tin has had a rest during the past week, as far as fluctuations are concerned. It has not jumped around in its usual manner, although it has not been quite still—this would be well nigh impossible. Price remains the same at 46c.

Spelter—While it is true that there is not much spelter to be had, this is not affecting the market, owing to the fact that the demand is not great. Any sudden demand for this commodity might cause a change in price, but it is expected that before this demand makes itself apparent the supplies will be augmented.

Iron—While this metal may be said to occupy a place entirely different to the one above mentioned, the condition of the markets seem to be somewhat similar. There are no very large stocks on hand, that is certain, but it is thought unlikely that any shortage will occur.

TORONTO.

Toronto, February 16.—The metal market shows greater activity than at any time since the first of the year. In fact, trade is gaining impetus with the advance of the season. Each week sees a larger consumption in practically all metals.

A firm tendency is noted in all metals with the exception of tin where a fractional drop has been made. Supplies are sufficiently ample to relieve the metal supply houses of all worry, even if the demand has exceeded the records of previous years.

Tin down ½ Cent.

Tin.—The tin market has been erratic. A drop on the London market brought about a reduction of ½ cent in the local price. Despite this fact, however, it cannot be said that tin is weak. There are practically no bears in the market. The all patent increase in the world's consumption and the equally apparent absence of new sources of supply has brought about an impression that tin is up to stay. The price may fluctuate up and down on a narrow scale but the general tendency seems to be upward.

Locally there has been a good demand for tin.

Lead Very Firm.

Lead.—"Very firm" expresses the present state of the local lead market. The weakness noted a few weeks back has been recovered from most effectually and there is no trace at present of another break. Big business is being done locally. Stocks have remained light as a result of the large consumption but no fears are expressed on that score.

Still Active.

Plates and Sheets.—The demand is as active as ever. Last week it was stated that the consumption had attained to record figures and subsequent business has borne this out. For the time of year, there is a heavy consumptive demand, which is being met, in some cases, with difficulty.

Copper.—Locally copper has been firm. This condition has also obtained, due to the fact, in all probability that the metal has been improving statistically. The reports are encouraging to both buyers and sellers.

The demand here has shown an improvement quite in keeping with that of other metals.

Sold Up to May.

Spelter.—Spelter is very much in demand; perhaps more so than in any other branch of the metal industry. It is reported that many smelters are sold out up until May and the output of all others is in heavy demand. Here spelter has been going strong. The price naturally has been firm and, considering all circumstances, an increase does not seem improbable before long.

Steady Demand.

Pig Iron.—There is a steady demand for pig iron in carloads. Prices remain unchanged as follows:—Canadian Foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3. Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

GOOD TREND GENERALLY.

Cleveland, Ohio, Feb. 15.—The Iron Trade Review to-day says:—

Despite the fact that the pig iron market has remained dull almost to lifelessness, furnace operations in some districts have increased, and production on a heavy scale is being maintained steadily, with shipments corresponding to a large extent to the output. Absence of any considerable buying is not shown in the attitude of the furnace interests, for prices hold fairly firm in face of the show of dullness. Semi-finished steel demand continues at a high rate of production and consumption, the bulk of which is going into the lighter finished lines, and prices are firm. The heavy demand for plates and shapes on orders in the hands of makers has been unbroken and mills are well supplied with bookings for some months, but new business is not appearing yet, except in tentative form and this has caused some interests anxious to secure a share of the business going, to offer inducements. Slightly better showing is made in the tin plate trade, where orders are being placed more freely and a better tone is noted in the transactions. What weakness has been developing in this line, it is believed will have been effectually checked by the appearance of the usual spring contracts covering a large volume of business.

Weekly Market Report --- Hardware

STEADY BUSINESS.

It was not anticipated that February would prove a brisk month, but such is turning out to be the case. There is a steady business being done in all lines. Shipments are reported to be heavier than usual at this time of year, and the booking for spring delivery presages an active spring trade.

MONTREAL.

Montreal, Feb. 16.—Among the hardware jobbers the demand for winter lines is giving way to the spring and summer lines. Skates and similar goods are no longer asked for, and other lines are taking their place. A large number of orders for lumbermen's calks for early spring use are now coming in, and the fact that the warm days will soon be with us again is evidenced by enquiries for lawn mowers and ice cream freezers.

Business in general is reported to be good, and steady buying appears to keep the jobbers well satisfied with trade.

The market is firm in tone, and no price changes have been noted.

Heavy buying is reported in sap spouts, pails and kindred lines for the sugaring season. The sap will commence to run in a few weeks now, and retailers are stocking up in anticipation of a good season.

Spring Lines—From western points orders are now coming in for lawn mowers, screen doors, fence wire and other spring goods. The demand in the east for these lines has not developed to any extent yet. Enquiries are being received and advance booking has become general.

Builders' Hardware—While the season is still a little early, builders' hardware has started to move well. Orders from the city are increasing in volume almost daily, indicating that the buildng season has begun briskly. A continued spell of mild weather will cause these lines to move freely. There will be an immense amount of building started all over the country as soon as spring opens up. Jobbers express themselves as quite satisfied with the amount of orders coming in at present moment.

General shelf hardware is moving well. There has been a steady consumptive demand right along; in fact, the usual midwinter slump not having manifested itself as markedly as in former years.

Household Goods—Some good assortments of enamel and tinware have been sent out. The market is firm in tone.

Sporting Goods—This is a slow line just now. The demand for hockey supplies is practically over. Spring and summer goods have not arrived yet to any extent.

TORONTO.

Toronto, Feb. 16.—Although February is always conceded to be one of the dullest months of the year, if not the very dullest, the local wholesale houses are not finding any room for complaint in the volume of business being transacted at the present time. Trade has been surprisingly well maintained. There is no particular line which is busier than others, orders being impartially distributed over all lines more or less. "We are doing a good sorting business in everything," was the way one jobber summed it up.

Prices are steady and there does not seem to be any reason to anticipate any immediate change in level, although it is felt that, in some lines, the prices are lower than the situation warrants.

Seasonable Goods.—The number of orders sent out this week which contained any winter lines were few in number and small in bulk. The slight thaw of the last few days led to a certain demand for snowshovels, and the wholesale houses shipped a few. It is quite apparent, however, that trade in such lines has practically come to an end.

Spring Goods Shipped.

Booking continues brisk in spring lines, and a little shipping is being done. Poultry netting and goods of a similar nature are now being sent out, although only in a few cases. In about a week or ten days shipments of spring goods will start in real earnest.

Building Goods in Demand.

Builders' Hardware.—There has been a systematic and highly satisfactory demand for builders' hardware and supplies. Enquiries indicate that there will be an exceptionally brisk spring demand.

Jobbers report that they are selling a large amount of roofing and building paper at the present time. Big shipments are being made to all parts of the province.

Household Goods.—Demand is getting larger in all lines of household goods. Enamelware, tinware and dairy supplies are being shipped out in large bulk. There is a particularly steady call for dairy and laundry supplies. Spring booking is active in refrigerators and ice cream freezers.

Heavy Hardware.—Booking is now exceptionally active in all lines. Nails are in good demand. Price quotations are:—Discounts on carriage bolts, 3/8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Dull Season Reached.

Sporting Goods.—Business cannot be said to be very active. The call for skates and hockey supplies is now light; in fact, has just about come to an end, only sorting orders of rather slender proportions being placed. At the same time, the spring demand has not made itself felt to any extent yet. Orders are being booked for future delivery for baseball goods, lacrosse supplies, etc. Rifles, revolvers, ammunition and trapshooting supplies are not in large demand yet, though interest is beginning to manifest itself.

Catalogues and Booklets

DEMING SPRAY PUMPS.

The D. Deming Co., Salem, Ohio, have issued their 1912 catalogue of spray pumps and accessories. It is neatly printed and most completely illustrated, containing a great amount of information, easily accessible. The book is printed in two colors, with an attractive three-color cover. The fact that compulsory spraying laws have been adopted in some sections serves to focus attention on these lines.

TOOLS AND FREEZERS.

North Bros. Mfg. Co., Philadelphia, Pa., have issued their 1912 catalogue, showing their "Yankee" tools, ice cream freezers and other lines. It contains 117 pages and makes a neat and serviceable booklet.

Among the lines shown are ratchet screw drivers, automatic drills, breast drills, tool sets, push braces and all attachments for these tools. In addition to the ice cream freezers, the catalogue contains descriptions of packing tubs and cans, ice breakers, ice shaves, ice chippers and fluting machines.

SCREEN DOORS.

The Continental Co., Detroit, Mich., have issued a neat catalogue illustrating their full line of Continental screen goods.

Stoves, Furnaces and Accessories

Late Bird Secures Late Stove Trade

Dealers Who Keep Ranges on Stock Through the Winter Reap Good Profits—Some Concrete Instances — A Smith's Falls Dealer Sells a Furnace in Mid February Because He Had One on Hand—A Montreal Stove Man Sells Several Heaters in the Leap Year Month Because He Could Supply These Immediately—It is the Part of Wisdom to be Prepared for a Winter Demand.

Boy Scouts, now to be found in hundreds of towns and cities throughout Canada, have as their motto, "Be Prepared." It is refreshing to discover a motto in good English instead of Latin, Greek, or some modern foreign language, but aside from this the Boy Scouts, tersely expressed principle is appealing. It applies to men handling stoves as much as it ever applied to the Scouts. To be prepared means to be ready for profit or loss, but by being prepared the profits are multiplied and the losses cut in two. Experience in the stove business has shown this.

So much has been heard about that early bird, that people have come to think that the worm caught is the only one to be had. But there are late worms too, and the bird which stayed up after the dew fell would find a good harvest too. The pickings might not be quite so easy, yet they would be good pickings all the same.

This is the case with the men who handle stoves. Those who are in the field early, get the first of the fall demand—and a fine demand it is. But there is a late demand—a demand which is even now being felt—which comes to those who are prepared.

Afraid of Left Over Stock.

There are dealers who are exceedingly fearful of having a stove or two left on their hands. They make their late orders small, so that they will sell completely out, and not be forced to carry one or two ranges over until the spring. Undoubtedly there is something to be said in favor of this method of procedure, but there is also much to be said against it; and principally it may be remarked that selling out completely leaves a dealer unprepared. If a customer wants a stove he can not supply it. So the customer's faith in the hardwareman is somewhat shaken, for there is nothing so annoying as to ask for a staple and to find the dealer "out of it."

Now there is no particular reason why a hardware man should dread being left with a stove or two on his hands. These do not depreciate. The merchant would need some new ranges for the spring any way, and having a model or two left merely assures him of having a stock to meet the very early demand. Then those left over models may not be left over as long as might be expected. Take the case of Mr. Leacock, of Smith's Falls, as an example.

How a Furnace Was Sold.

Mr. Leacock deals in furnaces as well as stoves, and reports that this winter has been one of the busiest he remembers. It is not strange that this should be so, for Smith's Falls has been going ahead rapidly. Last summer a number of new houses were erected, and in a good number of these furnaces were installed. But near the last of the season Mr. Leacock placed another order, which he expected would leave him with three furnaces on his hands. He was willing to carry that many over, for he knew he would be able to dispose of them in the spring. But there will be no need of this spring disposition. Here it is only the middle of February, and every one of those furnaces has been sold. Two went in houses late in being finished. It did seem that one was to remain on stock; but last week, after the severe weather, a man entered Mr. Leacock's store and declared he "was not going to freeze any more." "I thought those stoves would heat my house," he declared. "But they won't. I want a furnace, and the quicker you can put it in the better."

Where Order Might Have Been Lost.

Now the furnace which remained in stock just enabled the filling of this order. Had his supply been exhausted, Mr. Leacock would have lost that job. No man would wait for a furnace to be brought in at this time of year. "Why," he would think, "it will be spring by the time it gets here and is installed."

But not only would the order have been lost, if there had been no furnace on hand, but the would-be purchaser undoubtedly would have been disappointed. He would have been displeased with Mr. Leacock, and displeasure on the part of customers means loss of profit for the dealer. Certainly it pays to be prepared.

This example relates to furnaces, but much the same thing is true of stoves. A Montreal dealer tells of three men hurrying in for heaters which the cold weather had made them feel were necessary. This depleted his stock; but he secured two more models, and sold them in the same way within a week.

Another Hurry Up Call.

A Richmond hardwareman tells of a sale he made late in January. The range in a farm house proved faulty. Neighbors recommended a model they had bought early in the fall, and the farmer went to town that Saturday to bring back the stove. Had the dealer not had the range in stock that would have been a disappointed farmer, and a good sale would likely have been lost.

But while it must be conceded that to have models on hand the winter through is the part of wisdom, it must also be admitted that to carry too large a stock is a mistake. It means tying up a lot of capital, and prevents the dealer getting the advantage of any change in price, or any newer patterns which may come in spring.

Keep Stoves on Castors.

It is also impossible—or at least unwise—for the hardwareman to give stoves as much prominence in winter as he does during the spring and fall. Yet he must have his models where he can readily show them to an inquirer. R. Hawkins, of Smith's Falls, says the best way he has discovered of attaining this end is by putting the stoves on castors. Then, though they may be rather hidden by other goods, they can be wheeled to a vacant floor space in a moment. This system has worked well for Mr. Hawkins, for he has sold a number of ranges this winter.

The stove problem is widening with the passing years. Still spring and fall are the great periods, but the dealer who devotes all his attention to these two seasons, and who neglects heaters, ranges and furnaces at other times, is going to be the loser—moreover he will not only lose the sale of a range or furnace, but he will lose the prestige which that sale gives. Possibly in no other line do sales bring sales so largely as they do with stoves. Indeed, all things considered, it would seem that to secure the best results the man handling stoves can do no better than to remember the Boy Scouts' motto, and "be prepared."

Methods of Retailing Paints and Varnishes

Paint Has Prevented Winter Stagnation

Campbellford Merchants Have Shown What the Dealer Can do to Keep Business Active in the Inactive Months—The Man in the Store Can't do Everything to Effect Sales, but he Can do a Great Deal—Women are Becoming Very Large Winter Buyers.

"It's the man behind the counter who sells the paint."

This somewhat epigramatic statement was made by the manager of a Peterboro hardware store this week, when discussing the activity in mixed paints. He meant, by his assertion, a good salesman will be able to convince a customer that the line he carries will be quite satisfactory. There is something in the contention of this hardwareman, but there is also something to be said on the other side.

A Salesman's Duty.

"A man or a woman comes in here and asks for a certain class of paint," remarked the Peterboro merchant. "Suppose it is a line we do not carry. Does the salesman say, 'Madam, we do not carry what you want?' If he did he wouldn't sell for me long. What he does do is to show a line which he knows meets the requirements of the purchaser. He will say, 'This is not what you asked for, but it is practically the same thing.' He can tell the strong points of this paint or varnish to show that it is quite as good as that for which a request was made."

The Use of 'Something Else.'

Undoubtedly sales are made this way, and undoubtedly it is wise for salesmen to show customers 'something else' if they have not got the article asked for. Nevertheless the very fact that another line was requested shows that it is not only the man behind the counter who effects the sales; but that there is some other force — something which has brought a certain paint so vividly to the attention of the purchaser that he goes to the hardware store and asks for that one particular line. Usually it is advertising which has done this, and such resultful advertising is of great importance to the hardwareman. It not only helps him with his paint sales, but with other lines, for people coming to a store to buy paint are likely to purchase a brush or some other article before leaving.

Three Points to be Considered.

Recently the sales manager of a Montreal paint house was advocating the use of his goods before a number of hardwaremen. "You have to consider three things in determining upon your line," he said. "Quality, margin of profit, and advertising helps." This man, it would seem, summed up the whole question in a sentence.

No, it is not the man behind the counter alone who sells the paint; yet the man behind the counter—working with the manager or owner of the store—can do much toward booming sales. A fine example of this is presented in the Town of Campbellford.

What Competition Has Done.

Competition, it has been said, is the life of trade. Certainly, competition in Campbellford has resulted in some fine hardware stores, and in every one of them is paint handled largely.

"How has paint been going this winter?" The question, asked of many hardwaremen, brings forth the statement that there is nothing doing in winter. Such is not the expression of these Campbellford dealers. They do state that the winter is a quieter season than spring and fall, yet one and all state that they have had a good sale the winter through. Undoubtedly they have themselves to thank in no small measure for the continued demand. With the coming of snow they did not relegate paint to the background. One and all kept it on the shelves near the front. They kept the shelves well stocked, moreover, so that those coming inside would see lines which they could well use in the cold weather, when regular work about the farm was impossible.

Much Buggy Painting.

T. S. Tait has felt a good demand from the farmers, who are taking the opportunity winter affords to brighten up their buggies. Also, he has sold a good deal of barn paint—a line which he has brought prominently to the fore. Painting outside in frosty weather is not a particularly wise proceeding, but there have been many days this winter when the frost was not severe, and when small jobs in outhouses and similar buildings could well be done.

Floor paint, too, has sold readily, simply because it was kept well before the people. Not a great many will think of painting their floors if they don't have this suggested by paint displays in the hardware stores, or by seeing floors which have been painted. That is one great thing about winter painting. There is more visiting done at that season of the year than at any other. Women see the improvement their neighbors have made by the use of a pot of paint, and they just naturally decide to do something similar.

Women Large Buyers.

E. T. Morton, another Campbellford hardwareman, declares the women have been large buyers of paint this winter. D. W. Douglas remarks the same thing, while A. Owen declares the farmers' wives are getting to be larger users of ready-mixed paints every year.

And the women always will be large buyers of paint, and its possibilities, is brought to their attention. A woman's great interest is her home. Perhaps she can't induce her husband to paint the outside of it, but she can brighten up the interior herself; and brighten it up she will. Especially is she anxious to do this in winter, for a variety of reasons, ranging from her desire to utilize the greater spare time she then has to the desire to have the house spick and span for the inspection of her interested visitors.

No Stagnation.

Men, too, have their delight in painting things. No wonder, therefore, the Campbellford dealers have obtained results by keeping paint before the people. The only pity is that others have not taken the chance that has been theirs to keep the paint trade from stagnating during the winter.

START EARLY CAMPAIGN.

Alliston, Ont.—The Cain hardware store is conducting a campaign at the present time to boost their sales of interior finishes. It is contended that, as the housecleaning season is not so far off now, the householder should commence to prepare for that momentous event. One of the measures proposed is to use a lacquer handled by them for the general improvement of the interior of the house. In a recent advertisement it is pointed out that this lacquer is "designed for beautifying and preserving old furniture, marred and soiled woodwork, dingy and dirt-stained floors and a hundred and one varnishing odds and ends that, worn and abrased, disfigure the living rooms or clutter the storeroom or attic. It not only restores old and lustreless wood surfaces to their pristine tone and tint,

but covers up original defects and oblitrates the scars of usage and abuse."

This course shows that the firm are determined to create an early demand for paint specialties. The argument that people should brighten the interior of the house before housecleaning is a good one. By doing so, they would lighten the labors of housecleaning and improve the results very materially.

CHANGE AT A. RAMSAY & SON.

An important change has just taken place in the firm of A. Ramsay & Son Co., of Montreal, a firm, by the way, which is this year celebrating the seventieth anniversary of its inception. Edwin Dowsley, for some years General Manager and Secretary Treasurer is retiring, and Walter B. Ramsay is taking the position thus rendered vacant.

WALTER B. RAMSAY,
Who Becomes General Manager and Secretary-Treasurer of A. Ramsay & Son Co., Montreal.

For well over thirty years Mr. Dowsley has been with this pioneer paint house. It was not a young firm by any means when he joined the staff, yet he has seen the business grow larger and larger, and has watched the territory covered, widen and widen, being himself responsible in no small measure for this growth. Mr. Dowsley grew with the concern. From a junior in the office he rose step by step, until the knowledge which he had gained, and the ability he had developed, made him the man for the General Manager's chair.

Mr. Dowsley now feels that he needs a rest, and intends taking a good holiday.

Walter B. Ramsay, who is assuming the duties of Manager and Secretary-Treasurer, is a young man, yet he too has had a wide experience—an experience stretching over a dozen years. Like Mr. Dowsley he started in the business at an early age, and at the bottom, working steadily up from post to post.

As well as understanding the office work thoroughly, Mr. Ramsay has passed through the factory and the warehouse. He knows what is in Ramsay's paint and how it is made. He has also been on the road, travelling through the West for three years. During this period Mr. Ramsay's headquarters were in Winnipeg, but for the past little time he has resided in Montreal, where he will remain to do his utmost in furthering the interests of this old and successful house.

DISPLAY OF WALL FINISH.

Perth.—Rogers & Nicoll are now booming the sale of a finish for walls and ceilings. In one of their windows they have a great display of this material, numerous cards telling its various uses. The display is simple but attractive, and Mr. Rogers says it is bringing results.

VISITED TORONTO OFFICE.

Joseph R. Henderson, president and managing director of Brandram-Henderson, Ltd., paid a visit to the Toronto office of that firm this week. He returned east Thursday night.

HAD KEPT THE LAW.

Kingston, Feb. 14.—"The Kingston hardwaremen are observing the law in this respect, and the second-hand dealers will have to do so as well."

This was the comment made by Magistrate Farrell, in police court, in hearing the case of Henry Sugarman, second-hand dealer. The latter was charged with selling a revolver to the late Charles E. Heroux, of Casselman, Ont. Heroux committed suicide, in the waiting room of the Kingston & Pembroke railway station, a few weeks ago. Police Constable Samuel Arniel made an investigation, found that the revolver had been purchased at Sugarman's store, and thus had the accused summoned to the court, charged with a violation of the Offensive Weapons' Act, passed by the legislature, in April last. This was the first case of the kind to come before the magistrate.

Heroux went to a number of the local hardware stores, and endeavored to purchase a revolver, but the hardwaremen refused to give him one, as he did not have the necessary permit from the chief of police as is required according to the Act. Finding that he could not get what he wanted, in the hardware stores, he then went to Sugarman's store, and there made the purchase of the fatal revolver.

Owing to the fact that he had a good record, the magistrate allowed Sugarman to go on suspended sentence, but gave out a general warning to all dealers that future cases would be severely dealt with. He stated that the minimum fine was $25. In disposing of the case, the magistrate paid a warm compliment to all the hardwaremen, stating that they had kept the law well in respect to the Act.

Turpentine Limitation Advised

Limitation is the keytone in the turpentine industry. It seems to be generally recognized among the producers of pure spirits of turpentine that curtailment of the production would result in an improvement of conditions generally.

There has been a larger stock on hand at the primary points of distribution this winter than usual. This has been due, not so much to the fact that production was so much larger, but rather because the extraordinary high price of turpentine last year brought substitutes to the fore and reduced the demand for pure spirits. The price is now lower than the producers care to see and they are inclined to talk curtailment with more earnestness than ever.

The significant statement was made at a recent meeting by a manufacturer interested in the new cup system of gathering turpentine that his company sold no fewer than 24,000,000 cups last year and that this output could be increased fifty per cent. during the coming year, but the company preferred to limit their production to last year's figure. As Laws exist now in some sections which compel the use of the cup, this looks like a highly effective measure to enforce curtailment. Limitation of the sale of cups would undoubtedly result in the limitation of the output.

Another tendency noted is the unmistakable trend toward conservation. Old methods of gathering turpentine are being discarded and in some sections, as stated before, are illegal. New methods tend to lengthen the life of the trees, decrease the danger of fire and render the percentage of gum lost very much smaller. This conservation of resources had pretty effectually banished the fear that the demand would rapidly outgrow the visible supply.

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

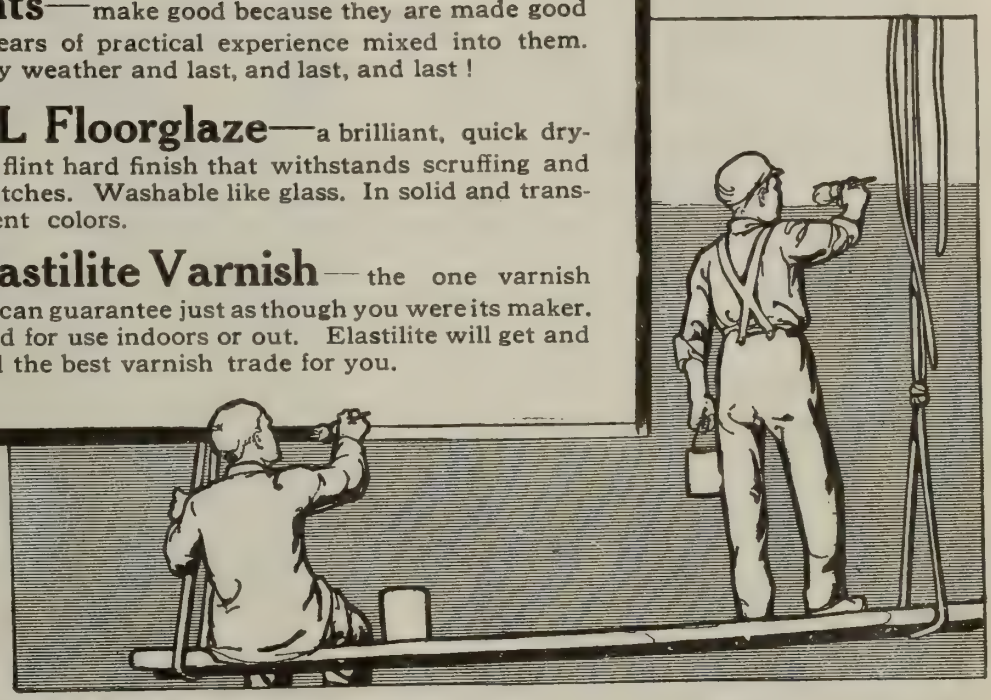
Our New ML DECORATIVE AID DEPT. Helps You to Get Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. **ML Paints** defy weather and last, and last, and last!

ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.

GET OUR HELP
Our Decorative Aid Dept. answers your problems in house decoration and painting with free color suggestions, estimates, stencil designs, etc. Stencils sold. You get the right goods in the right shades for best effects in any house. Send for Booklet.



SAMPLES FROM

The Imperial Varnish & Color Co., Limited,

6-24 Morse St., Toronto
108 Princess St., Winnipeg
364 Water St., Vancouver

LET'S GET BETTER ACQUAINTED

We want to meet you at the Guelph Hardware Convention.
Our Headquarters will be at the sign of the "Little Blue Flag."

The Centre of Attraction

You'll find the "High Standard" exhibit intensely interesting, because it will show you "Something new" about Paint and Paint Selling.

If you are not in the buying mood, drop in anyway; we will try to send you home feeling better for having seen us.

Toronto
Dayton
New York

Lowe Brothers LIMITED

Boston
Chicago
Kansas City

Weekly Market Report --- Paints

AN ACTIVE TONE.

Everything points to an exceptionally busy year in paints, varnishes and oils. Business booked for spring delivery is well in excess of the usual amount, and present shipments are undeniably heavy. On the whole, the situation is good and the manufacturers express themselves as well satisfied.

Prices have remained remarkably steady for the last fortnight. Coal oil is quoted higher.

MONTREAL.

Montreal, Feb. 16.—"If the amount of business done this year in comparison with that done in the same period in previous years can be taken into consideration, this is going to be the best season we have ever known." These are the words of a prominent paint man in Montreal, and give a very good idea of the feeling which exists among the manufacturers regarding prospects for the coming season. All the factories are busy, and the shipping departments are kept alert in order to keep pace with the orders which are now coming in in large quantities. Many of these orders call for immediate shipment and the manufacturers have their stock arranged so that goods can be shipped on the same day as order is received.

Prices have been steady—the only change to be noted is a reduction of 2c in the price of linseed oil. This action has been taken by the jobbers without any reduction in price to them from the mills.

Oil Down Two Cents.

Linseed Oil—The price is now quoted at 93c for raw and 96c for boiled—a reduction of 2 cents. The reason for this change is that oil has not been showing any great strength. Demand, although steady, has not been out of the ordinary for this season of the year. Quite a little booking is done for spring delivery.

Activity in Paris Green.

It is stated that there has been heavy booking in paris green, despite the fact that the unrest at present affecting the American market has made it impossible for a definite price to be arrived at here. Most of the orders, of course, are for spring delivery. The price situation is a little uncertain. Some state that the depressing influence of the American trade will not be felt here to any material extent.

Steady Turps Trade.

Turpentine—No developments have taken place in the turpentine situation during the past week, the price remaining the same at 70 cents. Conditions are reported to be the same as at last writing. Business is fairly steady. Some orders for immediate requirements have been filled, but the bulk of the business is for spring delivery.

White Lead—A fair amount of white lead has been sold, but the big orders will not commence to arrive until the weather moderates a little. Building operations will then commence. There can be no doubt that the severity of the weather has served as a drag on the market. The price has remained firm and presents no prospect of a change in that respect.

A Heavy Demand.

Mixed Paints—The greatest demand is being shown in this line at the present moment. Orders are coming in steadily and, while the bulk is for April 1 shipment, quite a little is for immediate shipment. As a result, the manufacturers are busier than usual at this time of year.

TORONTO.

Toronto, Feb. 16.—The milder weather has brought a larger volume of business than for some weeks past. There is a good all-round demand for immediate requirements, although the bulk of the business is for April 1 delivery.

Manufacturers and jobbers speak confidently of trade prospects. They report that business so far has been in excess of last year and that, so far as they can tell, the spring booking shows a bigger increase than can be accounted for by the steady growth of the paint industry in Canada. In fact, the situation is very satisfactory in every way.

The market has been exceptionally steady during the past few weeks, practically the only changes being in coal oil and gasoline.

Turpentine Steady.

No developments are reported in turpentine, the same price level, 68c, being maintained. There have been fluctuations on the primary market, both up and down, but never going more than a cent either way, and local quotations have not been affected, therefore. It is difficult to predict just what trend the future will take. Foreign consumption of American spirits has been lighter this year, but reports from France indicate that the demand is heavy there and that the stocks are not larger than in other years. At Savannah the stocks are still heavier than usual. It is probably safe to say that no radical change in price either up or down need be expected for some time.

Linseed Oil the Same.

The price asked for linseed oil is still 94c for raw and 97c for boiled. Sales are small and it is probably the fact that demand is purely nominal that keeps the price at the present level.

Increases Here.

There have been advances in the price of coal oil and gasoline. Petroleum prices locally are now: Prime white, 12½c; water white, 14c; Pratt's Astral, 15½c. The consumption of coal oil is now about at its highest level.

Motor gasoline is selling at 18c in barrels.

White Lead Firm.

The price of white lead remains firm and there seems to be every reason to believe that it will stay that way. Pig lead seems to have come back to a permanently strong basis again, thereby precluding any possibility of lower quotations on white lead.

Glass—A small amount of business is being done and considerable spring booking is reported.

Putty—Business has shown more activity and some spring booking is being done. Standard putty is quoted as follows: Bulk, in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

Prepared Paints—Spring booking is the order of the day. The travelers report that business prospects seem good and they are turning in large orders in proof of that statement.

Varnishes are equally active.

MONTREAL HAS BUS SERVICE.

Montreal now boasts of a motor bus service. A motor bus owned by the Taxi Cab Co. is now running from Green Ave., Westmount, to Beaudry St., in the east end by way of St. Catherine St. A fare of ten cents is charged, and as the service is quick, a good business is being done, and it is expected that a better service will be put on shortly. The bus presents a very fine appearance, and is of the latest model costing $6,000. At the head of the company which is inaugurating this service, is Joseph Versailles, who will be remembered as an old hardware man. Mr. Versailles' rise has been rapid, as it is not very many years since he was connected with one of the wholesale hardware houses in this city.

B-H Paint Calendar, size 11½ in. by 8 in., printed in four colors

Mr. T. M. Nash, agent for B-H "ENGLISH" PAINT at Wellington, Ont., writes under date of January 19th, 1912, as follows:

"Am very much pleased with B-H Paint Calendar for 1912, and am sure it will be a big sales help to all B-H Paint Agents.

"I may say that I have been called on by a good many other paint firms trying to get me to take up their agencies, but I would not think of it, for I know that B-H 'ENGLISH' PAINT is the very best made. I can always bank on my customer's paint trade after he buys his first can of B-H 'ENGLISH' PAINT."

This attractive calendar is mailed to all property owners whose names are given us by B-H "ENGLISH" PAINT Agents. This calendar is part of a mail advertising campaign that we will conduct in your territory that will bring paint buyers to your store, and as Mr. Nash states in his letter printed above, "you can bank on your customer's paint trade after he buys his first can of B-H "ENGLISH" PAINT.

B-H "ENGLISH" PAINT is 70% Pure White Lead—30% Pure White Zinc---mixed ready for use with Pure Linseed Oil, Pure Turpentine and dryer and nothing else.

Write our nearest office for complete agency proposition

BRANDRAM - HENDERSON LIMITED

MONTREAL HALIFAX TORONTO ST. JOHN WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c ; White Brass, 48c ; Metal ic, 45c ; Special, 33c.; Harris heavy pressure, 25c ; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c ; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c ; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c. ; Mystic, 17c. ; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 21
Rods, base ½ to 1 inch, round..	0 16	0 18
Tubing, seamless base, per lb. ...		0 21
Tubing. iron pipe size, 1 inch base..		0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water ga te valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	15 00
Cut lengths, round bars, ½ to 2 in.	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	....	19 50
" " No. 2....	....	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles ......base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel	06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch .. $	5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	61 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent.
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¼
Heavy red brass	0 10	0 10¼
" yellow brass	0 08	0 08¼
Light brass	0 06	0 06¼
Tea lead	0 02½	0 02¼
Heavy lead	0 02¼	0 02¼
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 [illegible]	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 50	4 50
Imported pig, per 100 lb	4 60	4 60
Bar pig, per 100 lb	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—		
I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. } 7 00
" 14x60, " }
" 14x65, " }

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½. $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 Al. prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 06

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

GLUE

		Per lb.
French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11½

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¼	0 18¼
Packets, 1-lb., 100 in case	0 20¼	0 20¼
" ½-lb., "	0 22¼	0 22¼
Tins, 1-lb., 100 in case	0 21¼	0 21¼

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand	1 60	

Dealers Can Reap Good Profits

BY SELLING

Rogers' Portland Cement

This is a cement upon which every architect can absolutely rely as it has proved its superior weather-resisting qualities by its past service.
ROGERS' PORTLAND CEMENT has great strength, sets evenly and is absolutely uniform in action.
All orders receive prompt attention. Our service is quick and efficient.

ALFRED ROGERS LIMITED

28 WEST KING STREET, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

This Illustration was made from a photograph of a Bowser installation for Mr. Samuel Hobbs, 1434 Queen St. W., Toronto, Ont.

This system handles
Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 Fraser Avenue

PLASTER OF PARIS

Per barrel..............................

PINE TAR

Half-pint tins, per dozen....	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs...... ...	4 25	4 25
No. 1, kegs, per 100 lbs.........	4 75	4 75

SHINGLE STAINS.

n 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls........	0 08	0 09
Motor Gasoline single bbls.....	..	0 17½
Benzine, per gal single bbls	....	0 15½
Pure Turpentine single barrels	0 70	0 73
Wood Turpentine	....	0 60
Turpentine, second run.........	....	0 60
Linseed Oil, " raw..	0 95	0 96
" " boiled	0 98	0 99
Rosin, "G" grade, bbl. lots, 100 lbs. ..		3 25

VARNISHES

	Per gal. cans.
Carriage, No	1 50
Pale durable body, ...	3 50
" hard rubbing	2 00
Finest elastic gearing	3 00
Elastic Oak	90
Furniture, polishing....	1 20
Furniture, extra	1 20
" No. 1.. . . .	0 95
" union	. 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan...........	1 35
No. 1 black japan.............	0 95
Benzine black japan	0 75
Crystal Damar..........	2 50
No. 1 "	2 25
Pure asphaltum...............	1 40
Oilcloth.........................	1 50
Lightning dryer	0 85
Elastilite varnish....	25
Copaline varnish	2 25
Granitine floor finish	4 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish ..	4 50
Canada Paint Co's sun varnish	2 25
" Kyanize" Interior Finish....	2 40
" Flint-Lac," coach...........	1 80
B.H. Ltd. " Gold Medal." in cases	2 25
Dependon Lt. H. Oil Finish.........	8 75
Everlastic Floor....................	14 25
Flattine floor finish	3 00
Elastica exterior finish .. .	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	.. .	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40................................	2 85
41 to 50................................	3 25
51 to 60................................	3 56
61 to 70................................	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
" Anchor," pure	6 75	6 90
Brandram's B.B. Genuine ..	7 75	7 30
C.P.C. decorators pure......	6 75	6 90
Crown and Anchor, pure.....	6 75	6 90
Elephant Genuine	7 00	7 15
Essex Genuine (Windsor)		6 90
Island City Decorators' Pure.	6 75	6 90
Lily Pure......	6 75	6 90
Moore's Pure White Lead....		6 90
Monarch (Windsor)...........	....	6 50
Munro's Select Flake White.	7 00	7 15
Purity, C. O. Co.'s Ltd.......	....	6 40
Ramsay's Pure Lead	6 75	6 90
Ramsay's Exterior	6 50	6 65
Sterling Pure............	....	6 90
Tiger Pure	6 75	6 90

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal. V.M... .. .	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels......	1 00

HARDWARE

ADZES.

Carpenters', per doz....... ...	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz...........	6 00	9 00
Double bit "	10 00	12 00
Bench Axes..................	6 75	10 00
Broad Axes..................	22 75	25 00
Hunters' Axes...............	5 00	6 00
'Boys' Axes............... ..	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb........	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount 2 per cent. 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits...........	30 and 10
Irwin's auger........................	47½
Gilmour's auger.....................	60
Rockford auger......................	50 and 10
Gilmour's car.......................	47½
Clark's expansive........	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered..........	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail...............	....	4 25
Crown.........................	....	4 85
Crescent......................	....	6 50
Sovereign.....................	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)....	3 25

BARN DOOR LATCHES

Challenge, dozen.....	2 25
Defiance, dozen..............	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller...	70
" " 7-16 and up.....	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts....................	55, 5 & 10
Blank Bolts......................	60
Bolt Ends........................	60
Sleigh Shoe Bolts, ⅜ and less...	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list..........	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC

Tarred Slater's paper, per roll........	70
O. K. paper, No. 1, per roll...........	0 75
O. K. paper, No. 2, per roll....	0 70
Plain Fibre, No. 1, per 400 ft. roll....	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll...	0 55
Tarred Fibre, No. 2, " ..	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs..................	0 45
Plain Surprise, per roll...............	0 40
Resin sized Fibre per roll........	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb..	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs............	0 65
Heavy Fibre 32' & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square......	0 70
3 " " " "	95
2 Ply complete, per roll.....	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel...........	3 50
Refined Coal Tar, tins, per doz......	1 25
Refined Coal Tar, per barrel.........	4 50
Shingle varnish, per barrel..........	4 50
Caps, per lb	0 06
Nails, per lb..........................	0 05
Mop cotton, per lb....	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
Lafarge" cement in wood ..		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English............	17 00	21 00
" American, low	23 00	25 00
" " high......	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz............	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in..............	2 50
" adjustable, 4 in................	7 60
Carpenters, 3 feet........................	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts............	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian. 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand).........	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz........	5 25
Folding handles, 8 inch, doz....	1 80

DRILLS.

Bit stock drills, 2-32 in., doz..........

ESCUTCHEON PINS

Steel, discount 50 per cent
Brass, 55 per cent

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's............................	70 and 10
Great Western, American.........	70 and 10
Kearney & Foot, Arcade...........	70 and 10
J. Barton Smith, Eagle............	70 and 10
McClellan, Globe....	70 and 10
Black Diamond........	60 and 10
Delta Files..........................	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)....	35

FORGES

Blacksmiths portable, 135 lbs...........	9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.........................	0 35
Ladies claw, handled, doz..........	0 60
Adze eye nail hammer, 10 oz, doz....	1 25
" hickory handle, 1 lb., doz..	6 25
" straight claw, 1 lb., doz....	7 00
Farriers hammers, 10 oz., doz........	5 60
Tinners setting, ½ lb., doz............	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over.....	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs..........	0 09

HARVEST TOOLS.

60 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25
Wood hay rakes, 40 and 10 per cent
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute rope ⅝ inch . per gross.	8 00
" " ¾ " ... " ...	10 50
" " 1 "	13 50
Leather, 1-inch ..... per doz.	4 00
Leather, 1¼ " ...... " ...	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16-in. $10.20; ½-in. $11.40 9-16-in. $13 20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., ...	6 50
" " 10-in. and larger ..	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in....... "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5... .... per gross	2 25
5-16 x 5.. .... "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M.R.M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb

Amatite ROOFING

Mineral Surfaced—
Needs No Painting

EVERYTHING about Amatite appeals to the man with common sense. He can see its superiority at once—the real mineral surface *which never needs painting;* the two layers of Pitch which is the greatest waterproofing material known; the two layers of heavy Tarred Felt—all these contribute to the popularity of Amatite.

We can make Amatite better and cheaper than anyone else on account of our greater facilities, and consequently we sell it at a surprisingly low figure.

Simply the fact that it needs no painting is enough to make a man sit up and take notice—especially the man who has spent time and money in painting and repainting smooth surfaced roofings.

Every dealer should push it. Write to-day for further information.

THE PATERSON MANUFACTURING CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

"Presto" BASIN COCKS

Nickel-plated. With china index handle. "A quarter turn gives a full opening." Tail screwed for 1-4 inch iron pipe.

GOOD { METAL / PLATING / FINISH / DESIGN

We can quote you an attractive price. Write Dept. H.

T. McAVITY & SONS, LTD., ST. JOHN, N.B.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

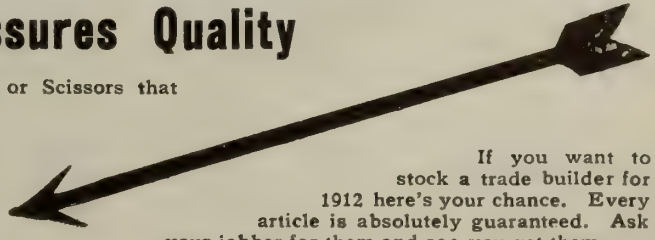
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

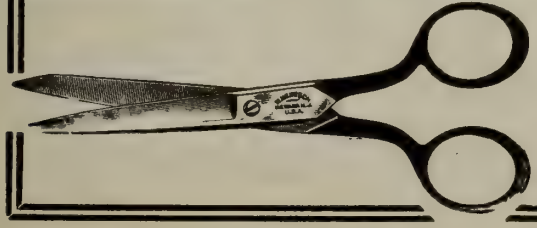
The Name "HEINISCH" Assures Quality

when it is applied to Tailor Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

85 years of practical experience in their manufacture accounts for their superiority over other makes.



If you want to stock a trade builder for 1912 here's your chance. Every article is absolutely guaranteed. Ask your jobber for them and see you get them.



R. Heinisch's Sons Company
Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	[illegible]
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1¼ inch	3 35
1½ inch	3 00
1¾—1⅞ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap	per gross	30 00
Indian snap	"	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

		per doz.
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08¾
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz		$5 00
" iron, per doz		4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 35
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shovel handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35 hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

RAMSAY'S PAINTS

Stand Any Weather

Can you say this—and say it with conviction—when your paint customer asks this question? Do you know that the paint you're handling will stand any extreme of our rigorous climate? With

Ramsay's Paints

goes a guarantee which backs up your say-so in this regard, and which is, in turn, backed up by seventy years of concentration on one thing—the making of good paints.

Why not handle our line and always KNOW that your customer is going to come back, perfectly satisfied, for more That's the kind of paint trade to have, and that's the kind you get when you handle paints made by

A. Ramsay & Son Co.
MONTREAL
Paint Makers since '42
A. McBride & Co., Ltd., Calgary
Revillon Bros., Ltd., Edmonton
Bogardus, Wickens, Begg, Ltd.
Vancouver

Don't Miss Our Demonstration

We will demonstrate a few of our leaders at the Guelph Convention this year, booth No. 15. This demonstration will give you pointers for selling our products.

"Ask about 'T-45'"

TO THOSE WHO ARE NOT NOW BUYING FROM US

Our Exhibit will be of vital interest. Let us show you what we have. You are in business to make money. See our representative and begin now to make more money than you have ever made before.

Benjamin Moore & Co., Limited

TORONTO NEW YORK CHICAGO

THE BEST ALL 'ROUND PAINT FOR EVERY PURPOSE

EXCEPTIONAL COVERING CAPACITY

MADE WITH MANITOBA LINSEED OIL

Sell it and Reap Clean, Satisfactory Profits

This is the paint that the Western people demand, as it has great weather-resisting qualities and no superior as a surface coverer.

SELLS WELL AT A FAIR PROFIT

Every can is absolutely guaranteed.
Write for interesting proposition and color cards.

G. F. Stephens & Co., Limited

Paint and Varnish Makers

WINNIPEG **CANADA**

BRANCH AT CALGARY

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

ARTICLES WANTED

WANTED—LARGE BEADER, SECOND-hand, in good condition. Howard Furnace Company, 371 Yonge Street, Toronto. (7)

WANTED—DOUBLE SEAMING MACHINE, circular shears and a safe. State price and particulars. J. G. Hussey, Alvinston, Ont. (7)

BUSINESS CHANCES

HARDWARE, STOVE AND TINWARE business; stock $3,600; turnover $12,000; good stand; Western Ontario; must sell at once; good reason. Box 625 Hardware and Metal, Toronto. (7)

FIRST-CLASS HARDWARE, STOVE, TIN, granite and general jobbing business. Established 30 years; doing splendid business; stock reduced to $5,000; $2,500 will handle; yearly turnover $20,000. Fine store, the best stand in the place, fine farming country. This business will stand the closest inspection. At rate on the dollar. Wish to retire. D Ferguson, Teeswater, Ont. (2tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

COMMISSION LINE WANTED

HARDWARE LINES WANTED ON COMmission basis covering Canada. Box 626 Hardware and Metal, Toronto. (7)

LIGHTING SYSTEMS

LIGHT THAT HOME OF YOURS BY Acetylene. W. F. Earl, Athens, Ont., will tell you how. (9)

SITUATION WANTED

RELIABLE, AMBITIOUS YOUNG MAN wants position as manager of branch retail hardware store in the west, thorough western and eastern experience, excellent references. Apply Box 628, Hardware and Metal, Toronto. (7)

WANTED — POSITION BY HARDWARE clerk with 4 years' experience, total abstainer, can furnish best of references, and give good reasons for being out of employment. Box 631 Hardware and Metal, Toronto.

WANTED — SITUATION IN WESTERN retail or wholesale hardware. Four years' experience, good commercial training; knowledge of hardware, furniture, harness, wallpaper. Willing to invest, if satisfactory. Box 632 Hardware and Metal, Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

When writing advertisers kindly mention having seen the advertisement in Hardware and Metal.

SITUATIONS VACANT

HARDWARE CLERK WANTED—WE WANT a bright young man with from two to three years' experience in the hardware business. State salary expected. John Bailes and Sons, Oshawa, Ont. (7)

TINSMITH WANTED — MUST BE ALLround tinner and furnace man. Clerk in store spare time. Temperate, hustler, good wages. Start work April 1st. Geo. A. Laugtry, Tessier, Sask.

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—YOUNG MAN, WITH SOME hardware experience (Experienced man preferred) to act as clerk in hardware store, apply, stating experience, age, and salary expected to Glover Bros., Windthorst, Sask. (9)

WANTED—A FIRST-CLASS STEAMFITTER and plumbers' foreman to take charge of a shop, one who can figure, draw heating plans, estimate on all kinds of work and also manage men. To a really good man the best of wages will be paid. None but one who will take an interest in his work need apply. Enclose testimonials and state experience and salary to The Manville Hardware Co., Prince Albert, Sask. (7)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms —real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS — ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

STORAGE

STORAGE, VANCOUVER, B. C.—STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 329 Railway Street, Vancouver. (14)

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

JAMIESON'S

Pure PREPARED PAINTS

Brands
Crown and Anchor
Island City
Rainbow

The most satisfactory paints on the market.

100 %

VALUE IN EVERY CAN

Get in your orders early so you'll have it on your shelves in time.

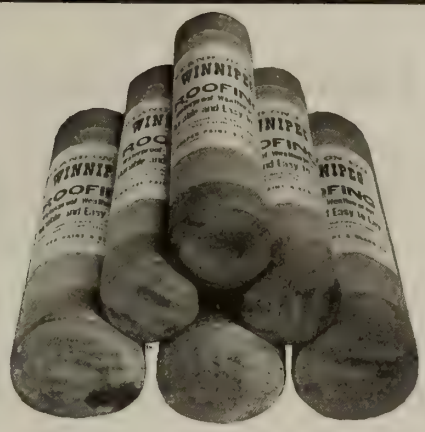
We'll arrange terms.

R. C. Jamieson & Co.
LIMITED

ESTABLISHED 1858

Owning and Operating

P. D. Dods & Co., Limited
Montreal



WINNIPEG READY ROOFING

Waterproof
Weatherproof

Made of the highest grade of wool felt, thoroughly saturated with non-drying gummy compound that remains soft and pliable in the extremes of temperature and is absolutely waterproof.

Samples and directions for laying on request

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG CALGARY EDMONTON

NEW ERA PAINT

is the product of many years of severe testing with an aim to meet the requirements of every painter.

Do not hesitate about keeping New Era Paint in stock, as it is absolutely guaranteed to outlast, stand more changes of the weather, and give a more brilliant finish, than any high-priced paint you can buy.

Its high quality is bound to satisfy ALL your customers.

WRITE AT ONCE.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR, : : : : ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

See The Pratt & Lambert Varnish Exhibit at Guelph

If your varnish sales for last year didn't come up to expectations—if you feel that your varnish department should be paying you more profits, see the Pratt & Lambert exhibit at Guelph. Talk to the Pratt & Lambert representative. Let him show you how the Pratt & Lambert Line means increased varnish sales and greater profits.

A Promise Made Good

300 Per Cent. Sales Increase Selling Assistance

Last Fall we promised Pratt & Lambert Dealers to triple the sales on Vitralite, The Long Life White Enamel, in three years—just as we have done with "61" Floor Varnish before. Odds were against us. Trade conditions were said to be bad. We went ahead with a systematic, definite, mapped out campaign of action—going straight after the varnish trade through every possible conceivable channel.

We reached the painters with our special Pratt & Lambert Painters' Magazine, Varnish Talks, reaching practically every painter in the Dominion – also through advertising in the painters' papers.

Then we went after the ultimate consumer through the great magazines reaching thousands and thousands of individual varnish users in the Dominion.

In addition we connected all this up with the dealer's store—with elaborate window and store display matter—with booklets, slips, newspaper electros, etc.

We went further. We furnished the dealer with personal service. Wrote his advertisements for him—planned special local campaigns for him.

Then our Architectural Department got into action. It went after the Architects to get them to specify Vitralite and Pratt & Lambert Varnishes on all new building work.

We Went Past The Mark

Now you ask how near to that 300% on Vitralite, our three years' mark did we get in these few months ? **We not only got near it—we got it—got it in six months !** And all this in the face of adverse conditions. That's how the profits are made for Pratt & Lambert dealers—how they can be made for you.

Pratt & Lambert Varnishes pay large yearly profits through quick turnovers and quality that makes trade that sticks. We want you to consider this ; you must consider it or your competitor surely will.

And Now at Guelph

Find out ! Remember you can talk with us about your varnish business. We want you to have the facts. The rest we'll leave to your good judgment.

PRATT & LAMBERT - INC.

VARNISH MAKERS, 24 COURTWRIGHT ST., BRIDGEBURG, ONT.

Factories at Bridgeburg, Ontario

NEW YORK BUFFALO CHICAGO LONDON PARIS HAMBURG

The Paint Proposition

IF all the paint and varnish advertising that is printed in the Canadian trade papers and elsewhere is read, it must be confusing to the reader to understand it. Practically every advertiser claims to have the purest and the best—claims his line is "superb," "supreme," a "sure winner." Apparently all a dealer has to do is to stock it and he'll become rich.

Plain facts and truthfulness count for more than high-sounding words and extravagant claims, we think. Here are a few simple facts concerning the paint that is most widely known and sold.

The Sherwin-Williams Paints are as good as paint can be made. They are not described as "Superior," "Superfine," "Extra," or even pure, because these high-sounding names are meaningless in the paint business, and every dealer or consumer of experience knows it. The paint with the highest sounding name is usually the one that is poorest in value and results; therefore The Sherwin-Williams Paints are called simply "The Sherwin-Williams Paints." They are in a class by themselves.

The Sherwin-Williams Proposition, which includes our entire line of products and our selling methods, has proved to be the most successful in Canada, in the United States, and in the export field, of any yet introduced.

That is why The Sherwin-Williams Organization is the largest—very much the largest of its kind in the world.

The Goods and the System did it—not claims, but *facts*.

Our chief aim and purpose is to continue to make our paints and varnishes as good as it is possible to make them, and to keep our proposition strong and effective. We aim always to go forward, and we can say in truth we have never gone backward. Our business is growing today in Canada faster than ever. We expect and intend it will grow still faster, because our proposition is stronger than ever, and, measured by results, is still the best.

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.
OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

1289

Glidden

Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

Why should you deal with Glidden?

There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months' - five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?

We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.

We are giving this challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohio TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

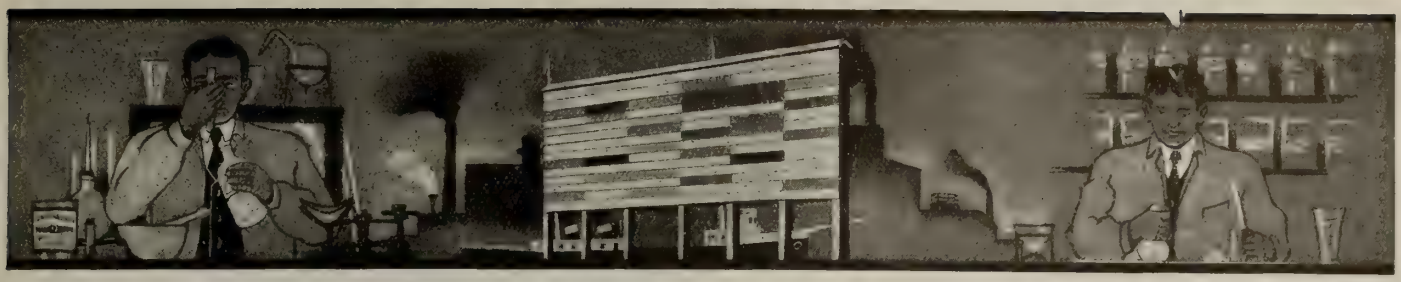
THE GLIDDEN VARNISH COMPANY,
Toronto, Ont.

Gentlemen:

Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....



Why do the Martin-Senour Paints bring customers back?

See what we are doing to keep up their quality, then answer that question for yourself.

Our chemists test all Linseed Oil and Dryers before they go into our storage tanks. If they do not test perfectly pure they are rejected. This protection for the dealer takes a slice from our net profits, but we have found it pays in the long run to co-operate with him by looking out for his interest.

The finished product is thoroughly tested to withstand the bite of inclement weather — to defy the destroying elements of sun, rain, and the gnawing tooth of time.

Martin-Senour Paints are not merely a mixed compository, but they are paints that are built upon a scientific basis — to render a given amount of service.

Permanent Color is just as important to the dealer as the durability. Even though the paint may protect the surface, if the color fades the property owner thinks the paint has lost its protecting qualities. Every shipment of dry colors is carefully tested — if it comes up to the standard it is passed on to the mills, otherwise it is rejected.

We believe you can now guess the answer very easily.
Don't you think this protection is a feature that deserves your worthy consideration, and is a very good asset to your paint business?
We also have an advertising campaign that sends you *new customers.*
Let's hitch together, we'll make a good team.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL **CHICAGO** **WINNIPEG**

Don't Take Any Chances

If your customer knows anything about varnish he will probably ask you for DOUGALL VARNISH. But if he is not well informed on the subject he will, in nine cases out of ten, be willing to be guided by your recommendation.

Don't take any chances with this man, Mr. Dealer, give him DOUGALL VARNISH and then rest assured that he will not be disappointed. You can also rest assured that man's faith in you is increased and that he will be all the more willing to accept your recommendation in the future.

If you recommend Dougall Varnish—your customer will benefit—you will benefit—and incidentally we shall benefit.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

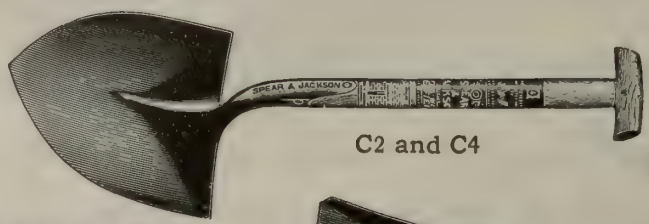
MONTREAL CANADA

Associated with the Murphy Varnish Co., U.S.A.

The "Name's The Guarantee"

SHOVELS

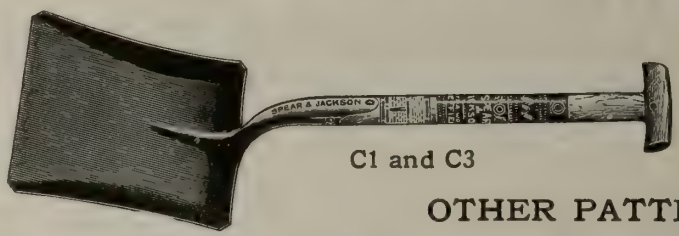
FOR RAILWAYS AND CONTRACTORS' USE.



C2 and C4

RIVETED HANDLES

LONG HANDLES



C1 and C3

VARIOUS OTHER PATTERNS

HIGH SPEED STEEL SAWS, FILES, EDGE TOOLS—THE BEST THAT CAN BE MADE

Sole Canadian Representatives—

Henderson & Richardson
Metals and Hardware
Board of Trade Building, Montreal

Spear & Jackson
Sheffield

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

PUT UP IN

- HALF-GALLON CANS
- GALLON CANS
- FIVE-GALLON CANS
- HALF-BARRELS
- BARRELS

MADE IN EIGHT COLORS

Write us for Color Card and particulars regarding our special arrangement whereby dealers can make large sales and large profits and carry only a small stock.

Canadian Oil Companies, Ltd.

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC
WINNIPEG CALGARY
EDMONTON HAMILTON LONDON OTTAWA

Try This Test Your-Self

An ounce of proof is worth a pound of statement! Write us for a sheet of paper coated with the celebrated

TRADE ELASTICA MARK

Floor Finish

Crush it in your hand, roll it in a ball, wet it, stamp on it, and you will notice the varnish has neither cracked nor turned white.

Is not this the line to feature---don't you think it will add to your reputation to sell so worthy a product?

Write us for details of our full line of International Varnishes and Varnish Specialties---For over 40 years Supreme in quality---Every can guaranteed to contain full imperial measure.

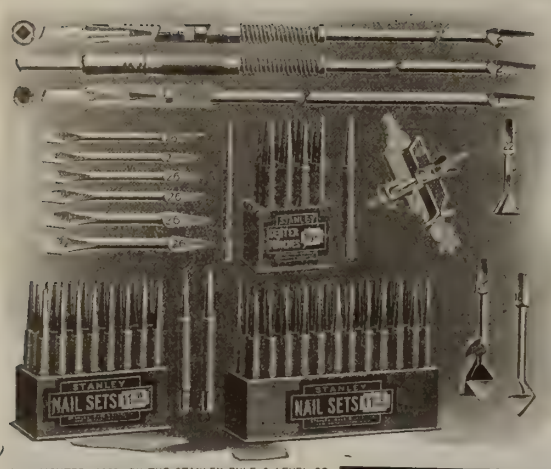
INTERNATIONAL VARNISH CO. LIMITED

TORONTO - - WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin
Brussels Melbourne

Largest in the world and first to establish definite standards of quality.



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Stanley Tools

STANLEY CENTRE PUNCHES, NAIL SETS and SCREW DRIVER BITS are oil tempered and fully guaranteed.

STANLEY EXTENSION BIT HOLDERS enable the user to bore through walls floors, etc., where an ordinary bit will not reach. Will follow up a ⅝ inch bit.

STANLEY ADJUSTABLE BIT GAUGE will enable one to bore any number of holes to a given depth. Can be attached to any size of bit up to one inch.

STANLEY COUNTERSINKS are suitable for every variety of wood screws.

These are all saleable tools and should be carried in stock of every hardware dealer. SEND FOR CATALOGUE.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

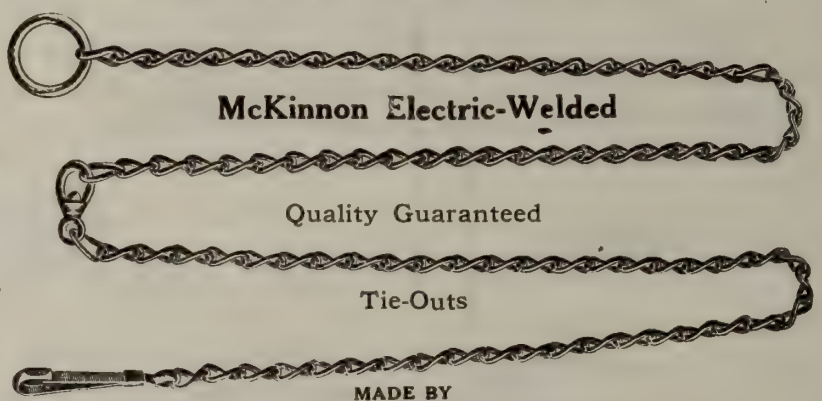
EVERY TOOL GUARANTEED

Maxwell's "Blue Belle" Washer

is easily the best of its type. The upper rubbing board revolves in one direction while the tub, with its rubbing surfaces, turns the opposite way, making it wash very fast. Powerful coil springs underneath the tub keep it going with very little effort on the part of the operator. A feature of the "BLUE BELLE" is that there is nothing about it which can possibly tear the clothes. Tub made of Red Cypress and finished in fine style.

DAVID MAXWELL & SONS, ST. MARY'S, Ont.

Made in Canada



McKinnon Electric-Welded

Quality Guaranteed

Tie-Outs

Sold by Jobbers

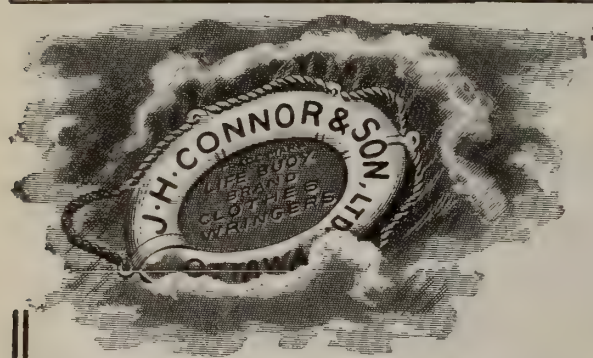
25% { More Weld / More Strength / More Wear

25% { More Orders / More Sales / More Profit

Office: Buffalo, N.Y.

MADE BY
McKinnon Chain Company

Factory: St. Catharines, Ont.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

A New Market

Every progressive and wide-awake dealer is looking for an opportunity to expand his business and add a quick-selling and profitable line.

In Our HARDWALL PLASTERS

You Have That Opportunity.

They cost your customer no more when on the wall than the old crumbly lime mortar. They are many times stronger and more easily mixed and applied. They save two-thirds of the time required for plastering and are not subject to the many troubles of lime mortar.

We can ship straight or mixed cars of

PARISTONE—Neat, Hair, Hardwall Plaster.
PULPSTONE — Wood-fibre, Hardwall Plaster.
SPECIAL EXTERIOR PLASTER
PREPARED FINISHING PLASTERS
PLASTER PARIS
HYDRATED LIME
LAND PLASTER
BUG FINISH, &c., &c.

The Alabastine Co. Ltd.

Mines and Plaster Mills
CALEDONIA, ONT.

Offices and Alabastine Mills
PARIS, ONT.

Does the Public Know—Really Know—and Immediately Recognize the Varnish Labels on Your Shelves?

There's a tremendous advantage in selling goods that the customer knows.

With Berry Brothers' Varnishes there is something more than a known reputation.

The label itself is also known—known and recognized at sight through the pictures in our big-space magazine advertisements.

If you have Berry Brothers' Cans on your shelves you have varnish that practically sells itself. The customer sees in them an old friend that he is ready and willing to trust.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE MARK **LIQUID GRANITE**
For finishing floors in the most durable manner possible.

WOOD FINISH **LUXEBERRY**
For the finest rubbed or polished finish on interior woodwork.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather.

BERRY BROTHERS, Limited
The World's Largest Varnish Makers
WALKERVILLE, ONT.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

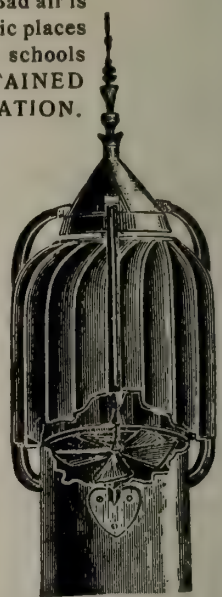
That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.



MONTREAL, JAN. 21ST, 1909

J. W. HARRIS MFG. CO., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
EDWARD MAY,
434 Elm Ave.

Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filters, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to **perfecting the handles** of these lines by a new system of polishing—making them **"smooth as glass."** Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO

BLACK DIAMOND TARRED FELT

Is a necessity for every up-to-date house because it keeps the house warm in winter and cool in summer.

It is made of the highest-grade material and guaranteed to last as long as the house on which it is used.

We also make a full line of wrapping papers.

F. J. COX, - WINNIPEG

WESTERN AGENT

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912
is now ready and will be shown throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line Because it is Most Saleable

Main Office and Mill, Philadelphia, Pa.

The Most Popular Line Because it is Most Satisfying

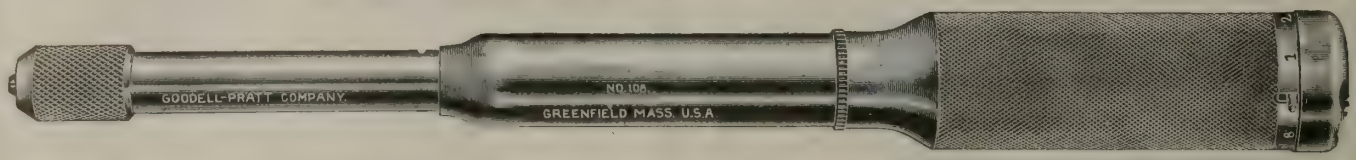
NEWEST DESIGNS, WEAVES AND COLORINGS

Known the world over as the standard by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request

The AUTOMATIC DRILL de Luxe



Our No. 108 Drill certainly warrants this designation. It is the neatest design; it has the finest finish; it has the most comfortable grip of any like tool.

Besides being built upon a mechanical principle, which has proved itself by more than 20 years of service, it is provided with every improvement and convenience which our extended experience has shown to be desirable.

GOODELL-PRATT COMPANY

Toolsmiths

GREENFIELD, MASS., U.S.A.

An Easily Operated, Strong and Serviceable ROPED EXTENSION LADDER

It is the safest and most convenient ladder for painters and contractors as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The Stratford Mfg. Co. Limited

Stratford - - Ontario

A TIP FOR 1912

Buy the Queen Square Fruit Jar

The biggest selling Lightning Style Jar in the United States and Canada. This jar is tried and true and should not be confused with the ordinary type of jar.

Made in clear white flint glass, with wide mouth, seamless rubber base and smooth polished top. Has the adjustable fastener.

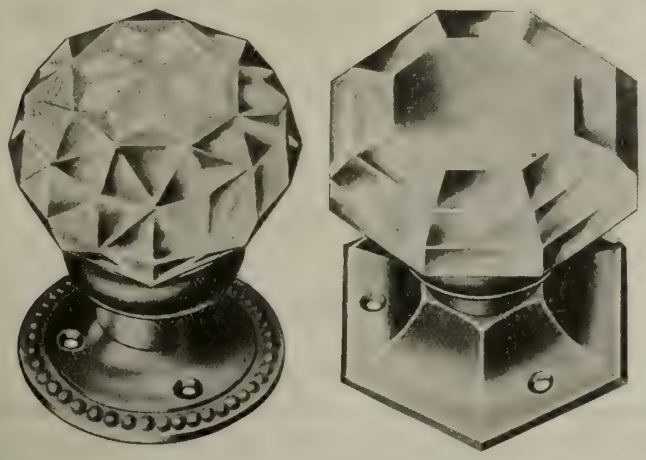
Insist on the Genuine. Beware of Imitations. There is only one "Queen"

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U.S.A.

For sale by all first-class dealers in Canada and United States.



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

LAMP BLACKS

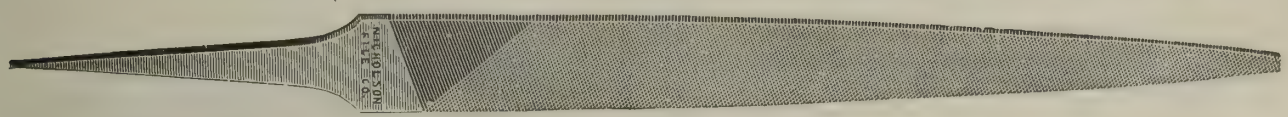
Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A



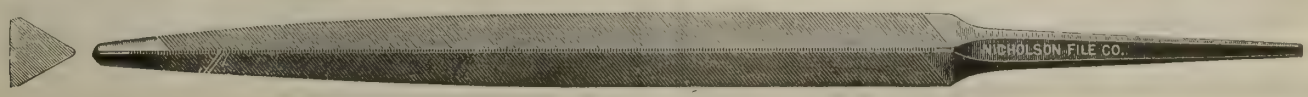
Special Steel--Special Methods
and Long Years of Experience

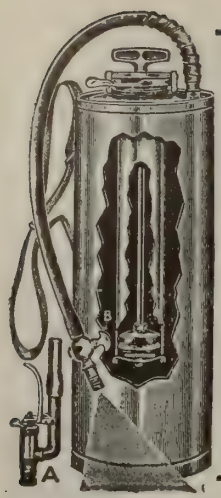
are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Sell these and you sell the best.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.





NOW

is the time to lay in your stock of

Automatic Hand Sprayers

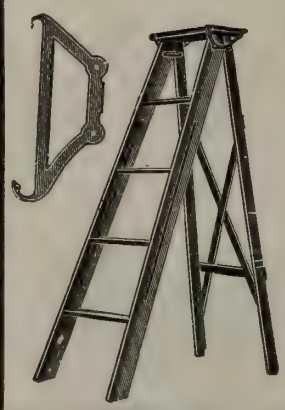
and be ready for the demand which is increasing every year.

We Give Spring Datings.

Our machine will run automatically for 6 to 10 minutes and is the handiest and best at the price on the market.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO



STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

THE
HANDY HAME STRAP
NEVER SLIPS

DO YOU SEE THAT HOOK?

It withstands the extra wear at this point and prevents slipping when being pulled up. (Loose Hames mean sore shoulders.)

MR. HARDWAREMAN:

This is a profitable little specialty.
If your jobber does not handle them send direct.
(We also make the regular harnessmakers' sewed hame straps.)

G. L. GRIFFITH & SON, (The Halter People)
MELBOURNE - ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

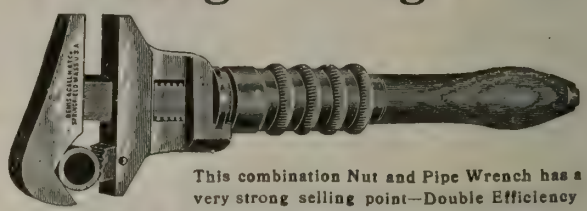
MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

METALS

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Turpentine Producers' Agency

TORONTO, ONT.

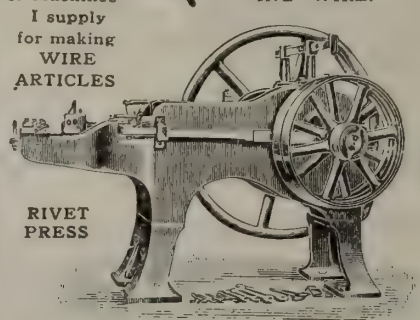
Independent Distributors

Office: 140 Victoria St.
Warehouse: MacDonnell Ave.
C.P.R. and G.T.R. Sidings

Phones:
Office: Main 4391
Warehouse: Park 2781

THIS IS ONE of the many kinds of Machines I supply for making WIRE ARTICLES

MACHINERY DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.



RIVET PRESS

FOR Making

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, and Any other Article made from WIRE.

SEND FOR LISTS

ED. BRAND
Wire Machinery Specialist
472 Moss Lane East
Manchester, Eng.
Cable Address: "Filieres, Manchester."
Code used: A.B.C., 5th ed.

Mr. Dealer:

You surely want to advertise your business. One way is to sell "Utica" Pliers. They will satisfy your customer, and he will **COME BACK** and keep coming.

"The Plier that Fits the Hand."

Let us send you some **FACTS.** "A post card **TO US TO-DAY** means business **TO YOU TO-MORROW."** Every "Utica" Tool guaranteed.

"Money back if not satisfactory."

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE AGENTS FOR CANADA

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

OUR U.S. FOOD CHOPPER

A chopper built on a new principle, strong, durable, frictionless, self-cleaning, sanitary. Perfect clamping device. Takes less energy to use than any. A child can operate it.

WILL BE GLAD TO QUOTE YOU PRICES AND SEND DESCRIPTIVE MATTER ON APPLICATION

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL

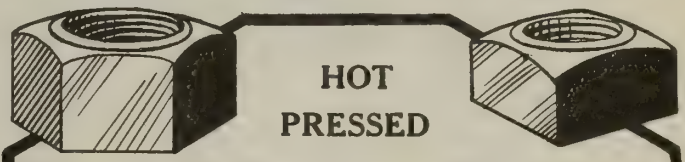
BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¾-lb. tins—
3 doz. in case.



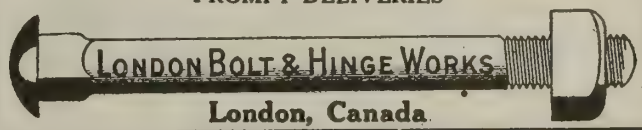
HOT PRESSED

NUTS OF QUALITY

SQUARE AND HEXAGON

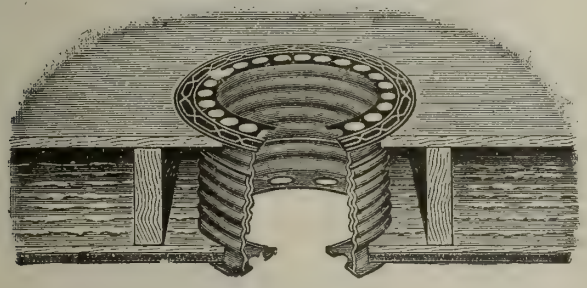
We make a specialty of sizes for ¾ in. to 1½ in. bolts

PROMPT DELIVERIES



London, Canada

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. **Supplied through Merchants, Jobbers, etc, only.**

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs. England**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto

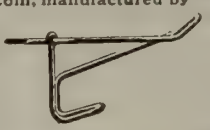
COAT HOOKS.

Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID

Perth, Ont.

Ask Your Jobber



IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

EMERY WHEELS.

Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 357

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET - QUEBEC

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufncturers. Correspondence invited from firms wishing to be represented.

CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

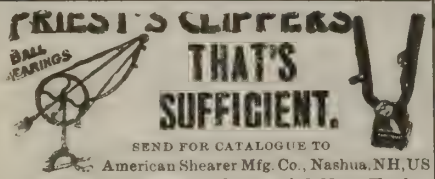
PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

CLIPPERS.



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American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

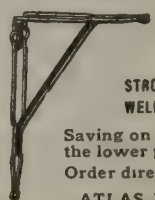
SPRAYERS.

COLLINS SPRAYERS=SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered We have found some small improvements could be made, esp cially in finish and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

SHELF BRACKETS.



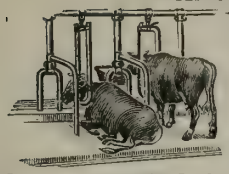
BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

STANCHIONS.



O.K CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of eing made of high carbon U Bar steel and no oints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.

OUR OFF-SET TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

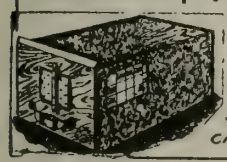
WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold !



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List

CAMERON and CAMPBELL
Toronto

The Estate of O. D. COWAN
GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROW

Agents { Asselin & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que.

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

BUY THE BEST

HERCULES

SASH CORD

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

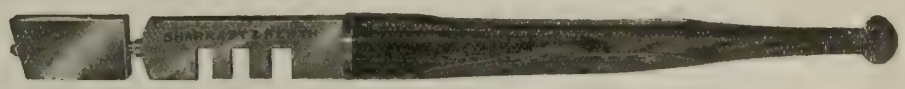
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

Sharratt & Newth's Glaziers' Diamonds

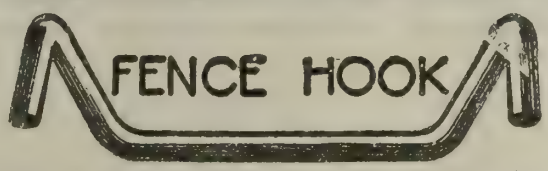
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME"

are the strongest and sharpest low-priced Shears and Scissors on the market.

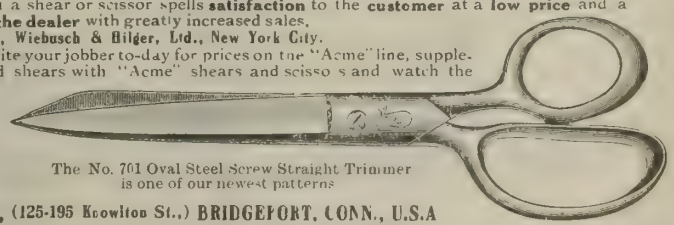
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold dai y to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scisso s and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

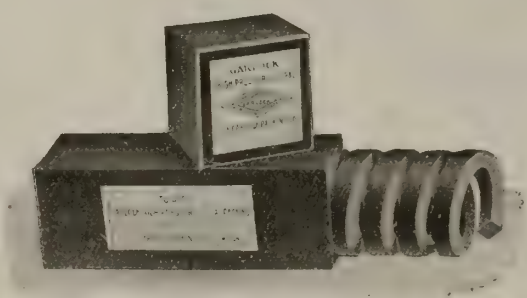
There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Canadian Representative
GEO. H. SAYWELL,
Hammond Bldg., 61-3 Albert St., Winnipeg
Also Agents at Toronto, Calgary, Vancouver and Saskatoon

GARLOCK SPIRAL PACKINGS GIVE THE SERVICE



Garlock High Pressure Spiral

and service determines worth---not the price paid.

WRITE FOR 1912 CATALOGUE

The Garlock Packing Co.

Head Office and Works

Hamilton - - Ont.

BRANCHES

Montreal Toronto Winnipeg Vancouver

Garlock Regular Spiral

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

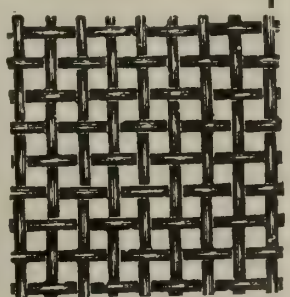
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

FILES OF QUALITY

Sell Best

—

"DELTA"

New Cut Files

are made of same diameter stock as slim tapers, in sizes from 4 to 10 inches. The tang is drawn without a shoulder and the lines on the edge of the file are parallel until very close to the point, when they taper very sharply.

The high grade S & C Wardlow Best English Steel is used in their manufacture, assuring high quality throughout.

"Delta" New Cut Files are guaranteed to give unlimited service—write us at once for proposition and prices.

DELTA FILE WORKS
PHILADELPHIA, PA.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax.

BUILDERS' HARDWARE

MAY & PADMORE LIMITED

BIRMINGHAM - - - ENGLAND

STORE DOOR SETS

UNLIMITED RANGE OF DESIGNS

D 202 D 203 D 204

WRITE FOR PARTICULARS OF COMPLETE LINE OF BUILDERS' HARDWARE TO

THOMAS W. KIRBY

48 Yonge St. Arcade .:. .:. TORONTO

Sole Canadian Agent. PHONE MAIN 6706

Look at our proposition from every point!

We offer you a guaranteed article that is a positive boon to buyers. Many thousands sold last year, but this year will break all records. Our strong advertising campaign will make sales for you. Big profit on each transaction. The PARKYTE Sanitary Chemical Closet will be a mighty good line for you to handle. Write Winnipeg Office for handsome catalogue and full particulars.

PARKER-WHYTE, Limited

WINNIPEG TORONTO VANCOUVER

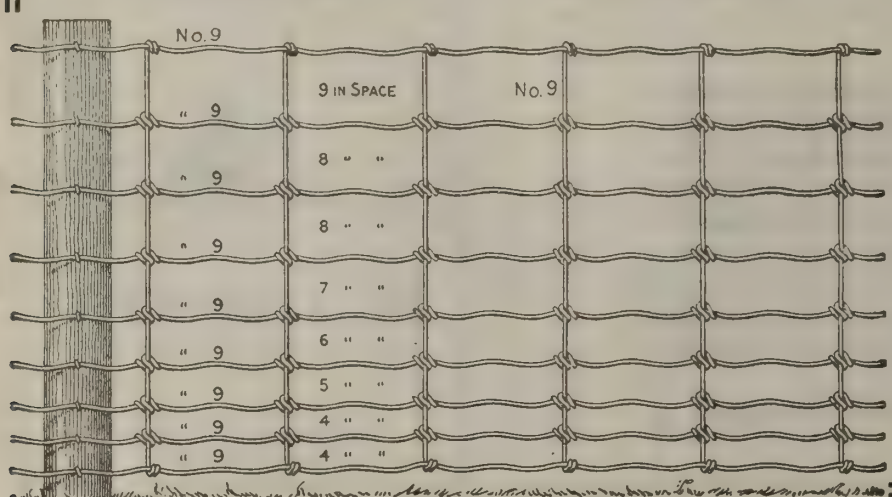
The "IDEAL" FENCE

is an effective Trade-Winner

The reason that there are more miles of Ideal Fence sold in Canada annually than any other make is not due to salesmanship or to advertising, but is due to the merits of the fence itself—to the quality of material and workmanship—to the protection it affords—to the service it renders and to our many satisfied customers throughout the Dominion.

QUALITY FIRST—LAST—ALWAYS

is what has made "Ideal" so popular. Ideal Fence is made exactly as represented and the price is always right. Send for our catalogue and price—then go after the farm trade.



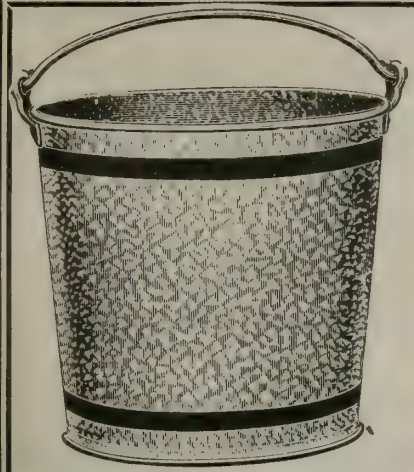
"IDEAL" PRODUCTS:

Staples, Diggers,
McCloskey Grips,
Farm and Stock Gates,
Fence Stretchers, Tools,
Barb Wire, Coiled Wire,
Ornamental Fences and Gates,
Field, Hog and Poultry Fence,
Window and Stall Guards, Etc.

THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO



HAMILTON—Galvanized "Anti-Rust" Bucket. Nos. 124 and 126—16 and 14 qts. Striped with two blue bands.

THIS LABEL

appearing on Tinware or Galvanized Ware proclaims it to be

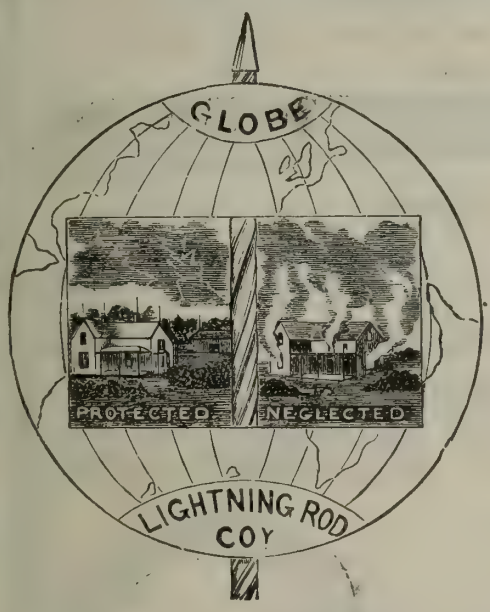
WRIGHT'S GENUINE GUARANTEED "ANTI-RUST"

of established reputation.

NIOBE—Galvanized "Anti-Rust" Pail 14 qts. Striped with two blue bands.

E. T. WRIGHT & CO. (H. G. Wright) **HAMILTON, CANADA**

AGENCIES AT VANCOUVER, WINNIPEG, AND TORONTO



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, Ontario

MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B. C.

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

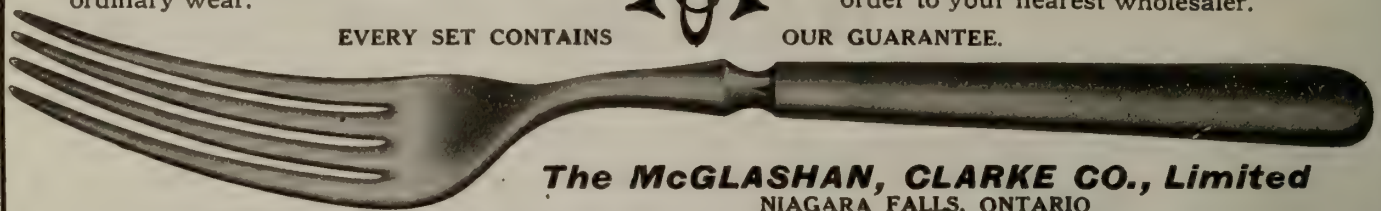
SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

JUMBO FORKS

"JUMBO" Forks have a standard silver plate that is guaranteed to give long and satisfactory service under ordinary wear.

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift. Send a trial order to your nearest wholesaler.

EVERY SET CONTAINS OUR GUARANTEE.



The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, ONTARIO

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont.
David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

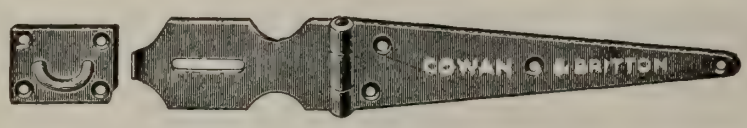
We have the facilities for turning out
The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost---a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

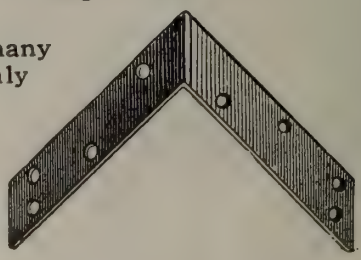
THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario
GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



Builders' Hardware of Quality

This is a profitable trade pulling line that has won recognition by many leading hardwaremen throughout the country, hardwaremen who buy only quality goods with the aim to give absolute satisfaction with every sale.

We are the oldest and largest makers of Builders' Hardware in Canada and back every order with an ironclad guarantee.



Write at once for Catalog.

Cowan & Britton, :: Gananoque, Ont.

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

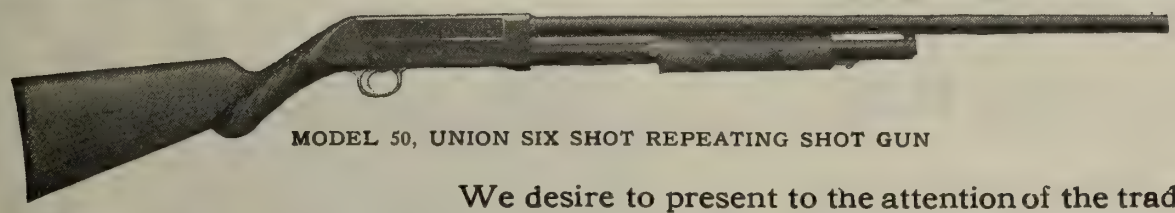
THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St. **U.S. Factory, Indianapolis, Ind.**



MODEL 50, UNION SIX SHOT REPEATING SHOT GUN

Twelve and Twenty Gauge

We desire to present to the attention of the trade our model 50, Six Shot Repeater, equipped as follows:—

Genuine Krupp steel barrel; full length top rib on barrel, if specified. Solid frame.

Straight line of sight; no side plate or breech block working back over hand; positive safe.

Stock and hand hold best grade American Black Walnut; both handsomely checkered.

Gauge—12 or 20 gauge.

Weight—12 gauge, 7½ to 7¾ lbs.; 20 gauge, 6 to 6½ lbs.

The only 20 Gauge Repeating Shot Gun on the market.

Free catalogue furnished on application

The Union Arms Company

P.O. BOX NO. 53 - - TOLEDO, OHIO, U.S.A.

I'm Ahead of My Tail But the Tale is Coming Don't Get Switched Off

Mr. Dealer:-

Have you investigated our **Original Advertising Plan** and **Get Action Selling Service** or **Mule-Hide Roofing** (not a kick in a million feet) whereby we can increase your business 25% to 50%? **If not**, you owe it to your business to do so.

We want you to visit us at the Guelph Convention.

The Dominion Roofing Co. of Canada, Ltd.

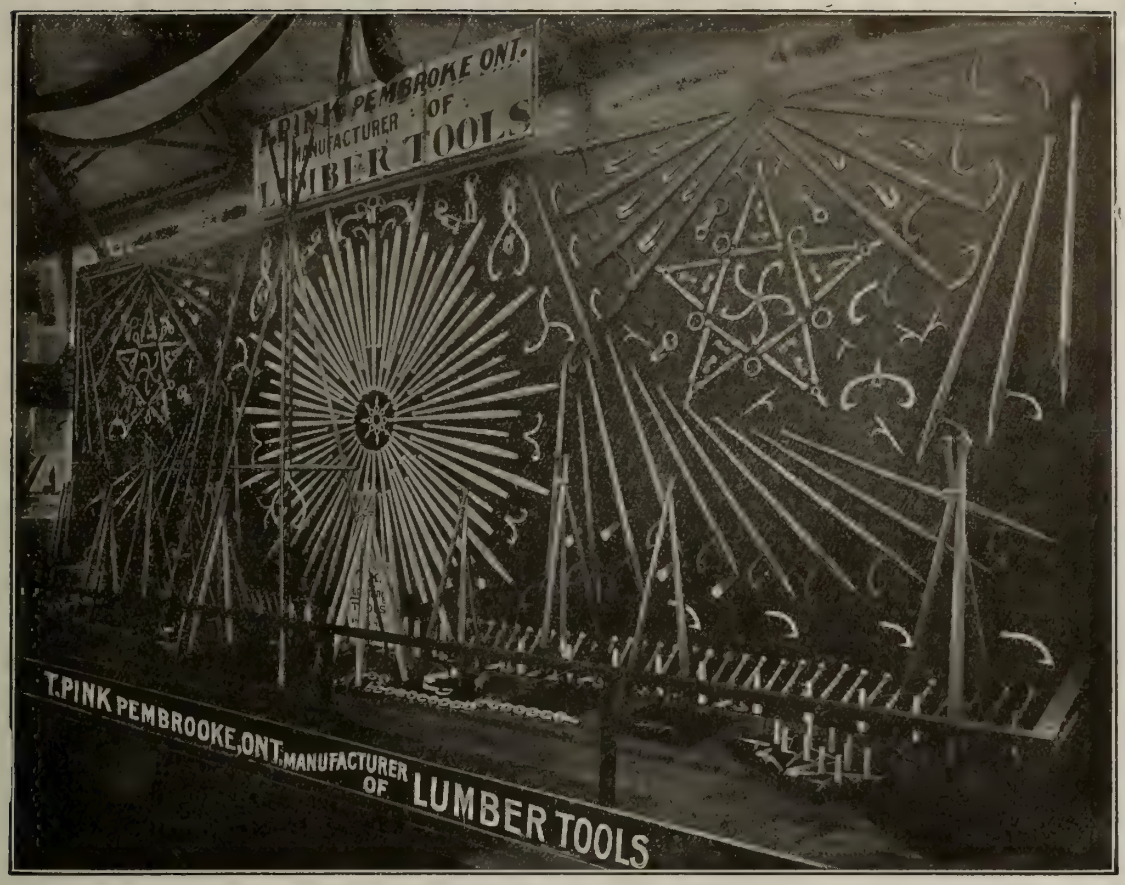
TORONTO, CANADA

YOU RANGEMAKER! OR ANYONE ELSE

requiring a **POWER PUNCH** for punching holes at **LARGE** distances from the edge of the sheet, should not **OVERLOOK** our **No. 126 DEEP THROAT POWER PUNCHING PRESS.** We furnish this machine in three sizes with 12, 18 and 31 inch gap. It has a wide range and can be used for a **GREAT VARIETY** of work. Write for catalogue and further particulars.

THE
BROWN-BOGGS
CO., LIMITED
HAMILTON, ONT.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, CANNING MACHINERY



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Call For The Wrench You Need

You'll Find it in the W. & B. Line

Every little twist and turn of "W. & B" Wrenches has a meaning, resulting from some specific requirement. "W. & B" Wrenches are designed to the minute and have the distinction of holding first place wherever wrenches are used.

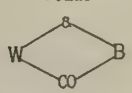
Look up some unusual wrench job then notice the trade mark on the wrench. Ten to one it's a **"W. B."**

The demand for these wrenches is growing as a result of satisfactory service. Tons of "W. & B" Wrenches are shipped to every part of the globe to meet the demands of exacting wrench service.

Get them from your nearest jobber or send order direct.

Write for Catalogues 74-B and 75-C

Trade Mark



Tools of Quality Bear These Marks

Trade Mark

The Whitman & Barnes Mfg. Company

ESTABLISHED 1854

St. Catharines - - - Ontario

Stocks carried at Winnipeg and Montreal

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

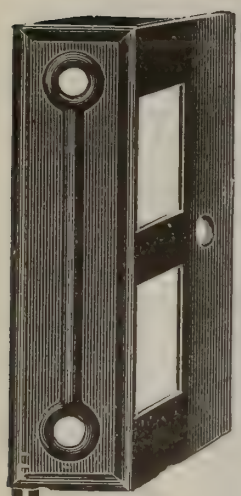
METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

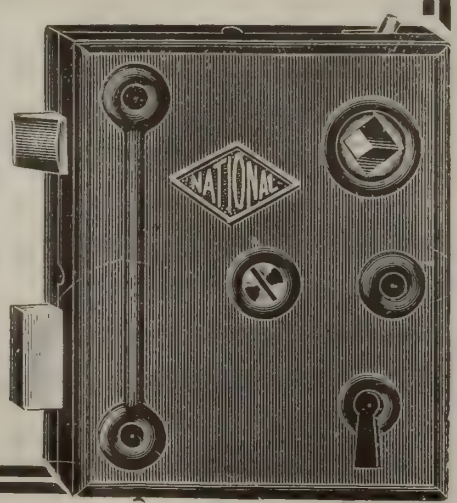


National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.

They are very popular with builders who demand the best locks.



Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars.

NATIONAL HARDWARE CO., Limited

ORILLIA, ONT. CANADA

Choice Chafing Dishes

THAT SELL WELL and YIELD GOOD PROFITS

Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Get Catalogue and Prices

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto

MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

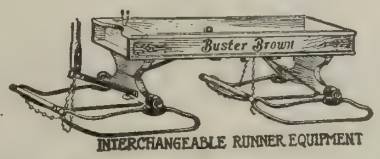
Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

Attention!

Here's the line of splendid sellers

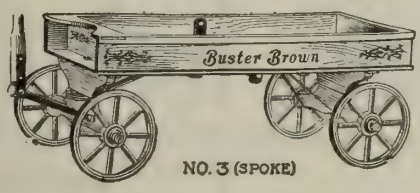
NO.1 (SOLID)

NO.1 (SPOKE)



INTERCHANGEABLE RUNNER EQUIPMENT

NO.2 (SPOKE)



NO. 3 (SPOKE)

Are you handling the
Buster Brown
Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS STEWART MFG. CO., LTD., Winnipeg, Man.

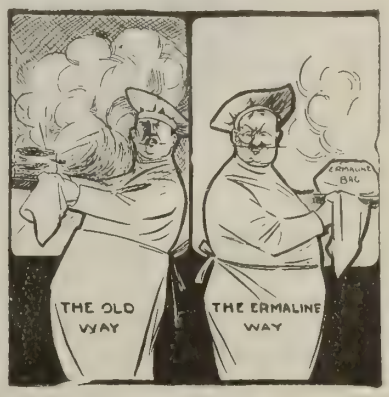
NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

INTEREST HAS BEEN AROUSED



The public have heard about the new method of cooking with ERMALINE Paper Bags and are interested enough to try it.

The dealer can make money by stocking ERMALINE Paper Bags.

Your customers will buy them to try and will be so pleased that a steady trade will result.

REMEMBER

No Waste
No Dirt
No Odor

The food does not shrink as in ordinary cooking methods and in addition it is rendered more tasty.

SAMPLES FROM YOUR JOBBER— OR FROM

Edward Lloyd, Limited

508 Eastern
Townships Bank Building
MONTREAL

The **Western Union Telegraph Company** decided to supply all operators with typewriters. A Commission of eight expert Mechanical Engineers were appointed to examine into the merits of the best machines.

After a thorough investigation and comparison of all machines, in which each was subjected to the most severe and exacting tests, this Committee reported in favor of the Underwood.

10,000 New Underwoods Purchased At One Sale

The entire organization of the Western Union Telegraph Company will now be equipped with Underwoods. The order calls for 10,000 new machines—the largest purchase of typewriters ever made in history. The Underwood is the

WORLD'S BEST TYPEWRITER

It is made in many different models, for many different classes of work. It is the machine you will eventually buy.

United Typewriter Co., Limited, 7 & 9 Adelaide St. East, TORONTO
And all other Canadian Cities.

Corbin Glass Knobs

are like beautiful jewels in fine settings. Large variety of designs. Particulars on request.

P. & F. CORBIN
SUCCESSORS
The American Hardware Corporation
NEW BRITAIN, CONN.

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

The Owen Sound Wire Fence Co., Limited

OWEN SOUND, ONTARIO.

WESTERN AGENTS
Brandon Safe-lock Fence Co, Brandon Man.

BUSHLIN PATENT
Knocked Down Rakes
ALLOW GOOD PROFITS

Buy your hay rakes knocked down. It is the most economical way.

In this form they occupy much less room, enabling you to carry a fairly large stock, which would otherwise be impossible.

These rakes are easy to set up, and are sold under a written guarantee.

Their finish and design are certain to attract farmers.

Made in both wood and wire bow.

Get our prices and particulars at once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

Good Pumps---with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The
R. McDougall Co., LIMITED
GALT, CANADA

This brand of Leather Belt

Will make you solid with your trade

Sadler & Haworth

For over 35 years the makers of the best leather belts.

MONTREAL
511 William Street

TORONTO
27 Melinda Street

ST. JOHN, N. B.
89 Prince William Street

VANCOUVER
27 Columbia Avenue

WINNIPEG
244 Princess Street

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

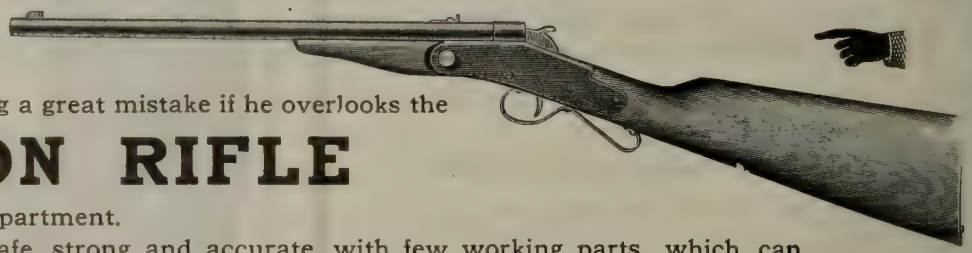
SAWS for all purposes

SAWS The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Canadian Representative: **D. G. ROSS, Saskatoon.**

Be Careful!!



The hardwareman is making a great mistake if he overlooks the

HAMILTON RIFLE

when re-stocking his gun department.

This 22 caliber rifle is safe, strong and accurate, with few working parts, which can easily be kept in perfect condition.

It is ***the choice of the people who know,*** as it never fails to give the highest satisfaction.

A Hamilton sale brings the dealer excellent profits and protects him against come-backs.

Do not hesitate---get our circulars and prices at once. **For Sale by all Jobbers.**

C. J. Hamilton & Son - Plymouth, Mich.

The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING
AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S E., ENG.

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Whenever you Want

To SELL A BUSINESS

BUY A BUSINESS

HIRE A CLERK

LOCATE A NEW POSITION

or get into touch with the whole hardware trade for any other purpose—try a Hardware and Metal Want Ad.

Rates, payable in advance:

2 cents per word first insertion
1 cent per word subsequent insertions
5 cents additional each insertion when box number is required.

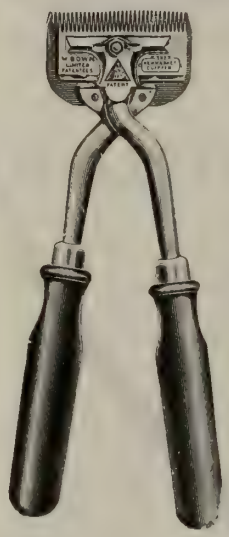
For a few cents you can introduce your proposition to nearly everyone interested in the Canadian Hardware Trade.

Our No. 651 Pullman Sleepers

Have you one of these carriages in stock? This is a good one and the price is right.

Write for Catalog.

GODERICH WHEEL RIGS, LIMITED, GODERICH, ONT.

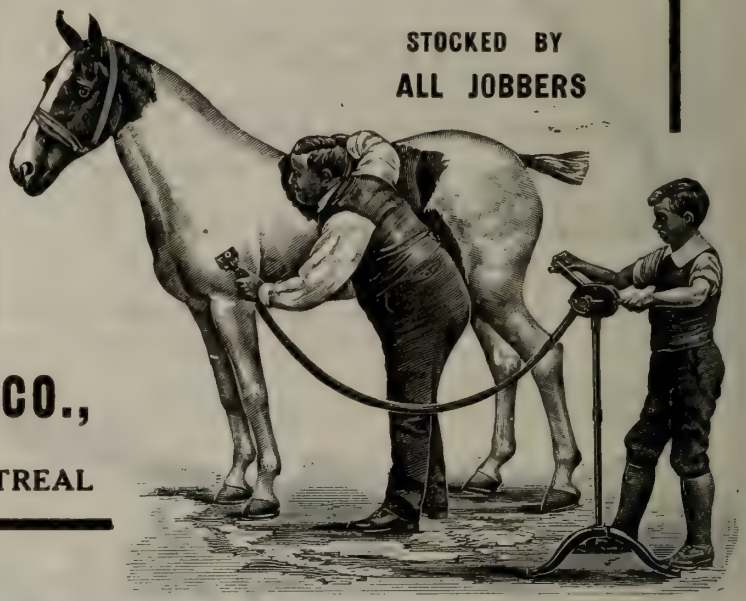


Goods of Merit

BURMAN'S CLIPPERS are sterling quality, fully guaranteed. People who know say that they are the best in the market. None but the best of materials are used in their manufacture, and all the parts are interchangeable.

POWER CLIPPERS
HORSE CLIPPERS
BARBER CLIPPERS
SHEEP SHEARING MACHINERY

STOCKED BY
ALL JOBBERS



B. & S. H. THOMPSON & CO.,
LIMITED
Sole Agents for Canada — MONTREAL

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

Automatic Hand Power Vacuum Cleaner

Sells at an Attractive Price and Yields Good Profits

The "Double Tank" Means Less Work

The Double Tank (an exclusive feature of the Onward Automatic Hand Power Vacuum Cleaner) separates 95% of the dust without the use of screens, baffles or water. Only 5% of the dust is screened, which means the screening device offers but 5% resistance to the pump, assuring a very easily operated machine.

The Automatic Hand Power Vacuum Cleaner has the greatest air displacement, is the easiest to pump, easiest to empty, easiest to carry and is the most durable on the market, being made entirely of malleable iron and steel. We invite comparison with any other make.

An absolute guarantee accompanies each machine. Get our discounts and circulars.

Onward Manufacturing Company, - Berlin, Canada

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada

BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from

MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

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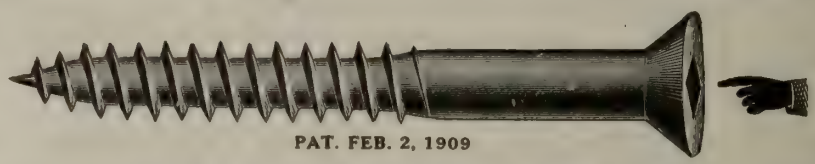

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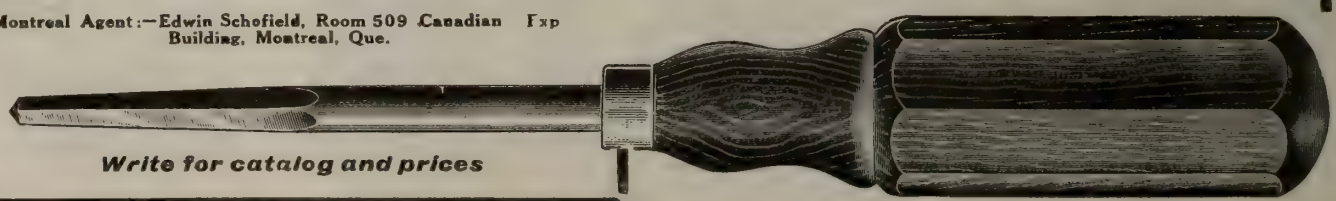

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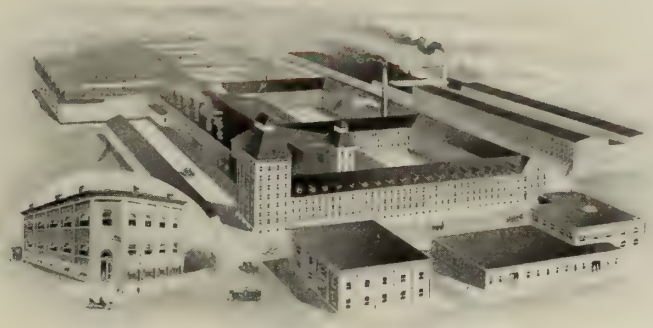

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G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

GOLD MEDAL

WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE **RADIUM** MARK.

PAT. IN CANADA 1907

VALVE DISCS

"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

INSURE YOUR BUSINESS

against loss of customers and profits because of goods of inferior quality by ordering

STANLEY'S

Wrought Steel

BUTTS and HINGES

TRADE S.W. MARK

THE GUARANTY OF QUALITY

Stamped on the Goods
Printed on the Labels

THE STANLEY WORKS

NEW BRITAIN CONN. U.S.A.

CANADIAN REPRESENTATIVE

A. MACFARLANE - - - MONTREAL

TORONTO'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published
THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada. No. 8.
February 24, 1912

INTERNATIONAL

INTERNATIONAL VARNISH PRODUCTS

LEAD THE WAY TO BETTER PROFITS AND INCREASED BUSINESS.

The International Line of Varnishes and Varnish Specialties has, for over forty years, been the standard of quality the world over.

They are a worthy line of goods that will add to the reputation of every aggressive dealer, and our co-operative business-getting methods bring customers to your store.

All packages contain full Imperial measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin
Brussels Melbourne

Largest in the world and first to establish definite standards of quality.

(J-27)

Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any one of them will tell you Big Ben is the best selling alarm that's ever been put out.

In broken and dozen lots, $2.20 less 5%. In lots of 24, $2.10 less 5%.

The Western Clock Co., La Salle, Ill.

A CASE OF PROFIT

The Carborundum Triangular Display Case and a Stock of CARBORUNDUM Sharpening Stones

YOU can put a lot of ginger into your sharpening stone sales by using Carborundum displays---the Triangular Display Case for instance---put it on your counters or in your window---it will talk to your customers---let them know you are a Carborundum dealer---case is made of quartered oak, glass panelled---stones shown on attractive background of black cloth---it's a great sale stimulator. Given free to dealers with stock of Carborundum Sharpening Stones. Glad to send you all the details.

The Carborundum Company

Niagara Falls, New York

THE LIGHTNING AND BLIZZARD

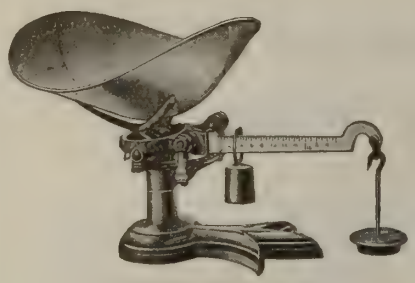
FREEZERS

stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.

Better let your Jobber quote at once.

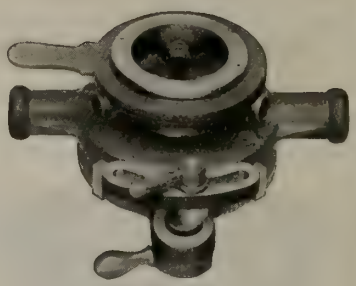
NORTH BROS. MFG. CO.

Philadelphia, Pa.



Fairbanks Counter Scales

WE PROTECT THE DEALER



Oster Stocks and Dies

Now is your opportunity to stock our lines for 1912. We have everything that should appeal to the wideawake, progressive dealer—Valves, Steam Specialties, Scales of all descriptions, Motor Boat Accessories and Supplies of all kinds.

We carry the largest stock of these lines in Canada. Our Catalogue No. 10 shows our complete line, and it should be every dealer's reference.

A card to our nearest house will bring it to you.

Heinz Coils

THE

Canadian Fairbanks Morse Co.

LIMITED

Montreal
St. John
Ottawa

Toronto
Winnipeg
Calgary

Saskatoon
Vancouver
Victoria

THE S.M.P. SAP PAILS and SPOUTS

are popular sellers everywhere.

EXTRA DEEP AND STRAIGHT

6, 8 and 12 Quart.

Let us know your requirements for the coming season. Prompt shipment guaranteed. :: :: ::

FLARING

6 and 10 Quart.

MAPLE LEAF SAP SPOUTS

STEEL JAPANNED

ALL SAP BUCKETS PUNCHED UNLESS OTHERWISE ORDERED

PRICES ON APPLICATION

The Sheet Metal Products Company

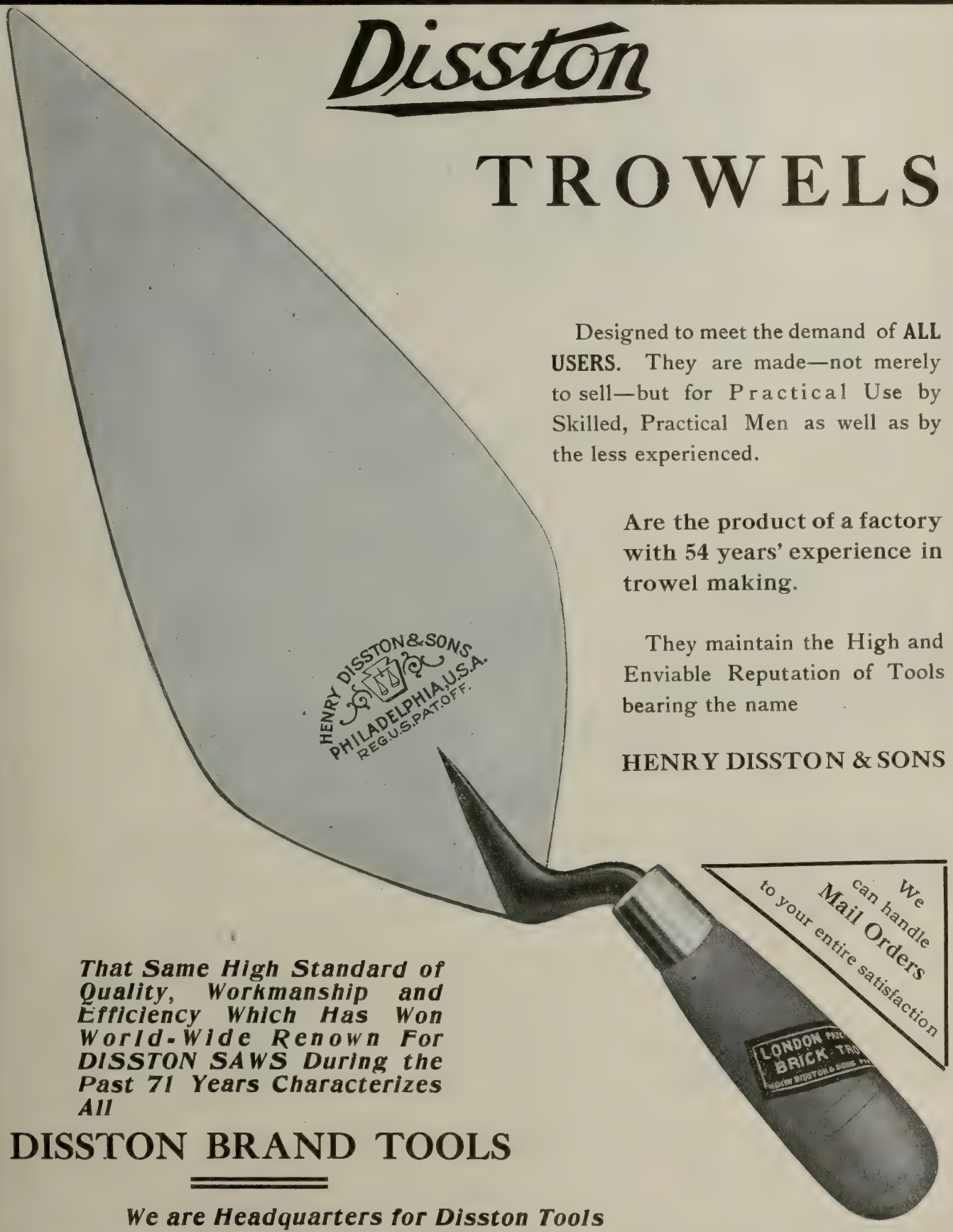
OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

Disston

TROWELS



Designed to meet the demand of **ALL USERS.** They are made—not merely to sell—but for Practical Use by Skilled, Practical Men as well as by the less experienced.

Are the product of a factory with 54 years' experience in trowel making.

They maintain the High and Enviable Reputation of Tools bearing the name

HENRY DISSTON & SONS

We can handle **Mail Orders** to your entire satisfaction

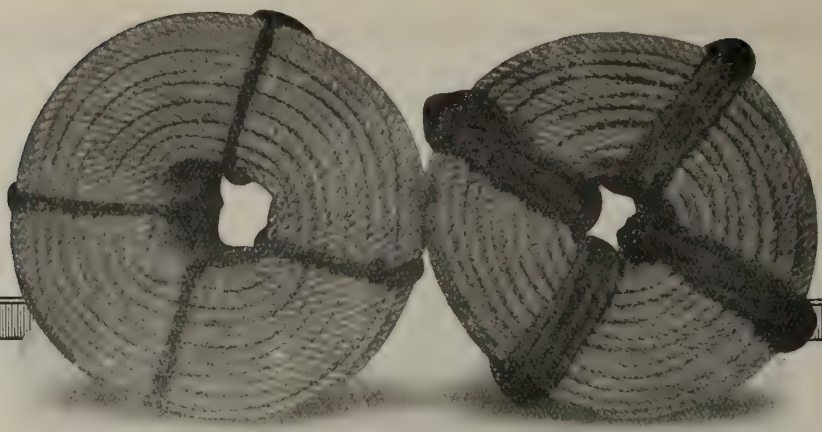
That Same High Standard of Quality, Workmanship and Efficiency Which Has Won World-Wide Renown For DISSTON SAWS During the Past 71 Years Characterizes All

DISSTON BRAND TOOLS

We are Headquarters for Disston Tools

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



"A"
PLYMOUTH MANILA

"B"
Rope sold as "MANILA"

Two Kinds of Manila Rope Always Available

One is very cheap rope — so poor in quality that it's expensive at any price; the other is very good rope — so strong and durable that it's always a good investment for your customers.

The difference is shown by this comparison of these two coils of one-half inch diam. rope; bought in an open market; stripped of coverings, photographed, and then tested. The coil marked "A" is —

PLYMOUTH ROPE
"The Rope You Can Trust"

"B" is some of the "so-called" Manila rope.

THE COMPARISON SHOWED:	"A"	"B"
Length of rope in coil of 97 lbs.	1250 ft.	1070 ft.
Weight of lashings	1 lb.	3 lbs
THE TEST PROVED:		
Weight per 10 ft. of rope	13⅜ oz.	14⅛ oz.
Strength at breaking point	2907 lbs.	1450 lbs.
(Use formula: Actual Strength ÷ Wt. per 10 ft. = Value)		
Comparative value ("A" worth 100%)	3477 or 100%	1642 or 47%

It is obvious that "A" is worth more than twice the value of a rope like "B". Yet PLYMOUTH costs but a very little more. Can you conscientiously offer your customers a rope like "B" when you can give them so much more for their money? PLYMOUTH makes good friends and customers for you. Ask your jobber about it.

INDEPENDENT CORDAGE CO., LTD.

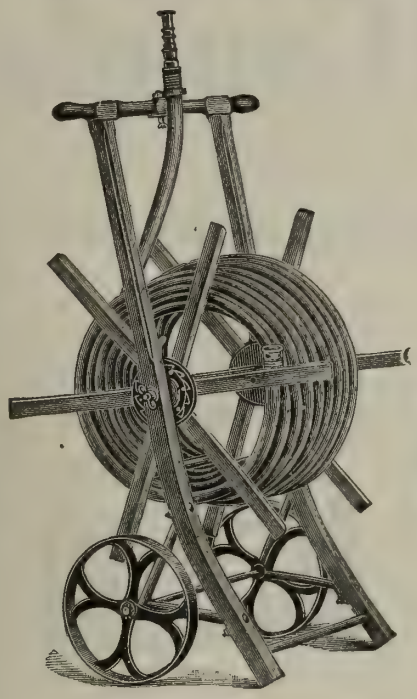
Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

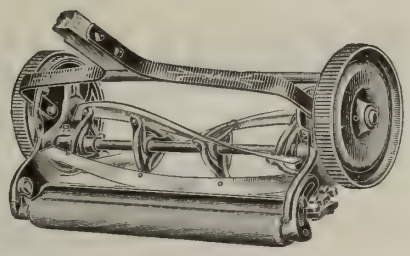
Stocks at TORONTO MONTREAL HALIFAX ST. JOHN WINNIPEG VANCOUVER

PLYMOUTH TRADE MARK 1824

LAWN REQUIREMENTS

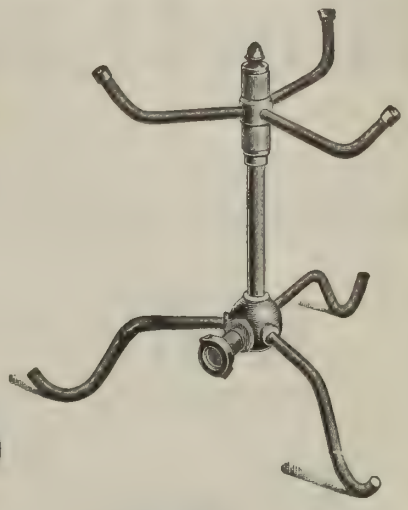


Hose Reels.



High Grade Lawn Mowers.

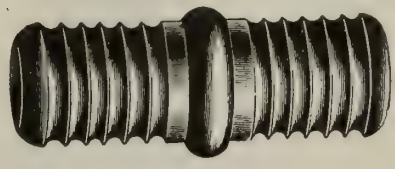
Brass Nozzles.
Straight Stream or Spray.



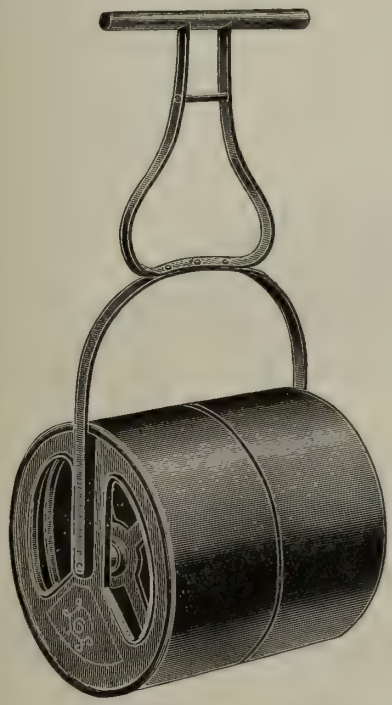
Revolving Arm
Sprinklers.
12, 18 and 24 inch.

Brass Ring Sprinklers.
Throws fine misty spray.

Galvanized Steel Hose
Clamps, all sizes.

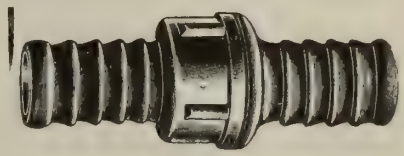


Galvanized Steel Hose
Menders.



High Grade English
Rollers.

See our General Catalogue for illustrations, full assortment Lawn Goods.



Cast Bronze, full weight, Hose Couplings, properly reamed to take nozzles.

Caverhill Learmont & Co

MONTREAL

The

Steel Company of Canada

Limited

WHITE LEAD

Tiger Brand

MEANS

PURITY

The name TIGER is a guarantee of quality.

For over forty years this brand has been considered by the leading painters in Canada to excel all others in quality and durability.

Send trial order now. It will convince you that once used they will buy no other.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

The "SAMSON" Brand a Winner

TRADE MARK REG'D

Wherever goods carrying the "Samson" trade mark are sold they meet with unqualified approval. The "Samson" line includes the well-known "SAMSON" READY ROOFING, "SAMSON" FARM and GARDEN TOOLS, "SAMSON" MECHANICS' TOOLS, "SAMSON" HORSESHOE NAILS, Etc., Etc.

HOWLAND'S
SAMSON
TRADE MARK REG'D.
QUALITY
H.S. HOWLAND SONS & CO. LIMITED
TORONTO

SEND US YOUR ORDER

H. S. HOWLAND, SONS & CO., Limited

WHOLESALE HARDWARE

TORONTO

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices Are Right

LOOKS GOOD

CRESCENT BRAND

C S G Co.

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

THE "CANADA" MILK CAN

THE MOST SANITARY MILK CAN MADE

SEAMLESS BODY

The body is pressed out of one piece of 18 gauge steel retinned.

Entirely smooth on the inside, no crevices, seams or corners for dirt and sour milk to collect in. Easily kept clean and sanitary.

Fitted with massive wrought iron upright handles, or malleable drop handles as desired.

SEAMLESS COVER

The bottom is well protected by a heavy welded iron hoop and the can is further strengthened by an additional hoop which encircles the body at the breast.

The Cover is also seamless, and fits tight and flush with the top of the breast, preventing milk from splashing around in transit.

HOLDS---8 Gallons Imperial Measure

Unexcelled in durability—Used in many of the finest Dairies throughout the Country.

Write for prices and place your orders now for Spring Delivery

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

Estd 1809 EVERED & Co LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

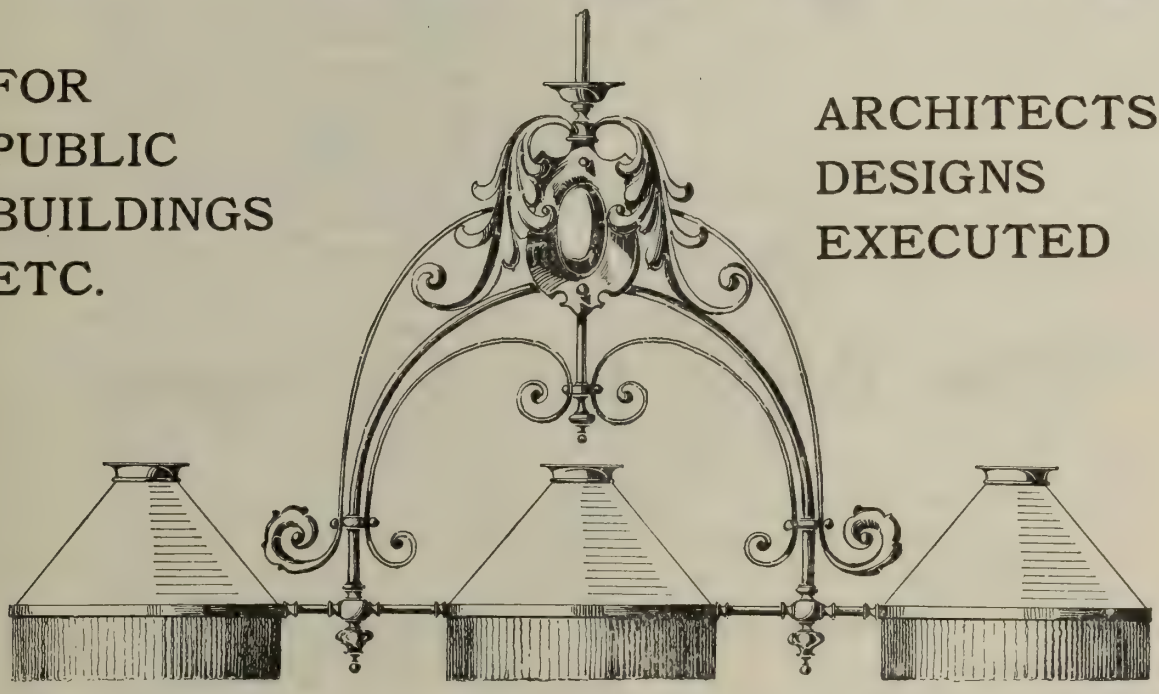
SHOWROOMS:

27-35 Drury Lane, London, W.C.

Electric & Gas Lighting Fittings

FOR PUBLIC BUILDINGS ETC.

ARCHITECTS' DESIGNS EXECUTED



ORNAMENTAL, BRASS AND IRON WORK FOR ENTRANCE GATES, BALUSTRADING, ETC.

CANADIAN REPRESENTATIVE:

GEO. H. SAYWELL

HAMMOND BUILDING, 61-3 ALBERT STREET : : WINNIPEG

ALSO AGENTS AT

TORONTO, CALGARY, VANCOUVER AND SASKATOON

ASK OUR SALESMEN TO WAIT UPON YOU.

The Buyer for the Home

She believes in the merchant who does business on the Quality basis – in goods whose trade mark is backed and pushed by energetic advertising.

The "Wear Ever" trade mark means quality in cooking utensils.

Its prestige means to you not only pleased and profitable buyers of cooking utensils, but more trade on your other lines.

It helps to make your name synonymous with quality.

You should have "Wear Ever" advertising--magazine and dealer aid—working for **You.**

Write

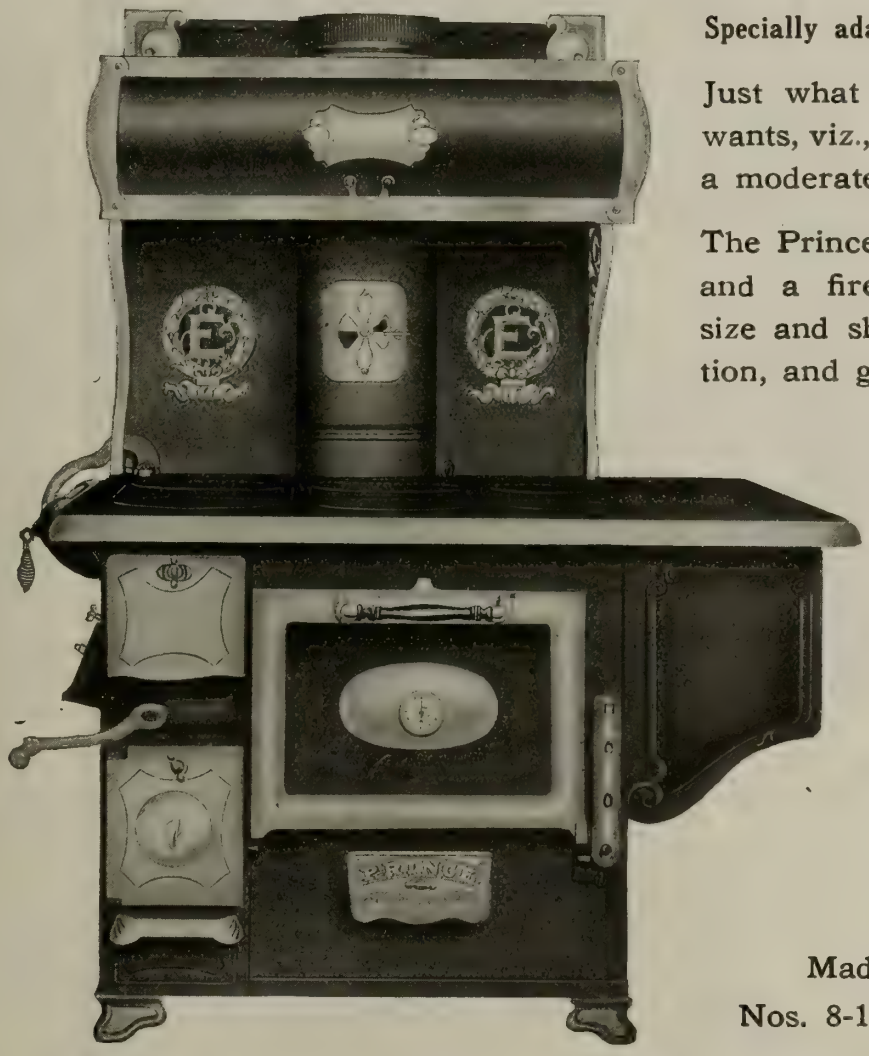
The Northern Aluminum Co., Ltd.

Toronto, Ontario

Dept. H

The Enterprise Prince Steel Range

A TRADE WINNER



Specially adapted for Western trade.

Just what the up-to-date dealer wants, viz., a high-class Range at a moderate price.

The Prince has very large flues, and a fire box just the right size and shape for quick operation, and great economy in fuel.

In appearance and finish it leaves nothing to be desired. The design is chaste and simple and in accordance with modern ideas.

Note some of the special features:

Oven Thermometer
Key Plate Top
Controller Damper
Pouch Feed
Duplex Grate
Contact Reservoir

Made in four sizes:
Nos. 8-14; 8-16; 8-18; 9-18.

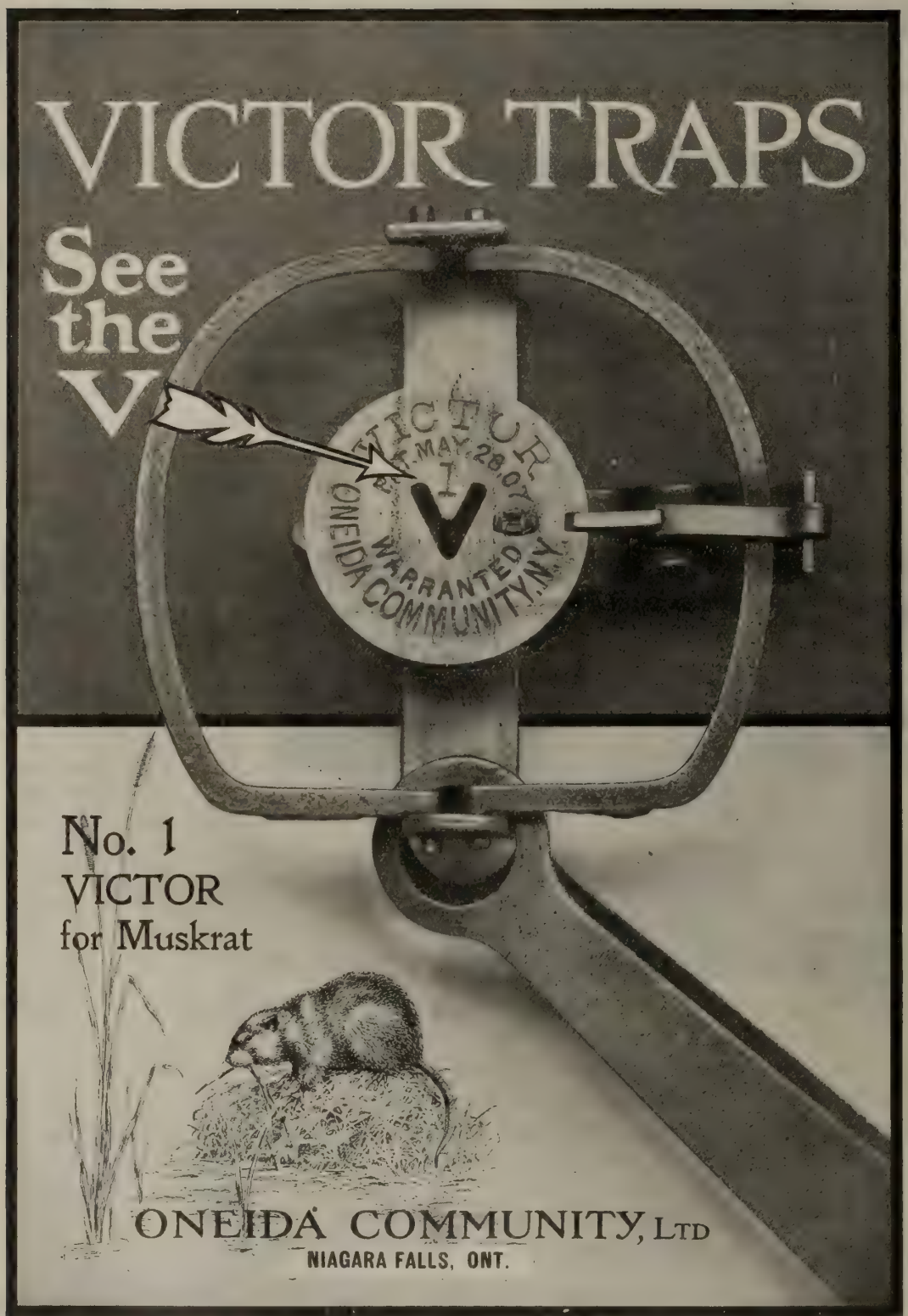
Ask for special circular, which illustrates and fully describes this beautiful range which has been on the market only one year, but in that time has developed a demand which has been a surprise both to ourselves and our agents.

You will be interested in it.
Drop us a line. The price is right.

The Enterprise Foundry Co.,

MAKERS OF HIGH-GRADE RANGES AND FURNACES

Sackville, N.B.


VICTOR TRAPS
See the V
VICTOR
PAT. MAY. 28. 07
1
V
ONEIDA COMMUNITY N.Y.
WARRANTED
No. 1
VICTOR
for Muskrat
ONEIDA COMMUNITY, LTD
NIAGARA FALLS, ONT.

Keep Special Tabs on COMMUNITY SILVER AND RELIANCE PLATE

sales and see how profits pile up for you

Both Community Silver and Reliance Plate are sold only on a restricted price basis, hence cut-throat competition is avoided and every sale counts – yields a sure and generous profit.

ONEIDA COMMUNITY, LTD. Niagara Falls, Ont.

TO CANADIAN BUYERS:

McKechnie Brothers

are prepared to quote attractive prices for the shipment of the undermentioned lines in lots or made up into suitable parcels to the order of commission houses or against approved drafts.

PROMPT SHIPMENTS

Accuracy of Section and Quality Guaranteed

MANUFACTURERS OF

EXTRUDED BRASS RODS and SECTIONS, any shape or design—Round, Hexagonal, Square, Flat, Channel, Casement, Hinge, Etc. GUN-METAL, BRONZE and BRASS INGOTS, to any specification. TINMEN'S, PLUMBERS' and WIRE SOLDERS' ANTI-FRICTION METALS.

Metal Works: Retton Park Street, BIRMINGHAM
LONDON: EMERSON STREET, SOUTHWARK
NEWCASTLE: 90 PILGRIM ST. MANCHESTER: TRAFFORD PK.
SMELTING WORKS—WIDNES, LANCASHIRE

D. PERES'

Barrel Brand CUTLERY

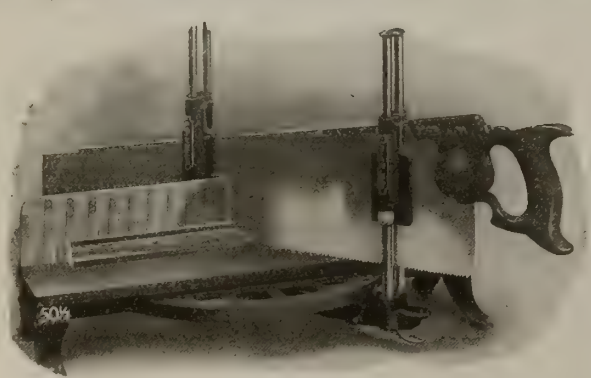
(Razors, Scissors and Pocket-Knives)

GIVES SATISFACTION TO THE PUBLIC AND BIG PROFIT TO THE DEALER

ASK OUR TRAVELLER TO CALL WITH A FULL LINE.

Canadian Agents: GREEFF-BREDT CO., - TORONTO

SHOWROOMS: TORONTO: 60-62 Front St. W. MONTREAL: H. J. Stafford, 134 Bleury St. WINNIPEG: F. O. Feilman & Co., 7 Syndicate Block, Portage Ave.



Stanley Tools

No. 50½ MITRE BOX

This has a single piece Frame, both the Base and the Back of which are accurately matched.

The Saw Guide Uprights are steel rods and carry the Saw guides in which the saw works. The Uprights, which are instantly removable, are adjustable.

The special feature of these Boxes is that any ordinary Panel Saw may be used in place of a Back Saw if desired. A strong and accurate tool at a moderate price.

No. 50½ - Price each $6.50
No. 60½ with 20 in. Back Saw " $9.50

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A

EVERY TOOL GUARANTEED

COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Quality Goods for Business Builders

McClary's

1912
GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage.

In quality, style and finish, they out-distance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.

Illustration shows Style H 258
1912 Series.

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

The style and finish of this Range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY.

When you see the samples we'll get your stock order.

McClary's

"McClary" on Goods is a Quality Name

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon.

McClary's Ship Quick.

Here's Where We Excel

No. 20 Richards Trolley Barn Door Hangers

For thirty years we have been making door hangers, and aim to make just what your trade wants.

We offer the largest line in the world.

When you buy **Richards Trolley Door Hangers** you give your customers full value—our experience included.

MEMORIZE THIS:

"A Hanger for any Door that Slides."

Our Catalogs prove it. Shall we send them?

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Door Hangers and Hardware Specialties

KANGAROO Brand Tools

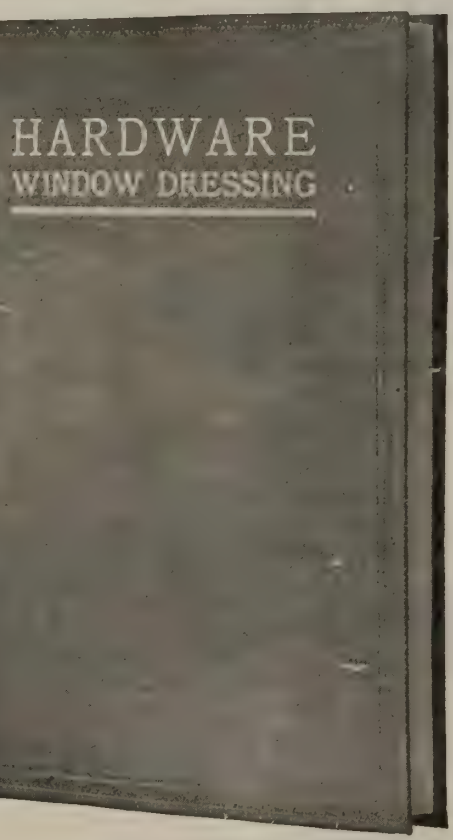
FOR ALL PURPOSES

Don't order a fresh stock of tools till you have seen our lists and samples. Geo. H. Saywell has a full line of samples, write to him to call on you.

ROBERT SORBY & SONS, LTD.
SHEFFIELD - ENGLAND

CANADIAN REPRESENTATIVE:
GEO. H. SAYWELL,
Hammond Bldg., 61-3 Albert St.
WINNIPEG
also agents at Toronto, Calgary, Vancouver, Saskatoon

TRADE MARK



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Display, and has been off the press only a few weeks. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages **8x11 Inches** **300 Illustrations**

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

THE HOUSE-KEEPER'S FRIEND

The "White" Mop Wringer

They more than like it.

They fall in love with it.

You cannot buy them back.

Loaned, they are sold in nearly every instance.

They save the labor by performing it.

They are neat, inexpensive, durable and agreeable HELPERS,

Ask your jobber for them. If they will not supply you address:

THE OLD RELIABLE
White Mop Wringer Co.
Fultonville, N.Y.
Manufacturers of Mop Wringers exclusively

This Trade Mark Ensures Genuineness Originality Perfection Satisfaction

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON'

KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.

Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices

43 EXCHANGE PLACE

NEW YORK CITY

F O R D	THE *ONE* BEST BIT	F O R D

YOU HAVE NO IDEA how rapidly and easily a **FORD** bores until you use one. You can accomplish twice as much work with it, and smoother, more accurate work as well.

Never tears or scrapes and positively will not clog. Its action is free and easy under every condition. Bores straight through knots and even a nail won't stop it.

We guarantee **FORD BITS** to do better work than any other Bit. They're made of the finest steel in the world—made so well they can't break.

Experienced electricians use and recommend them—all the leading jobbers sell them.

Send for descriptive circulars and free catalogue 8A.

Ford Auger Bit Co.
Holyoke, Mass.

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Are You Getting Your Share

of the furnace trade in your vicinity?

Do you satisfy your customers as thoroughly as possible?

Is your furnace department paying you as it should?

Agents and dealers for

THE

PEASE FURNACE

find their business *growing* and their customers pleased enough to tell their friends about the PEASE.

We know this, because for the last 36 years we have been conducting a successful business and have received highest compliments on the satisfaction that our furnaces give, and from dealers who handle them.

PEASE FURNACES are most durable, most efficient, absolutely reliable and bring the dealer profitable business.

Write for catalogue and full particulars.

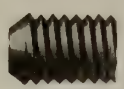
Let our Heating Engineering Department help you free of cost on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg
Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
252

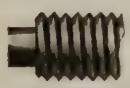
CUP

OVAL

RD. PIVOT


FLAT

HANGER


FLAT PIVOT OR DOG

Regular and Special Cap and Set Screw Heads and Points

ARE your products being put up with the kind of parts you would like to use?

We can make your parts a little more accurately, with a little better finish, ship them to you a little sooner, and they will cost you no more than you are paying. Special prices on quantities of a single kind.

Immediate shipment may be had from complete stock of Regular Cap and Set Screws also Nuts, carried at factory and warehouse at Montreal.

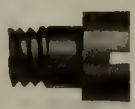
Ask for catalog—send the sample

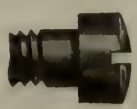
The National-Acme Manufacturing Co.

Montreal, Quebec, St. Henri and G.T.R.

HEXAGON

SQUARE


ROUND


FILISTER

FLAT

BUTTON

McClary's RAILROAD *and* DELIVERY CANS

STYLE E.

With SAMSON Bottom, Breast and Cover.

Made Up---Ready to Sell

18 Gauge Tinned Iron Body, Steel Barrel Handles. Covers are Interchangeable.

SIZES - 6 - 8 - 10 - 12 Gallons

These are high grade lines that sell easily. Order Stock Now.

McClary's

STYLE G.

With SAMSON Breast and Cover-Anchor Bottom

"McClary" on goods is a quality name.

Toronto Montreal London Vancouver St. John, N.B. Hamilton Winnipeg Calgary Saskatoon

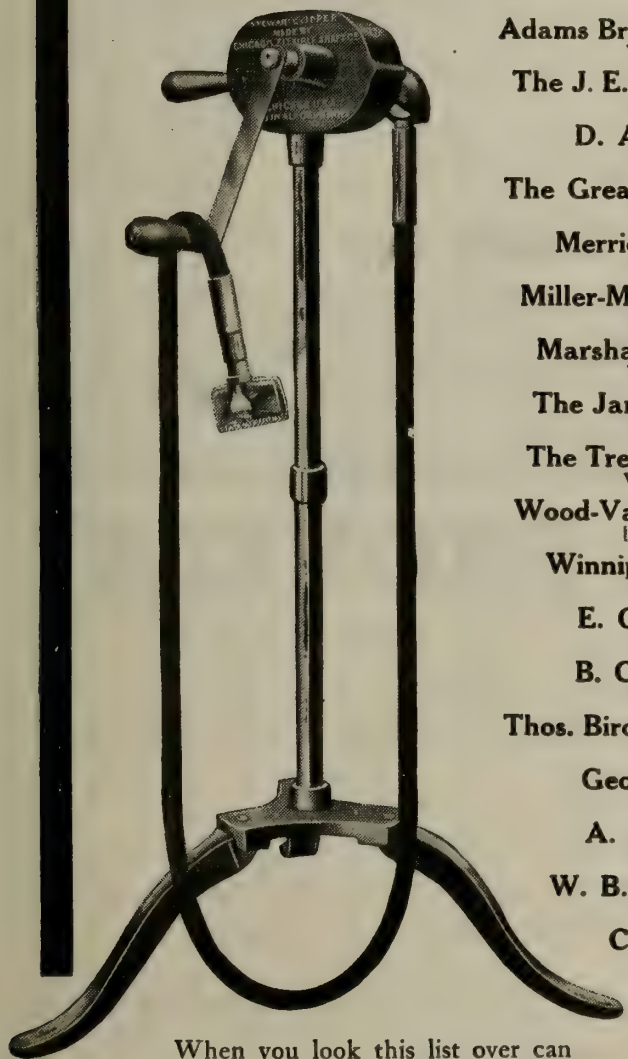
McClary's Ship Quick

Jobbers of Canada

WHO HANDLE THE GENUINE

Stewart Clipping Machines

EXCLUSIVELY



Adams Bros. Harness Mfg. Co.
Winnipeg, Man.

The J. E. Ashdown Hdw. Co.
Winnipeg, Man.

D. Ackland & Son
Winnipeg, Man.

The Great West Saddlery Co.
Winnipeg, Man.

Merrick-Anderson Co.
Winnipeg, Man.

Miller-Morse Hardware Co.
Winnipeg, Man.

Marshall-Wells Co., Ltd.
Winnipeg, Man.

The James Robertson Co.
Winnipeg, Man.

The Trees-Spriggs Co., Ltd.
Winnipeg, Man.

Wood-Vallance & Co., Ltd.
Winnipeg, Man.

Winnipeg Saddlery Co.
Winnipeg, Man.

E. G. Pryor & Co.
Victoria, B. C.

B. C. Saddlery Co.
Victoria, B. C.

Thos. Birckett & Son Co., Ltd.
Ottawa, Ont.

Geo. May & Sons
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A. Chown & Co.
Kingston, Ont.

W. B. Dalton & Sons
Kingston, Ont.

Caverhill-Learmont Co.
Montreal, Quebec

L. H. Hebert & Cie
Montreal, Quebec

Ludger Gravel
Montreal, Quebec

Prudhomme & Fils, Ltd.
Montreal, Quebec

Frothingham & Workman, Ltd.
Montreal, Quebec

Lamontagne, Limited
Montreal, Quebec

Lewis Bros., Ltd.
Montreal, Quebec

Starke-Seybold, Ltd.
Montreal, Quebec

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London, Ont.

The Hobbs Hardware Co.
London, Ont.

D. H. Howden & Co.
London, Ont.

James Wright & Co.
London, Ont.

H. Horton & Son, Ltd.
St. John, N. B.

Kennedy Hardware Co., Ltd.
Toronto, Ont.

H. S. Howland & Sons Co., Ltd.
Toronto, Ont.

Rice, Lewis & Son, Ltd.
Toronto, Ont.

Kelley's, Limited
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McLennan, McFeely & Co., Ltd.
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Vancouver, B. C.

Peart Bros. Hardware Co., Ltd.
Regina, Sask.

Wood, Vallance & Co.
Hamilton, Ont.

White's, Limited
Collingwood, Ont.

When you look this list over can the statement of the imitator,—to wit: ***"All jobbers handle them,"*** be true?

If the machine they offer is as far from the genuine as their statements about the jobbers is from the truth, we feel confident the dealers of Canada will prefer to stick to the genuine Stewart that carries an unqualified guarantee to please every purchaser or no sale.

Chicago Flexible Shaft Company
250 Ontario Street, CHICAGO

Keep on the Right Side of the Builder

by supplying him with our guaranteed

LEEKNOTT ROOFING

as it will be nearly as good as new when most of the ready roofings are forgotten. It will cost you no more to stock Leeknott and it is by far the cheapest and most profitable in the long run.

Its high quality is due to the work of experts—the experts use the very best of long fibre woollen felt, which is thoroughly soaked and coated with the genuine Trinidad Lake Asphalt, specially prepared and tempered for the purpose. Leeknott has the wonderful weather and fire resisting qualities, qualities that most roofings lack. Every roll is absolutely guaranteed. Rust-proof, galvanized special roofing nails, extra quality lap cement, and illustrated printed directions packed in every roll. Anyone can successfully lay "LEEKNOTT."

We make sales easy by supporting the dealer and supplying him with circulars, etc. Our rolls are more attractive and are certain to invite enquiries.

Write for full details. **Agents wanted.**

Canadian Supply Company

220 King St. West — WEATHERPROOF CASCO PRODUCTS — Toronto, Ontario

LUNDY SHOVELS

Our Brands of Shovels are:—

LUNDY

PETERBORO'

DEMON

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a WELDED SHOVEL because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

Look for our Trade Mark on every handle.

TRADE MARK Registered

THE LUNDY SHOVEL AND TOOL COMPANY, LTD.,

PETERBOROUGH, ONTARIO

Write For Catalogue

Western Agents, TEES & PERSSE of Alberta, Limited, Calgary, Winnipeg.

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
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DID YOU SEE

The Practical Demonstration of

Ermaline Paper Bags

at the

Guelph Convention

?

Do You Not Think That You Can Handle These Bags Profitably?

If You Did Not Obtain Samples at Guelph, Write to Your Jobber or to the Manufacturers.

DO THIS TO-DAY

Edward Lloyd Ltd.
508 Eastern Townships Bk. Bldg.
MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

THE LITTLE GIANT

THE "BAYARD"

AUTOMATIC POCKET PISTOL

Calibre .32 (7.65 m/m)

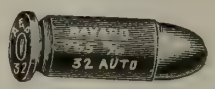
A MIDGET AUTOMATIC

THE LITTLE GIANT—A MIDGET HIGH POWER AUTOMATIC.

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a .25 cal. pistol, although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE .25 CAL. PISTOLS and a CAL. OF .32, GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk. These features make the "BAYARD PISTOL" the IDEAL POCKET ARM.



"BAYARD" AMMUNITION

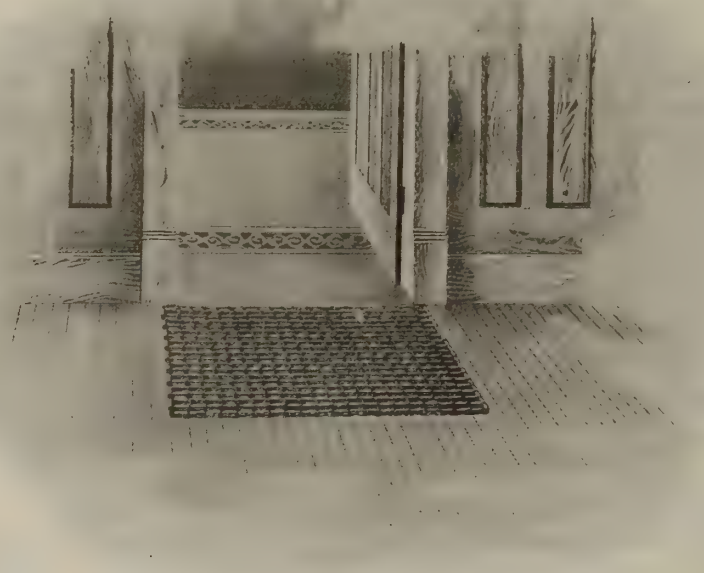
The .32 cal. (7.65 mm) "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

Length of Pistol	4 3/4 inch	Weight of pistol, magazine empty	15 3/4 oz.
Height "	3 3/8 "	Weight " " filled	17 "
Thickness "	7/8 "	Initial velocity of bullet . . .	837 feet

Penetration at 10 yards: Four 3/4 inch pine boards placed 2 inches apart
" 100 Three " " " "

The magazine is made to contain 5 cartridges.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES



Premier Flexible Steel Mat

is made of the best cold rolled flat steel, thoroughly galvanized to prevent rust and is guaranteed to outwear any other mat. It is used in private homes, stores, schools, churches, hotels, offices and cars.

It is made in rolls 18, 24, 30 and 36 inches wide, and any length from 10 feet to 100 feet. Special mats made to order on short notice.

The Schultz Manufacturing Company, Limited

HAMILTON, CANADA

Toronto gent: F. J. SCHUCH, 19 Jarvis Street. Complete Stocks Carried.

Money in Metallic?

OF COURSE THERE IS.

10 to 20% on the material.
50 to 100% on the labor erecting.
25 to 30% on the paint to finish.

ISN'T *that* BUSINESS WELL WORTH GETTING?

WRITE for our Catalogue to-day, —we have just issued a new one, —and go in vigorously for Metallic Ceiling business. You will find it pays handsomely.

There is nothing to touch "Metallic" for Kitchen ceilings and walls.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C76

WHY A TYPEWRITER

Modern business methods insist that all business correspondence shall be typewritten.

Invoices and statements when typewritten secure more attention—prompter payments.

The typewriter saves time and work. Pen work is laborious.

Typewritten personal letters increase business.

MONARCH VISIBLE

WHY THE MONARCH

The full visibility of the work all of the time is an aid to the operator.

The common sense, complete appliances for all classes of work make typewriting easy.

All the very latest improvements.

Splendid durability.

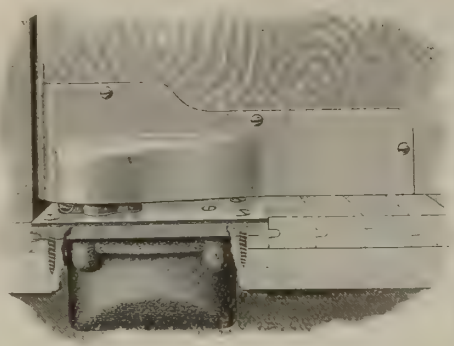
Terms to suit the purchaser.

The MONARCH TYPEWRITER COMPANY, Limited

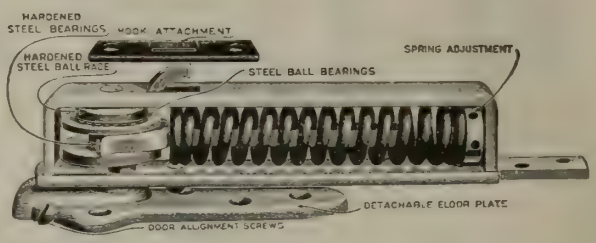
46 Adelaide Street West, Toronto

Branches: Montreal, Ottawa, London, Hamilton.

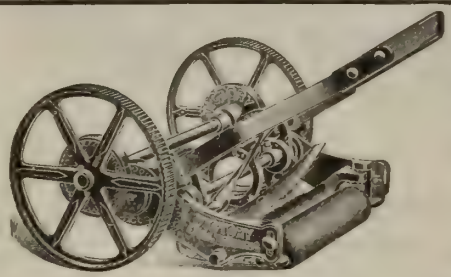
TWO OF THE BEST



"STANDARD" Double-Acting Spring Floor Hinges and "STANDARD" CHECKING HINGES for DOUBLE-ACTING DOORS.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

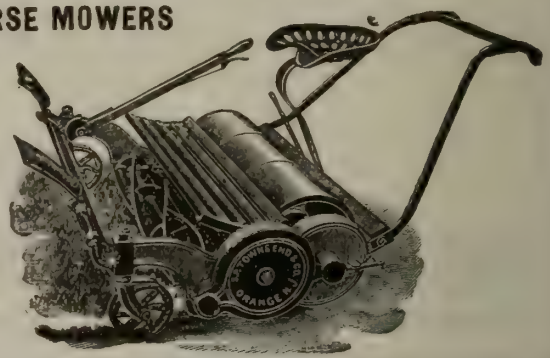


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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S. P. Townsend & Co.

ORANGE, N. J.

MELROSE

A CLASS LEADER IN THE HIGHEST CLOTHES WRINGER CLASS
Especially Designed for MODERN HOMES having Stationary Tubs

Extra Strong Construction
Handsome and Durable Finish
FITTED WITH BALL OR REGULAR BEARINGS

RUBBER ROLLS

The most important part of ANY Wringer

The "BEST OF ALL" Rubber Rolls is our new

The only Roll made that will withstand the strong acids contained in Washing

ANTI CHEMICAL

Compounds without losing their Elasticity or Wearing Qualities.

They will wring drier, and many times outwear the Ordinary Wringer Roll in family use.

THEY ARE FULLY GUARANTEED

Advertised and Sold Everywhere

Rolls either Anti-Chemical or Arrow Brand

Sizes 11 x 1¾; 12 x 1¾; 11 x 1⅞; 12 x 1⅞

Packed 1/6 Dozen in a Case

AGENTS
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H. F. MOULDEN & SON, Winnipeg, Man.

CUMMER-DOWSWELL, Limited

HAMILTON, - CANADA

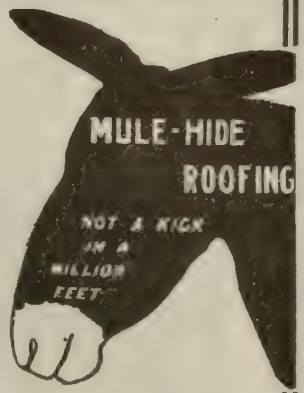
Ten-Year Iron Clad Guarantee

This guarantee and our reputation are behind every order of

MULE-HIDE ROOFING

that leaves our works. This roofing is not an experiment but a roofing that has showed merit through its past service.

We invite comparison with any other make. Get our prices and proposition now.



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31-33 FRONT STREET EAST, TORONTO, CAN.

Reap Good Profits

and retain your good reputation by selling rifles that create enthusiasm among old and young users through their accuracy, balance and dependability. When it comes to delivering the goods, the

This rifle is excellently finished—the working parts are made of the strongest and most durable metal, and can be easily kept in order.

HAMILTON **22 CALIBER** **RIFLES**

have no equal, and they sell at a price that appeals to every buyer, assuring quick sales for the dealer. Write us for circulars and prices.

For Sale by All Jobbers

C. J. Hamilton & Son, Plymouth, Mich.

WE PAY FROM $10.00 TO $50.00 PER WEEK

to our salesmen. To some of our best men we pay more.

Are you a $10.00 or a $50.00 man?

If you are a $50.00 man, we want you.

If you are a $10.00 man, with an ambition to be a $50.00 man, we want you.

You can devote your spare hours to our work, and make more money than you can make from any other commercial position in the same time.

Here is an occasion to reveal your capacity. You are not satisfied to be earning the same salary next year as now.

You want to know your own strength. After you have discovered it, you will be far better satisfied with yourself and will be more confident in your ability, which means steady progress on the ladder of success.

WRITE AT ONCE FOR FULL PARTICULARS TO

The MacLean Publishing Co., 143-149 University Ave., Toronto, Ont.

THE MORRIS & BAILEY STEEL CO.

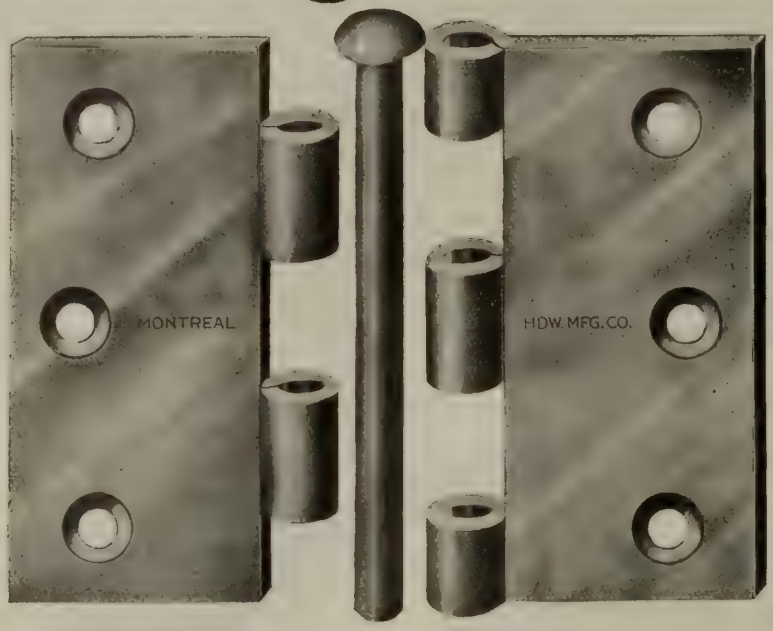
PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Wrought Steel Reversible Loose Pin Butts



ANOTHER OF OUR "QUALITY" LINES

A LITTLE BETTER THAN THE ORDINARY BUT NO HIGHER IN PRICE.

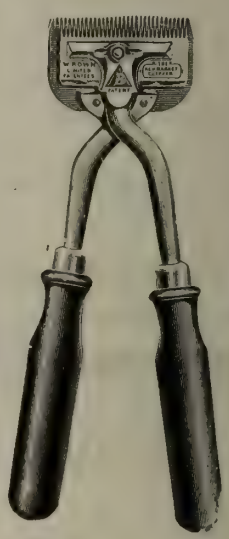
Now is the time to stock up—Send for our catalog of Butts, Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Latches, Door Bolts, Hitching Rings, Etc.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL : : : : QUEBEC

STOCKED BY ALL JOBBERS

THE NEWMARKET



The Clipper with a Reputation

Made by Burmans Limited, it is the standard by which all other clippers are judged. In price it is no more expensive, but in quality it is superior to any on the market.

Burmans Limited do not live on their reputation—they live up to it.

B. & S. H. THOMPSON & CO., Limited

Sole Agents for Canada MONTREAL

YOU GET NO KICKS

when you sell

"Preston Steel Ceilings and Sidewalls"

"THE BEST IN FIFTY MILE AROUND"

and erect them according to our plans and specifications. We have hundreds of beautiful designs and can serve you in the way you want to be served.

LET'S GET TOGETHER

and get all the orders for this class of work. You can keep your men busy erecting the materials. This is the time of the year for merchants in your town to prepare for the spring trade by fixing up their premises with Preston Steel Ceilings. You get the prospects, and we will help you sell the material.

Write us and tell us your wants. Mention Hardware and Metal.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

IRON LEVELS

Goodell-Pratt's

An Iron Level is absolutely worthless if it is not perfectly accurate.

Goodell-Pratt Levels are accurate; they are made with greatest care, and only sent out after thorough testing. When placed in your hands they are "right," and a private process through which the metal is put insures their remaining true through all changes of temperature.

Goodell-Pratt's

Goodell-Pratt Company

Toolsmiths

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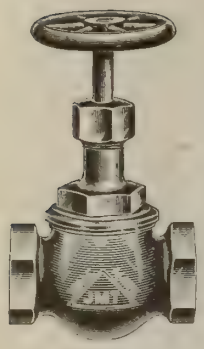

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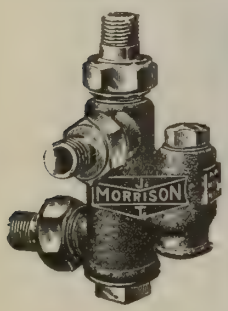
High Grade only.
Built for durability.

J. M. T. Injector
Simple, efficient and fully guaranteed.
Thousands in use.



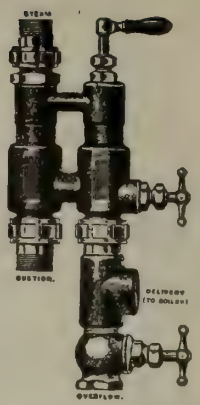
Iron and Brass Pipes and Fittings, Valves, Stop Cocks, Gauges, etc.

TRADE MARK J.M.T.

We make the largest variety in
ENGINEERS'
BRASS AND IRON GOODS
STEAM GOODS
Steam Specialties
Water Supplies

THE JAS. MORRISON BRASS MFG. COMPANY LIMITED TORONTO, ONT.

Recording Gauges, Lubricators, Oil Cups, Steam Separators, etc.



Hancock Inspirator
Reliable and efficient.

Steam Gauges
Made in all styles and sizes.

Elite Cut Glass

ELITE

Means Perfection in Cut Glass

Perfection in Blanks and Perfection in Cutting. There are **no pressed Blanks used in our Factory.**

The accompanying Cut shows our Jewel Pattern, the best seller in the market to-day. Write for list of prices on the full line. Complete catalogue on request.

If you are interested in the process of Cutting High Grade Cut Glass, write for our Booklet "Cut Glass Facts."

Gowans, Kent & Co., Limited
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"QUEEN'S HEAD"

Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
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INGOT METALS

Aluminum **Antimony**

Copper **Spelter**

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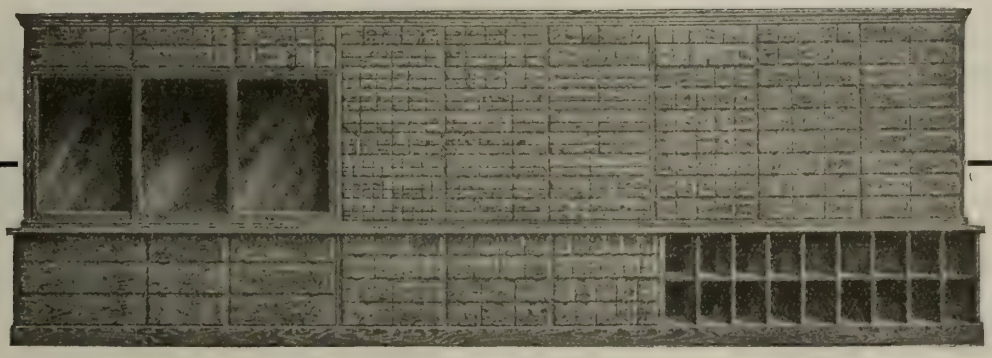
For Lowest Prices and Prompt Deliveries

Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited

MONTREAL



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Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

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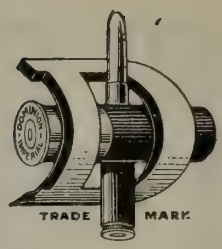
"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA

FOR BIG GAME



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RIFLE AND REVOLVER
CARTRIDGES

Cartridges for every variety of game and any make of firearm. Recommended by expert marksmen for target shooting, and by experienced guides and sportsmen for all kinds of hunting.

GAME GETTING, BULL'S-EYE KIND

You will make no mistake in buying Canadian-made ammunition, as it is absolutely guaranteed to you as equal in every respect to any manufactured.

High, uniform velocity, flat trajectory and close grouping of shots, combined with its absolute dependability and the economical less-duty price, make a combination you can't beat.

Shoot a box and prove our guarantee. **HITS HARD AND KILLS.**

Catalogue sent free upon request.

DOMINION CARTRIDGE CO., Limited
MONTREAL, CANADA.

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HRS&Co
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Lowest Quotations for Spring Shipments

LET US QUOTE ON

Pig and Bar Iron
Angles, Tees and Channels
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CANADIAN BRANCH: 6 St. Sacrament St., MONTREAL

Seventh Annual Ontario Convention

Guelph Crowded With Visitors, Although Number of Retailers in Attendance Was Not as Large as Had Been Hoped for—Manufacturers' Exhibit Proved the Big Feature—Accommodation Was Found Satisfactory, But Winter Fair Building Presented Many Drawbacks.

The seventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association was held at Guelph this week, opening on Monday and winding up on Friday.

The outstanding feature of the convention was the remarkable growth shown in the number of manufacturers' exhibits, and the equally noticeable improvement in the quality of the individual exhibits. Discontent ran rampant among the exhibitors, however, culminating in the formation of an organization to guard their interests in future. The discontent extended to the arrangements made for housing the exhibits and the general work of allotment. This matter and the basis of arrangement reached will be treated elsewhere in this issue.

The number of retailers in attendance on the first two days was not as large as had been hoped for; and the storm on Wednesday almost completely cut off the arrival of any members who had planned to take in the last two days. What the delegates lacked in numbers, however, they made up in ginger. The sessions were characterized by lively discussions. Criticism on a number of vital points were advanced and, as a result, some useful reforms were decided upon.

Convention badge made and presented by the Taylor-Forbes Co., Guelph.

OUR CONVENTION REPORT.

Despite the fact that Hardware and Metal goes to press almost before the convention concludes, this issue will be found to contain a comprehensive and complete report of the proceedings. Such quick work is rendered possible only by the utilization of a large staff and by vigorous measures.

Hardware and Metal gives the news while it is news.

Undoubtedly the retailers who attended found the convention one of deep interest. The exhibition was in itself sufficient inducement to secure the attendance of progressive hardwaremen. The manufacturers had put forth every endeavor to make their displays practical and indicative of the trend of trade. By a careful study of all the booths, the retailer was enabled to acquire most valuable information on the latest goods on the market and to meet the manufacturers and their representatives. The sessions of the convention also were marked by a number of discussions replete with useful suggestions and practical information.

The Arrangements.

The meetings were held in the Guelph City Hall and the exhibits in the Winter Fair Building. The meeting hall was found comfortable and of good size, but the same satisfaction cannot be expressed on the score of the Winter Fair building. One half of the exhibitors were located in a section of the building which was inadequately heated. When the storm came on the roof began to leak, and this did not add to the comfort of the exhibitors.

The civic officials and the Guelph manufacturers and hardwaremen did everything in their power to make the convention a big success. The city was handed over to the visitors, and nothing was too good for anyone wearing a convention badge.

It is conceded that the hotel accommodation was better than expected; better also than was experienced last year. The Guelph hotels were found quite capable of handling the great bulk of the visitors and, although in some cases it was found necessary to put four and five men in one room, the accommodation afforded was good under the circumstances. Many visitors availed themselves of the services of the city billeting department to secure rooms in private houses. Industrial Commissioner Macdonald, who had that work in charge, provided splendid accommodation for several score of late arrivals.

Monday witnessed the arrival of most of the exhibitors and the officers of the association, but the retailers did not start to arrive in numbers until the next day. The first day was devoted largely, therefore, to executive meetings and the preparation of the exhibits. Although many booths were completed by Monday night, quite as many more were found in a state of semi-readiness. This was due to delay in the carpentering work and, in some cases, to the non-arrival of the necessary goods for exhibit.

The Public Interested.

The public showed a rare degree of interest. Whenever the exhibition hall was thrown open, large crowds attended.

A feature that attracted interest was the fine variety of window displays shown in local hardware stores. Some of the displays were by Guelph hardwaremen, but most were originated by manufacturing representatives.

Opening Session of the Convention

Addresses of Welcome by Guelph Mayor and Aldermen—Reports of Officers Submitted—Parcels Post Comes in for Some Discussion.

The opening session of the convention was held in the city hall. It had been scheduled to start at 2 o'clock and President Chown did his best to get the clans gathered sharp on time. Delay ensued, however, on the non-arrival of the welcoming contingent from the Guelph City Council and it was probably 2.30 when business began.

Letters and telegrams were read from the following expressing their regret at their inability to attend; J. G. Lewis, Robert Hobson, A. G. Nott, Geo. Davis, D. H. Howden, Peleg Howland, H. J. Walker, Richard Blain, M.P.; Hon. A. E. Kemp, W. H. Gilverson, Col. J. B. MacLean, S. R. Kennedy, J. W. Peart, C. C. Ballantyne, S. H. Alexander, A. Hatch, J. A. Beaudry, A. A. Bittues. Letters were received from a number of other well-known men in the trade expressing their intention of being on hand.

In opening the meeting, President Chown stated that the thanks of the association were due to the City of Guelph for the hearty welcome which had been extended.

The City's Welcome.

Mayor Thorp, in extending the greetings of the city, expressed the hope that the members of the association had found everything to their liking. The Council had endeavored to make adequate preparations and, if anything had been left undone, he trusted that they would let him know and it would be rectified.

"I am glad to address a body of business men," he declared, paying tribute to the importance of the retail dealer. He went on to enumerate the many hardware manufacturers in the City of Guelph—the makers of a famous lawn mower, and the stove manufacturers. The hardware stores of the Royal City came in for some mention also at the hands of the worthy Mayor.

In conclusion, he gave it out that the keys of the city had been handed over. "Do what you like," he declared, "and I'll fix it with the police." (Laughter.)

Ald Howard added a word of welcome, dilating on the great growth of the country and giving due credit to the merchant for the part that he was playing in the development of Canada. In one of his most eloquent passages, Ald. Howard swept the table with his arm and inadvertently rang the bell. "Time's up," said President Chown, amid laughter. The speaker joined in the laugh and brought his peroration to a close.

Short addresses were contributed by Alds. Lawson, Carter and Mahoney.

In responding on behalf of the association, Vice-President Madole expressed the pleasure he felt that the convention had been brought to the beautiful city of Guelph. He had found it quite as fine, quite as thriving as he had been led to picture it. No city in the province, perhaps in the Dominion, exerted more diligence in instilling the spirit of progressiveness into all civic entrprises. Branching onto a wider theme, Mr. Madole depicted the wonderful growth of Ontario and the rapidly increasing importance of the Dominion of Canada. He concluded by expressing the belief that the association would confirm the citizens of Guelph in their impression of the high calibre of the members and the importance of their deliberations.

"After the addresses of the Mayor and his confreres, we feel right at home," said William Magladery, who also responded. Guelph was well known to hardwaremen, he declared, from the fact that it contained so many important manufacturing concerns. "We're tickled to death that your jail is not finished," concluded Mr. Magladery, "although, of course, it would not have been needed for our accommodation." (Laughter.)

A vote of thanks to the City of Guelph was put through unanimously and Mayor Thorp responded briefly, explaining why Guelph was known as the "Royal City."

Fred C. Lariviere, President of the Retail Hardware Association of Montreal, was called to the front at this stage. As James Hardy had also arrived, Mr. Lariviere insisted on the latter bearing him company to the front. Mr. Lariviere spoke briefly, but felicitously, expressing the desire to be known among them as one of their own members inasmuch as he had been elected a life member of the Ontario body.

The Cartage Question.

James Hardy, the Secretary of the Wholesalers' Association, made a number of important points in the course of a brief address. He touched first upon the question of cartage charges. There had been friction in the past because it had been found necessary to charge for cartage to the station. "All we can say is that we will endeavor to secure the right to add the charge to the freight rate at the other end," he declared.

Mr. Hardy also touched upon the very evident and striking prosperity prevailing throughout the country. One man had told him that his business had increased 25 per cent., another professed to have gained 33 per cent., and still a third had made a gain of upwards of 50 per cent. The hardwaremen would doubtless secure their share of the prosperity.

In concluding, he gave a word of advice, epitomizing in the words, "know thy competitor," the whole strength of all association work.

The President's Address.

Before commencing his address as President, R. C. Chown urged upon all the members the necessity of remembering the association throughout the years, and not only at convention times. Suggestions, he thought, should be sent to the executive officers whenever an idea occurred to a member. Only thus could the best results be attained.

"At the outset," said the President, "I wish to thank all the members of the executive for the loyal support they have given me during the past year, and for the many helpful suggestions made by our officers to make our work as an association more effective. It is not my purpose to hand out roses promiscuously; still, there is one officer of the association on whose efficiency much depends. It is therefore a pleasant duty for me to commend to the association the faithful and efficient services of our secretary, Weston Wrigley, and recommend that we extend to him our sincere thanks for his untiring energy and enthusiasm in our behalf.

"The hardwaremen of this province who have become saturated with the association spirit are making better merchants and better citizens, as by meeting their fellow-hardwaremen at these annual gatherings they have opportunities to discuss together many commercial problems, both giving and taking advice. The necessary result is that they take a broader and better view of life, and are in a position to meet with comparative ease the many perplexities which confront them. But in order to derive the greatest benefit from an organization of this kind we must emphasize the fact that we are to meet our competitors as friends, discarding the prejudices that have no right to exist in the mercantile field. This understood, we can meet, talk over business matters, and agree to adopt certain fixed prices on many staple lines of goods, so that instead of selling at reckless prices, we can arrange a fair profit on all lines. Thus the consumer will know one price only in the community, and the merchant, in turn, will

Some impressions by Hardware and Metal's artist.

make sales more readily and will have a larger profit on the year's operation. I might also add some of the other considerations that would make for our permanent success, and extend our usefulness as individuals in the community. These are Politeness, Patience, and Perseverance.

"Politeness is by no means an unnecessary thing for business men to exercise in this age of sharp competition. Men don't care to do business with a man who is glum or who cannot make them feel at home in his presence or in his store.

"Patience is another virtue much needed in our business, and diverse and numerous are the occasions upon which we have the opportunity of exercising it. The provocations of the merchant are many—goods returned—unreasonable demands—old accounts unpaid—pressing bills to meet—besides the restraints of insufficient capital, poor help, lack of floor space—all these and many more call for patience, and without it business would become absolutely paralyzed.

"I add but one other suggestion. Perseverance. Take, for example, the Hebrews who do so large a business in this country to-day, against great odds. The chiefest factor in their phenomenal success has been the eternal vigilance which characterizes their race.

"Let us not then be content to plod on, leaving business to run on the same plane upon which our fathers conducted it many years ago, but let us follow the beacon star of progress, and by diligent pursuit of the knowledge of men and their needs, of goods, their quality and fitness, become real factors in the world's uplift.

"As your representative, in company with our Secretary, Weston Wrigley, I had the pleasure of attending the eighteenth annual convention and exhibition of the New England Hardware Dealers' Association in Boston last March. This association, being one of the oldest and strongest organizations in the United States, has, through years of experience, adopted many practical suggestions which were of great assistance to the exhibitors and members in making this affair such a success. We are putting into force a number of these ideas this year, and I trust that we will be able to take up some others before long.

"One thing that struck me particularly in connection with that gathering, was that the members were nearly all men who conducted large businesses, ranging from $75,000 to $500,000 per annum. If these men receive benefits from a hardware association, surely it should be of much assistance to us.

"The matter of mutual insurance was fully discussed at our executive meeting held in Guelph on Easter Monday. Mr. E. G. Wright, an insurance expert, was present, and gave us much information on the insurance question, after which is was decided not to proceed with the organization of a mutual insurance company in connection with our association at present, but to establish an insurance department, with the idea of securing more information on this important subject.

"The parcels post problem broadens under the discussion to which it is subjected. To many persons it seemed at first very desirable that parcels should be carried through the mails at a trifling charge for postage. This would be of material advantage to the large mail order houses, who would welcome it with glee as it would give them added opportunities for doing business ten or a thousand miles away from their stores at the same charge for handling their business. This would naturally affect the general store and the hardware merchants and would be the means of centralizing business with the large mail order houses, which would mean the ruination of the small merchant in the country town. On reflection, parties who were once in favor of it, can readily see the disadvantage of such a system, as it would be playing into the hands of a few millionaires. It behooves us, then, as an association, to begin an active campaign against the enactment of any such legislation.

"We are also endeavoring to secure an amendment to the Weights and Measures Act, whereby the retailer will not be called upon to pay for the re-inspection of weights and measures after they have been passed by government officials at the place of manufacture. This inspection, which is made every two years, we feel should not be borne by the individual retailer, as it is in the interests of the general public to have these weights and measures correct. We are, therefore, petitioning the government to abolish this tax on the individual retailer, and maintain this department out of the revenue received from the general public.

"In conclusion I desire to say that I have great faith in the future of this association. It has in it the kind of timber that makes for success. Its possibilities for the future are limited only by the measure of our enthusiasm and energy. Therefore, let us strive to make the Ontario Retail Hardware and Stove Dealers' Association the best on the American continent, ever mindful of the duties and obligations of a higher and better citizenship which has come to us as a result of our connection with association work; and let us strive to enter into and become an integral part of all that is best in our home cities."

Harry Martin, President of the British Columbia Retail Hardware Association, when called to the platform at once asked that the Ontario Hardware Association send one or more members to the Western Association. He thought the Ontario members would have something to learn from the West, and he was sure the Westerners would learn much from Ontario.

Executive Committee's Report.

Thanks are due the Taylor-Forbes Co., Guelph, for the handsome badge donated for use at this convention, the bells worn being produced in Taylor-Forbes own factory.

The large amount of space available in the Winter Fair Building made it possible for your committee to give larger space to exhibitors at this convention than at any previous exhibition. The floor space of each booth at London exhibition was 68 square feet, at Peterboro 120 square feet, while at Guelph a large percentage of our exhibitors have been given 144 feet without any increase in the charges made. Our association erected and decorated the booths and supplied each exhibitor with a sign. This year your Executive went a step further and placed several thousand dollars insurance on the goods on display in order to protect the exhibitors should any damage be caused by fire.

Your Executive went fully into the question of mutual fire insurance at its Good Friday meeting, and after advice by experts that there was little chance of establishing a mutual company at this time, it was decided that the question should be left in abeyance and an insurance department established.

Your Executive also took up the matter of restricting the sale of fire arms, but finding that the retail hardware trade throughout Ontario took little interest in the matter the Provincial Secretary's Department was approached and an understanding arrived at that our association will be consulted before similar restrictive legislation is introduced in future.

The question of securing the abolition of the fees charged in connection with re-inspection of weights and measures also received considerable attention, and on two occasions petitions were sent to every hardware merchant in Ontario. We regret to report, however, that only about 100 retailers have shown sufficient interest in the matter to secure signatures to the petitions and return same to our Secretary. We recommend that this question be given further attention by next year's Executive, and that retailers who have not yet shown an interest in bettering trade conditions in this respect, secure from our Secretary copies of the petitions and have same signed by the retailers in their respective towns.

As our brother hardware merchants in Quebec province are holding a convention in Montreal next week, we suggest that

the incoming executive send a deputation of the new officers to attend the said convention.

Secretary's Report.

The report of the Secretary was then submitted, in part as follows:—

Six years ago when a few of us gathered together in the Rossin House, Toronto, to discuss the question of organizing the retail hardware trade throughout Ontario we had hopes and ambitions that an association would be formed which would some day compare favorably with the successful retail hardware associations which have done so much to bring about better feeling and better conditions for the retail hardware trade throughout the United States.

Every year has seen progress made and each year sees an increasing number of hardwaremen at our annual conventions determined to spend a profitable three or four days together to enjoy fellowship and secure advice from kindred spirits conducting business similar to their own in other towns and cities in various parts of the province.

Three years ago at Hamilton, two years ago at London, and a year ago at Peterboro, we felt that we had marked a milestone in the progress of our association work. We had, and we have reached another at this Guelph convention, indications already pointing to its being the largest, most enthusiastic and most profitable gathering yet held by this or any other retail association in the Dominion of Canada.

You did not come to Guelph to hear long speeches or lengthy reports. My Sixth Annual Report will, therefore, be as brief and concise as possible.

While the somewhat inconvenient location of Peterboro, where last year's convention was held, prevented many of our members from the western parts of the province from attending, and membership receipts suffered as a result of their non-attendance, there has been an encouraging increase in new members. Quite a number of really successful firms in various parts of the province, many of whom have held off from joining for several years, are now enrolling in our association, and with over 130 travelling salesmen as associate members, each using his influence to assist in establishing a more co-operative spirit amongst retailers, the outlook for a substantial increase in membership is very encouraging.

The finances of the association are also in very satisfactory state, the Auditor's report showing an excess of assets over liabilities of over $800. A steady demand continues for the collection letters, stove lien notes and plumbing estimate forms, supplied to members of the association and from the Secretary's office at $1 per hundred, which is approximately the cost of printing and mailing.

Numerous retail firms testify to the good results secured from the use of the association collection forms, etc., and one firm, Pow & Wilcox, Tillsonburg, suggest that we go further and establish a collection department on similar lies to the Detroit collection agency, which collects accounts on commission for those associated with the organization. This matter might be considered by the Resolutions Committee of this Convention.

Your Executive Committee and subcommitties of the Executive met several times during the year and considered various questions dealing with the business of the association. President Chown and your Secretary attended New England Hardware Convention at Boston last March, and the Canadian Wholesale

President Chown, who Presided.

Hardware Convention at Hamilton, in November, taking advantage of each opportunity to gather ideas and information to assist in developing the work of our organization. The members of the Wholesale Association have signified their willingness to co-operate with our association in opposing the proposed parcels post system which wealthy newspapers owners elected to Parliament have on several occasions endeavored to crystalize into law. This parcels post matter should be given special consideration at this convention, and a strong resolution passed outlining the dangers of our national government passing legislation which will assist in depopulating the farm districts and force additional population into overcrowded cities. In this connection consideration might also be given to the proposal made by the Goderich Board of Trade that a method of taxation be devised which will force mail order houses to pay their fair share of taxation in each community in proportion to the volume of business they transact.

During the past year your Secretary has received consistent support from every member of our Executive and Officers of our association. President Chown has been indefatigable in working to assist in the development of the organization, and the other members have shown equal interest.

Your Secretary has investigated the possibilities of holding our next convention in Hamilton, St. Catharines, Niagara Falls and Belleville, as well as having endeavored to secure permission to use the Armouries in Toronto for our annual exhibition. Militia officers have declined to grant us the use of the Toronto Armouries, although same might be secured by pressing the application at Ottawa.

Hamilton and St. Catharines cannot offer a suitable building for our convention and exhibition, while Belleville seems to have all the local advantages necessary, a large armouries, a fine opera house adjoining and one of the best hotels in Ontario, just across the road from the armouries. It is understood that an invitation will be extended to this association to hold its 1913 convention meeting at Belleville and London. Claims of both cities should be carefully considered before reaching a decision.

While it might be said that our Ontario Association has failed to accomplish some of the things it has set out to do, the officers who have attended conventions at Detroit, Toledo, Buffalo and Boston unite in agreeing that our association is doing more to bring about a feeling of brotherhood and a willingness to assist each other by advice and information than any of the organizations visited. This work should be extended during the coming year if possible by holding district meetings at which many retailers who have never yet attended our provincial conventions could be met and consulted with, and in this way most valuable work could be done and the benefits of our association work could be greatly widened.

Many members have been asking when another summer excursion would be arranged. The National Retail Hardware Association is holding its convention at Detroit next June and if a sufficient number of Ontario Hardwaremen express their desire to participate, your Secretary can arrange, at reasonable cost, an excursion trip, beginning at Toronto, boat or rail to Niagara Falls and Buffalo, boat to Cleveland, boat to Detroit, and boat to Sarnia, making the trip last about a week in all, and giving excursionists time and opportunity to visit many large and important hardware, paint and kindred industries in the points visited. If this suggestion meets with

favor your Secretary would suggest the organization of a committee to act with the Secretary in making the necessary arrangement.

Auditors' Report.

Secretary's Financial Statement.

Receipts—	
Membership fees during 1911	$ 576.00
Peterboro Convention and Exhibition	2,005.70
Supplies	111.20
On Guelph Exhibition account	50.00
	$2,744.90
Disbursements—	
Paid to Treasurer	$2,744.90

Treasurer's Report.

Receipts—	
Cash balance Dec. 31, 1910	$ 519.09
Interest	18.05
Received from Secretary	2,744.90
Total receipts	$3,282.04
Expenditures—	
Peterboro Convention and Exhibition	$1,555.92
Secretary's salary, postage and office expenses	544.64
Executive travelling expense	321.35
Job printing and supplies	272.17
Bonds for Secretary and Treasurer	7.50
Total expense	$2,701.58

Standing of Association.

Assets—	
Cash in savings bank Jan. 1, 1912	$ 580.46
Salable stock on hand	30.00
Office equipment, signs, bunting, etc.	200.00
Total assets	$810.46
Liabilities—	
None.	

Audited and found correct,
J. W.Reacock
S. M. Burt
Auditors.

Toronto, Jan. 8, 1912.

Committees Appointed.

The committees appointed were as follows:—

Reception.—Past Presidents Hambly, W. G. Scott, D. Brocklebank, D. Cinnamon, F. C. Lariviere, Jas. Millar, Ex.-Ald. Kelly, Ald. Carter.

Exhibition.—M. S. Madole, C. W. Conn, W. F. Macpherson.

Railway Certificates.—A. T. Black, E. A. Whitten, Geo. Matthewson.

Window Competition.—A. T. Black, E. A. Whitten, Geo. Matthewson.

Card Party.—Herb. Penfold, Ed. Brocklebank, W. T. Bell, T. Keating, W. J. Bell, J. H. Conover, W. T. Earl.

Resolutions and Legislative.— W. W. Bennett, W. F. Macpherson, Ed. Wanless, Geo. Matthewson, Reg. F. Scott, Robt. Smith.

Question Box.—Ed. Wanless, Wm. Magladery, Jas. McGregor, J. W. Zavitz, F. E. Hendershott, D. Chalmera.

Nominating.—G. A. Binns, F. W. Otton, W. J. Bell, Wm. Rankin, Milton Adams, Jas. Purvie, S. M. Burt.

Salesmen's Afternoon.—T. Wright, C. F. Smallpiece, Holt Gurney, M. Bergey, Jas. Hossack.

Smoker.—M. Weichel, A. Ginergich, Geo. Ecclestone, Geo. Honsberger.

The vexed question of parcel post being opened, reference was made to the suggestion of Major Currie, namely, that the government take over the express companies. Some held there was a danger in this, as it might be a step toward cheap parcel post.

M. W. Howell, a member of the Board of Trade of Goderich, was called upon to explain a proposal recently made by that Board, to the effect that there should be a tax placed upon catalogue houses sending goods into a community. Mr. Howell said little more than a proposal to this effect had not yet been made. His remarks were short in the extreme, and yet they brought about a keen debate.

H. C. Martin, President of B.C. Association.

M. S. Madole, upon hearing the Goderich member's statement, moved "that this association enter into correspondence with the Ontario Government with a view to seeing if some equitable means of taxing catalogue houses cannot be secured."

"Mr. Proudfoot, of Goderich," said Mr. Madole, "has said that he is considering this question of taxing catalogue houses. I hope he will be able to get a measure through the legislature. I wrote him to see if he is prepared to push this question at once, or if he has met difficulties. I have not received an answer, but hope that Mr. Proudfoot has not dropped the question. If we can get any way to stop parcel post," stated Mr. Madole, "I'm for it. Why, take my own town (Napanee), we have as good a dry goods house as I know of, yet we learn that hundreds and hundreds of parcels come in from Toronto and Montreal. The merchants of our town must pay their taxes—water rates, assessments and the like—yet their trade is curtailed by the competition of these outsiders."

"You're going to the wrong place," declared James Purvis, of Sudbury. "This question comes under the head of Trade and Commerce, and surely should be dealt with by the Dominion Government. But even if it were a question for the Ontario House, Mr. Proudfoot is on the wrong side to get results."

"This question," immediately replied Mr. Madole, "deals with taxation upon ratable property within the bounds of the province. Surely it is a question for the Ontario House."

This question was not settled, but Wm. Magladery brought out a new phase, stating that taxing catalogue houses upon goods sold in outside communities might have an effect little realized. It might mean that every concern would be taxed for goods sold without their own little sphere. "To a great extent," said Mr. Magladery, "I think a retailer can defeat the evils of the parcel post. In our line at any rate if a retailer goes right out and works he can stop the inroads of the department houses."

W. F. MacPherson, of Prescott, took a somewhat similar view. "I don't think," he said, "you could impose such a tax as is proposed without hurting us all. How could you tax a catalogue house for selling goods in an outside district without also taxing the small dealers of a nearby place for selling goods there? I, like Mr. Magladery, am afraid this might result in a number of tariff walls springing up to make trade difficult."

Did Not Press Point.

Mr. Madole pointed out that he did not desire to press his motion. He had introduced it to open the discussion and, while sorry that it had not been taken up with more zest, he had no intention of forcing the issue.

Jas. Purvis, of Sudbury, gave it as his opinion that opposition to rural mail delivery would be "opposing the spirit of the age." It was coming, he declared, and nothing could stop it.

Mr. Madole:—"Parcels Post and rural mail delivery are widely different. We are not opposing rural delivery. I would like to see every farmer in the country enjoy the benefits of having his mail delivered at his door."

Greetings of Wholesale Body.

Mr. Lawson, President of the Wholesale Hardware Association, was introduced to the meeting. He extended the greetings of the body of which he had the honor of being the head and put the gathering into happy mood with a humorous ancedote or two.

"Retail Salesmanship," the Theme

Wednesday Afternoon Devoted to a Discussion of Sales Methods—E. Holt Gurney Gives Many Practical Pointers on the Handling of Stoves—Milton Bergey Leads Paint Discussion.

The session on Wednesday afternoon started badly but developed into one of the most interesting of the whole convention. "Retail Salesmanship" was the theme of the discussions and it brought out a cross-fire flow of ideas and suggestions of an eminently practical nature. The discussion on the sale of stoves was particularly good.

It was unfortunate that the meeting started so late. Billed to begin at 2 o'clock, it was nearly three when Tom Wright, of H. S. Howland, Sons & Co., who officiated as chairman, called the meeting to order. He commented on the fact that the delay was due to the absence of the officers of the Retail Association. It was very discouraging to the travelers, declared Mr. Wright, to have such a delay occur and he could not understand why it should have occurred.

The officers who had been in attendance at the civic banquet, returned a few minutes after and the discussion began.

Hand-picked Men.

"I have had an experience of 30 years in the hardware business," said James Purvis, of Sudbury, the first speaker. "I have found that the commercial traveler is a strictly hand-picked man. Now we retailers are not hand-picked. We just grew up like Topsy. (Laughter.) I claim that the traveler deserves a courteous and fair reception. We cannot give orders to all who call on us, but we can give courtesy."

He proceeded to enlarge that idea, advancing the opinion that the travelers' proposition should be given consideration, even if orders are not placed. His advice was to give appointments to travelers as early as possible, so that they can make their train connections. It was not fair to keep a man hanging around only to turn him down in the end. He went on to point out that the traveler could do a lot for the retailer, giving him useful pointers and insuring the best attention.

Mr. Purvis then proceeded to delineate the qualities which make up the other kind of traveler—the one who swaggers in and tells the retailer how to run his business. The retailer knew how to get rid of men of this type. He, himself, knew the way.

Splendid Stove Pointers.

E. Holt Gurney, of the Gurney Foundry Co., Toronto, took up a number of problems connected with the stove business, dealing first with the question of hardwaremen carrying stove departments. His first point was that the dealer who sold a stove to a woman secured that woman as a permanent customer in all hardware lines. He advocated the establishment of what he termed a "stove inspection department." The delegation of a clerk to visit every home in which a stove had been placed, every two or three months or so, would keep the firm in touch with these customers and ultimately lead to business in other lines.

Mr. Gurney went on to depict conditions in the United States where the furniture houses were taking up stoves because they found that by selling one article to a customer they could sell others. It would be but a step to enamelware and other lines, so the hardwareman would have to look sharp to hold their trade.

The value of adequate display was touched upon. "It is better not to handle stoves at all, unless you are going to handle them right," said Mr. Gurney. Some dealers used stoves as tables and shelves. He went on to give a number of instances to show what proper display methods could do.

Mr. Gurney touched upon the reasons why the manufacturer must assist the dealer, taking occasion to point out the loss that the dealer suffers who finds no better use for "selling helps," than the use of them in making bales. Mr. Gurney referred to an article which had appeared in Hardware and Metal, showing the average loss which occurs in fuel consumption and food spoilage where old or cheap stoves were used. He believed that the dealer who made use of these figures could go out among the people and do a lot of missionary work, and perhaps induce people to invest in new stoves who would not otherwise have thought of purchasing for some time.

"The department store trade," said Mr. Gurney, "is pretty spotty. I know towns where department stores are selling a great many stoves. I know other towns where the retailer is keeping the trade because he is up-to-date, using advertising and the selling helps."

Advertising, Mr. Gurney thought, is a great help to selling, but cannot take the place of personal salesmanship. Personality, he declared, is the great thing. The department stores must lean on advertising entirely, and that is a disad-

"We, the manufacturers, and you, the dealer, must work more together," stated Mr. Gurney. "You must keep after us to help you. It is to our benefit and yours to help you to create trade."

Know Your Stores.

Mr. Hambly, of Barrie, thought that one of the most essential things in selling stoves was to get clerks to go right into the subject and find out all about them. A stove salesman should not be afraid to dirty his hands. He advocated the handling of one line of stoves and sticking to it. "And stick to your price," he concluded.

"Regarding that one line proposition," said Mr. Gurney in reply. "I am reminded of a man in Ontario, who used to write up on a board the names of those who bought stoves. I was in his store one day and a woman came in, looked at a stove and then spoke of a stove sold by a catalogue house. "Do you see here," said the dealer, showing the board. 'Bob McDonald, 1905; Sam McDonald, 1906.' "Why," said Mr. Gurney, "it was good-night for the catalogue house. As for showing the stoves," continued Mr. Gurney, "you, gentlemen, must remember that the purchase of a $50 stove is an event in the lives of the majority of people. A man selling a stove should show everything. He should be dirty all over if necessary when he got through."

Special Salesmen.

Mr. McGregor.—"Would you advise making all our clerks good stoves salesmen or should we have one clerk specialize in that line?"

Mr. Gurney.—"If it is possible to have

BRIGHT BITS OF THOUGHT.

"Travelers are hand-picked men. We retailers just grew up like Topsy."—Jas. Purvis, Sudbury.

"Avoid a price war with the other fellow."—E. Holt Gurney, Toronto.

"Lines which advertise themselves should be given prominence."—Milton Bergey, Toronto.

"The man who tells 75 per cent. truth is just as troublesome as the man who tells 125 per cent. truth."—Mr. Kennedy, Dayton, Ohio.

"Don't be too technical in talking to customers."—E. Holt Gurney.

all clerks efficient I would advise that. It would be better, however, to have one crackerjack than a number of amateurs."

Send Clerks to Factory.

Harry Occomore thought that it paid to spend money on drilling clerks in a knowledge of stoves. He had a new clerk now and intended to send him to the factory to learn all that he could about stoves.

Mr. Gurney spoke of the woman, who is "just a looker," who is "just in to look around," and who may come back later. Before she goes away give her a catalogue, and tell her you need it back. That will give you one more try at her, for if she doesn't come back you can send for that catalogue.

"As far as explaining stoves goes," continued Mr. Gurney, "a salesman must remember to make his demonstration simple. It is so easy to talk duplex drafts, etc. Why you might as well talk about the chemistry of steel."

Keeps Record of Sales .

Fred Otton stated that he had kept record of all the stoves he had sold since 1897. This helped in selling new stoves and also in supplying repairs.

J. A. Mosely thought it a good idea to have the stoves on an upper floor or in some place where it was possible to get customers without fear of others "chipping in," and thus distracting attention.

Percentage of Profit.

President Chown asked what percent age of profit should be added.

Mr. Gurney replied that it was hard to answer, as conditions varied in different sections. He did not believe that the majority of dealers added a sufficiently large margin. Some dealers did; and he admired them.

E. J. Creeper, Owen Sound, thought it might be wise for the manufacturers to set a retailing price. This he declared to be necessary because dealers in neighboring towns are now selling the same stove at different prices.

"I agree," Mr. Gurney answered. "It seems to me any manufacturer might well fix a price, and if any dealer won't maintain them, why he should cut them off."

"A stove salesman is hard to make," said Albert Welch, of Toronto, whose record of 49 stove sales in one day has probably never been equalled. One of his assistants, he stated, had made probably half the sales on that memorable day. He believed in having one good and thoroughly efficient salesman. One line of stoves was the proper policy to pursue.

C. W. Conn suggested that the association should take up with the stove manufacturers the subject of fixing retail prices upon all stoves. This would prevent improper competition, he thought.

Mr. Gurney.—"Often a difference of neighborhood makes different retail prices absolutely essential." He believed the matter could always be satisfactorily settled when such cases arose.

Paint Salesmanship.

Passing on to the subject of paint salesmanship, Milton Bergey declared that the department has the greatest possibilities of any line of goods carried. There is a limit to the sale of stoves—this is limited to some extent by marriages and stoves wearing out. With paint it is different. In Guelph it is impossible to go down the street without seeing houses which could be improved by paint. "I suppose," said Mr. Bergey, "all these places are insured. Fire may or may not come but people prefer to insure against it. Should they not more use paint to insure against rain, snow and bleaching heat which is bound to come?"

"There are three elements of importance in selling paint," proceeded Mr. Bergey. "There is the store, the paint and the salesmanship. Take the store for example. Don't you think you should have it nicely painted? How can you urge people to brighten up their homes with paint when your own store is dingy. If the outside is bright, and the inside artistic you can point to the work which has been done by the paint you are carrying. That will bring sales.

Window displays, too, were mentioned by Mr. Bergey. There is only one business which can prosper without window displays, he said, and that is the blind pig. A hardware store needs the window display. The space outside the window should be made attractive, too, so that people will be willing to pause and examine the trim. The trim, too, should be such as will catch and hold attention.

Then inside the store, Mr. Bergey pointed out, the paint should not be relegated to a back corner. By keeping it well forward—using trims which show the effect of a proper use of paint—by seeing these women will have the desire of making their homes look somewhat similar, then a good salesman can effect a sale.

The paint department was, in his opinion, the most neglected in the hardware store. So few clerks were in a position to give practical and intelligible advice.

The department, to be successful, required greatest thought and attention. The retailer should make more use of the literature and "helps" supplied by the manufacturers; by studying them, he would get ideas which would be invaluable.

Mr. Bergey went into the question of quality, urging that the dealer should always endeavor to sell his best goods. He divided efficient clerks into several classes: the student, the adept, the masters. This classification did not include the clock-watcher, and the chair-warmer.

Mr. Robinson took up the necessity of dealers making their paint department more progressive, more attractive, less like junk shops. The paint manufacturers were doing their best to assist the dealers. Hardwaremen were bringing the paint out of the cellars and putting it in the front, for the sole reason that the manufacturers were making their stock up more attractive than any other line. Branching on to the question of advertising, he stated that the manufacturer could not spend $1 for advertising for every $2 worth of paint sold. The maker could not give something for nothing. He could not sup-

Russell Chown steps down and M. S. Madole takes possession of the hardware throne—As seen by the Hardware and Metal artist.

ply literature and helps all out of proportion to the amount of paint handled.

Tell 100 Per Cent. Truth.

"I am a Canadian and proud of it," said Mr. Kennedy, of Dayton, Ohio, before taking up the question before the gathering. Speaking of paints, he advocated study. A dealer who could tell 100 per cent. truth about his line to customers, was sure to make his sales. The man who told only 75 per cent. truth was as troublesome as the one who told 125 per cent.

Mr. Kennedy made a strong point in the matter of paint turn-over. A certain dealer had turned over his stock three times in the year and had thus made a very handsome profit on the year.

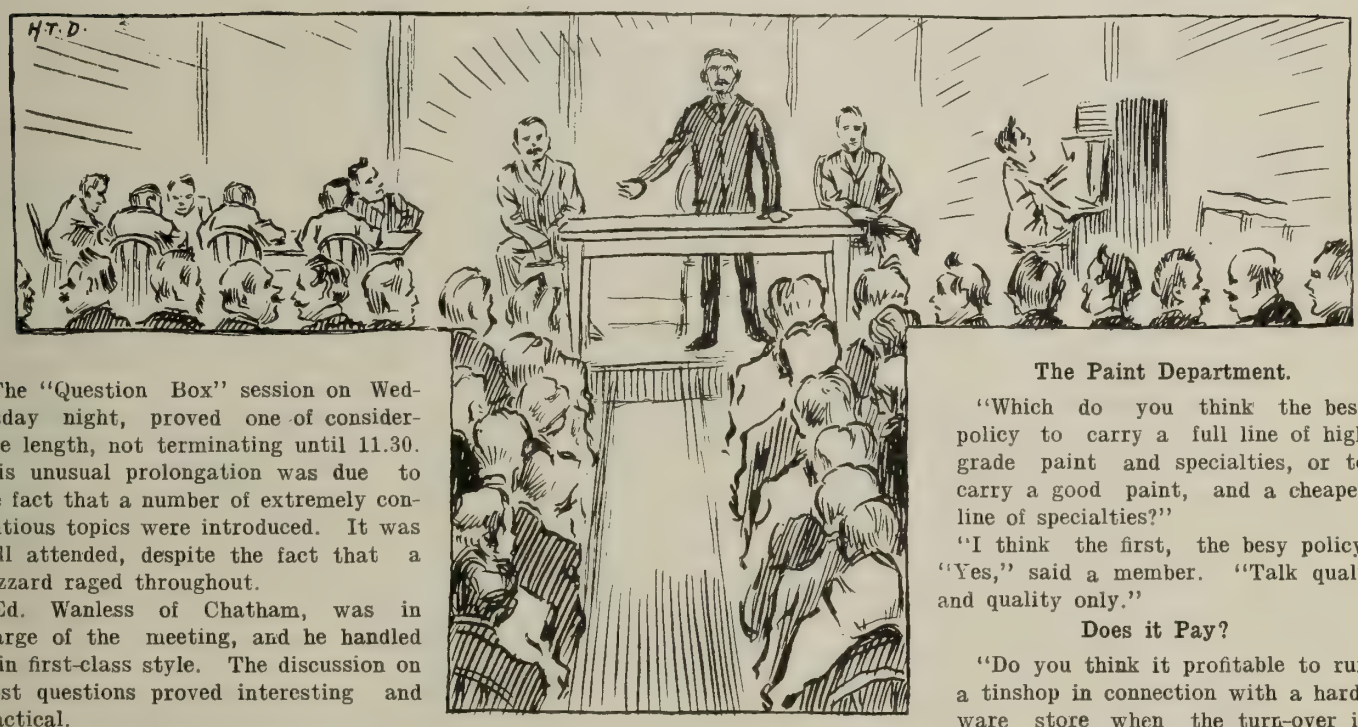
Greetings From the Coast.

Harry C. Martin, of Martin, Finlayson & Mather, Ltd., wholesale and retail hardware merchants, Vancouver, B. C., being called upon to speak on the paint subject, undertook to paint a picture of his province, British Columbia, dealing especially with the B.C. Association, of which body he is president. He told how the members meet once a month at a little dinner; declared that this had done much to promote good feeling among the dealers, and explained that price-cutting practically ceased to exist since these meetings were started. Mr. Martin also put in a plea for fairer treatment of travelers.

F. C. Lariviere speaking upon the subject of profits and how to figure. A full report on this address will appear in a later edition.

Question Box Session Was Spirited

Many Topics Threshed Out—Should Wholsalers Sell to Dealers Not in the Trade?—Members Ask That Full Financial Statements be Published.



The "Question Box" session on Wednesday night, proved one of considerable length, not terminating until 11.30. This unusual prolongation was due to the fact that a number of extremely contentious topics were introduced. It was well attended, despite the fact that a blizzard raged throughout.

Ed. Wanless of Chatham, was in charge of the meeting, and he handled it in first-class style. The discussion on most questions proved interesting and practical.

Outside Salesmanship.

"Does it pay to canvass for business?"

Wm. Magladery stated that it was impossible to make a hard and fast rule. Personally he would not be able to do business without canvassing. It is much easier to close a sale if you go out to a man's house than in the store where there are others around.

How Many Hands?

"How many hands do you consider it necessary to have in a hardware and tinshop doing a $20,000 business yearly?"

Mr. Wanless pointed out that the question was a little hard to answer as it did not state what amount of tinning work was being done.

Mr. Conn thought a mechanic and a helper would be sufficient in the tinshop at most seasons. In the fall an extra man or two would probably be required.

Offering Premiums.

"Does it pay to offer stoves to winners of contests?"

Mr. Wanless thought this usually brought good results. He had found it worked well. No one else present had tried the scheme.

Keeping Blankets.

"What is the best way to keep blankets in summer time?"

Mr. MacPherson stated that they stored away their stock of robes, blankets, etc., with plenty of tar paper. This always proved effective.

The Paint Department.

"Which do you think the best policy to carry a full line of high grade paint and specialties, or to carry a good paint, and a cheaper line of specialties?"

"I think the first, the besy policy." "Yes," said a member. "Talk quality and quality only."

Does it Pay?

"Do you think it profitable to run a tinshop in connection with a hardware store when the turn-over is $2,500 and the expenses $1,200 a year?"

Mr. Wanless gave it as his opinion that if the $1,200 represented wages only, the dealer would certainly lose money.

The Calendar Question.

"Do you consider the giving of calendars any good for advertising?"

Cries of "yes." D. A. McNabb stated that embossed calenders are cheaper in the long run. The only trouble I find with calendars," said Mr. McNabb, "is that people we don't send them to are annoyed. Calendars bring new business to the store. We don't give them indiscriminately, but keep track of those we send them to."

Jas. McGregor held that calendars are so common that their usefulness as

ads. has passed. "I was in an office recently and my calendar was the fourth under. I think it better to get out a thermometer, something which will be kept from year to year and which will keep your name constantly before the people."

W. F. MacPherson.—"I believe in calendars. I have seen those I have sent for the last three years hanging in a house. That is of great value. I make it a policy never to buy the first time a traveler comes.

Mr. Purvis has been giving calendars for twenty years and has been increasing the number that he gives. He thought so little of the advertising value of the calendar that he frequently puts his advertising matter on the back. Nevertheless he thinks the calendar is indispensible and wouldn't discard it for double the value.

Mr. McGregor said he had been sufficiently magnanimous to put his name on the back one year. He had found, however, that people forgot where they came from.

Mr. McNab thought that if a man had never gone into the calendar business, it would be wise to keep out of it. Once undertaken, however, it paid to do it well.

Chairman Wanless stated that he had tried it once but had quit it. He did not know half a dozen firms in Chatham who were giving calendars.

Cash Discounts.

"Would it have a tendency to lessen credit accounts to give a cash discount, and what discount would you allow on staple hardware?"

Will Magladery:—"I think the discount a wise rule, but hard to work. What we do is to charge people interest after 30 days. We all do that, so there is no trouble."

J. S. Allen:—"I issue tickets, and give 3 per cent. discount when customers have cheques which amount to $10. Three per cent. is too much on staple hardware, but I want to get the money fast."

"I give a cash discount of 5 per cent. —only since I have put my business on a cash basis," stated G. A. Binns, of Newmarket. "This system has been working only a few months, and I don't know how it will work out." In answer to a query as to why he gave a discount, he stated that it was offered as an inducement. He could afford to offer it, as he got cash for everything.

Jas. McGregor, like Mr. Magladery, believed in adding interest, after 30 days, instead of giving cash discount.

Jas. Purvis stated that he gave a cash basis on stoves only. He did not think it possible to stick to a cash basis permanently. The system he follows is to have credit slips which must be countersigned by himself before a credit account can be opened.

W. W. Bennett stated that he had tried the cash discount system, but had found that it did not increase his cash sales. Only those who had always paid cash took advantage of it.

A. Welch:—"I tried adding interest after 30 days, but didn't find it successful at all. You have to work pretty hard to get that interest."

D. A. MacNab stated that he could not understand how hardwaremen could sell stoves on credit after adding 5 or 10 per cent. He couldn't do it. His experience had been that the easiest and surest way to sell stoves was to offer 10 per cent. off for cash. It pleased the customer and closed the deal in short order.

A. Welch:—"If my friend comes down to my store we'll show him how we do it. We put a price on our stoves. If a man asks the price, we say it is $41 cash or $46 if settled by payments. And they give the extra money, too. I always take a lien, for I have found that some of those who are so respectable that we are almost ashamed to ask them for a lien, are hard to get the money from. They aren't dishonest, but slow."

The point was raised that it was sometimes hard to take back a stove on which a lien had been placed. One man stated that he had found he could not seize a stove because his name was not painted on the back.

Mr. Wanless pointed out that, if the note were drawn up proper and the name of the maker on the stove, there would be no difficulty in getting the stove back, if payments were not made.

A Contentious Question.

"What course should we pursue toward manufacturing concerns who sell to department stores lower than they do to us?

"What course should we pursue toward manufacturers who sell us goods, and then with another set of travelers go out and beat us to it?"

The first member to speak took the view that if a jobbing firm sold to his customers or to competitors at a lower price, he would undoubtedly cut that firm out.

Another stated that he had experienced trouble of this kind in the past, and had very promptly cut them out.

One man stated that a keeper of a Fair in his town, one of a string of many stores in Ontario, was getting a price on some lines 10 or 15 per cent. better than was quoted to his firm. This same dealer gets the first chance on any slightly damaged goods. In one case, this keeper had offered goods for sale at 65 cents, which he (the speaker) bought at 63 cents and could not sell at less than 85 cents.

One dealer thought the name of the firm who gave this preference to the Fair should be given, and that all members of the Association should "turn them down."

He also spoke of a firm from which he had inquired the price of glass. He had told them to whom he wanted to sell the glass, and because he got the stock from another house, the first concern tried to beat him out of the business.

"It is the first time in my experience of the Association that I have heard real business discussed," said a member. A great deal of business was being done, he declared, which the dealers did not get. He believed that the Association should get the facts on such cases and let the firms in question know that the facts are known. Every member of the Association learning of such instances should notify the head of the Association and he in turn should notify every member. A plan he had followed was to refuse to handle goods which the catalogue houses were listing. If the members would insist on firms with whom they deal putting restrictions on catalogue houses it would be of material assistance. He had joined the Association with the idea of seeing such measures put through. He concluded with a plea for some decided action on the part of the Association.

Another member urged that all specific cases should be reported to the secretary. He quoted one instance where a wholesale firm had sold goods to a contractor in his town. He had protested and it had never been repeated.

Attention was devoted to the practice followed by some firms of selling goods at a price which enabled pedlars to cut below the cost price to the retailer. Sometimes these goods were marked as "seconds"—but they were mighty good seconds.

The suggestion was made that the resolution committee prepare a resolution recommending that makers of this kind be referred to the secretary.

The assertion was made by a dealer that he had found it necessary to buy his tinware from Jews last spring. The Jews had secured the goods forty per cent. lower than he could get it.

The question of wholesale firms selling to small general stores was taken up also.

One dissentent voice was then raised. The speaker did not see how they could prevent the travelers, when they failed to sell to the hardwaremen, from

going to the blacksmiths and getting orders. He thought the meeting had been too pessimistic. Look after your own business and never mind what the rest are doing," was his advice.

Another speaker referred to the question of tinware. "All manufacturers," he said, "have a certain amount of junk. If you are his customer you have the privilege of sorting it out. The Jews buy this up in job lots. Why, a great deal of it is stuff that we wouldn't have in our store. I think the majority of hardwaremen try to walk a straight line."

A third speaker voiced his belief that some of the firms mentioned tried to act fairly by the trade. The trouble, he believed, was that too many hardwaremen bought from six or seven wholesale firms and could not therefore do any of them justice.

The question of the Fairs was brought up again. "Why," asked a member, "are these Fairs able to get a better price than we?"

"Well," answered another member, "if one dealer buys as much as the 27 stores of the Fair he would get as good a figure as the Fair. It is purely a question of quantity. I can cite an instance. One of these Fairs went to a candy manufacturer asking his price for 1,000 lbs. of candy. Then they asked for 5,000 lbs., and were quoted a lower price; for ten, fifteen and twenty thousand, prices were asked and each time quoted lower."

"But," interrupted another member, "isn't the trade of the members of this association worth more than the trade of 27 stores belonging to a Fair?"

"Yes," came the reply, "but it costs a great deal more to secure, and that means the necessity of charging a higher price."

The Installment Plan.

"Does it pay to sell stoves on the big city plan of $1 down and $1 a week?"

Mr. Zavitz thought it was largely a matter of locality but he did not believe it would pay to sell on such terms. He always endeavored to get a deposit of a third of the value.

W. A. Rankin explained that firms who sold on the $1 a week plan generally did so large a business that they could employ a collector.

Monthly Meetings.

"Would the association derive any benefit from the selection of central points for monthly or quarterly meetings? Would suggest Ottawa, Peterboro', Hamilton, Toronto, London and a northern point."

C. W. Conn thought this a fine idea, but believed it one to be left with the executive.

Another member declared his belief that the Association has not a large enough membership as yet to make this seem advisable.

Mr. Smith of Bolton defended the idea on the ground that members would be gained and it would be possible to sustain interest. There were questions continually arising which could be settled at these regular meetings better than at a general convention.

Mr. Carscallen believed that financial statements should be sent out to the members to let them know where their money was going. The members never saw anything to let them know how the money was spent. It was outrageous that he had been compelled to pay an extra dollar to allow his clerk to attend the meetings.

"It is a little hard to set on a member like that," said W. A. Rankin, "but as a matter of fact, there has never been a detail statement. I have heard a lot of complaints lately, and I think we should have a full statement."

"I have a question on this point," said Mr. Wanless. "Would it not be advisable to have a detail statement of expenditure printed in both hardware papers?"

"I think," remarked Mr. Wanless, "that this would be a wise plan."

Treasurer Caslor stated that he had intended to suggest that the books be audited every month and statements sent out regularly. He had not been satisfied with the system followed in the past.

M. S. Madole: "I believe every member has a right to the very fullest report. I believe it should be printed, and I am satisfied that it will be printed. Only I am sorry that if this has been rankling in the bosoms of any that they have not come here to unburden themselves."

Mr. Rankin believed that the list of expenditures and receipts should be given to the members but he did not think it would be wise to publish the statements in the trade papers. Treasurer Caslor coincided with this view.

"I do not think so much should be left to the executive," said Roy Carscallen. "I do not think the decision of those who are to be sent to represent the Association at certain conventions should be left to the Executive. And I don't think the executive should have the decision upon where we are to convene."

Mr. Madole pointed out that the members necessarily had to place reliance in the executive. If dissatisfied they could elect others. The executive had to look after all matters coming up from convention to convention.

Mr. Rankin pointed out that an expenditure of several hundred dollars had been incurred to send delegates to other conventions. The members did not know what the results and benefits of these trips had been.

Treasurer Caslor showed that the item referred to covered the cost of bringing executive members to meetings during the year.

Mr. Carscallan then explained that he had no intention of insinuating that any officers of the association were not doing right, but he did object to so much business being done by the executive. Let us have it done in open session. He did not think they had used the exhibitors fairly. Their exhibit had been fine and the members should have had more time to visit them.

Cost Him More.

Wm. Magladery stated that the auditors looked over the accounts very minutely. However, he believed in sending detailed statements to the members. He declared that the exhibitors objected to the fact that they were not allowed sufficient time to interest the retailers in their goods. With regard to traveling expenses, he stated that he had had one free trip during the year. It had cost him more money than it had cost the association.

Secretary Wrigley explained that the system of bookkeeping had been improved each year. He gave comparative figures to show that the exhibitors were not paying as much for their spaces as was charged elsewhere. He proceeded to tell of the trips made during the year and the ideas secured in that way. With reference to the decision to hold the convention in Guelph, he pointed out that the matter had been decided in convention last year.

Mr. Caslor pointed out that they had collected a little over $2,000 from exhibitors at Peterboro and had spent $1,500 in fixing up the spaces.

ONE ON RANKIN.

Jas. Purvis, while speaking to the travelers, told a good one on W. A. Rankin, of Ottawa. Mr. Rankin had been telling about a funeral of a stove man in Ottawa which was attended by all the hardwaremen of the city. "Said Mr. Rankin, "that funeral showed the good feeling that exists between the dealers."

"Not at all," Mr. Purvis had told him. "Why, if you were to die all the hardwaremen of Ottawa would have great pleasure in attending the funeral."

Retailers Accept Manufacturers' Proposition

Dealers Willingly Comply with the Manufacturers' Request that They be Given Charge of the Exhibit—A Committee of Retailers and Manufacturers will Decide Upon Place and Time of Meeting—Invitation Brought from Belleville through the Mayor—M. S. Madole, of Napanee, elected President of Retailers Association.

Guelph, Feb. 22.—Without any objection, indeed during the absence of a good many of the members, the Retail Hardware Dealers' Association this afternoon met the request of the manufacturers; agreeing that they should have entire charge of the exhibition, hereafter; and endorsing the suggestion that a joint committee from the Retail Association and the Manufacturers' Association, should henceforth arrange the date and place of meeting of both associations. The intention is to have the gatherings go on together as at present. But they are to be under entirely separate control, and the manufacturers will invite all retailers, members of the Association or not, to visit the exhibition. The Association, on the other hand, it was declared, will do its best to get some of these visiting hardwaremen to join the Association.

M. S. Madole Explains.

It was a quarter to two when President Chown called upon M. S. Madole to explain the result of the conference which had taken place between manufacturers and members of the Retail Association in the morning.

"The proposal of the manufacturers," said Mr. Madole, "is exceedingly reasonable, and to-day the following resolution was passed:

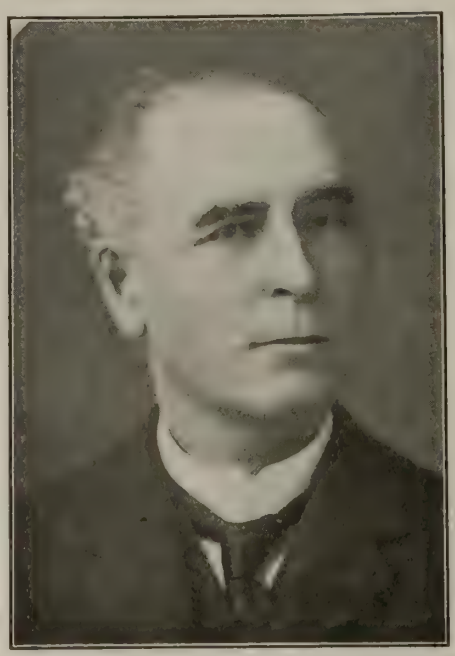
" 'That we, the Executive Committee of the Ontario Retail Hardware and Stove Dealers Association have received from the Hardware Manufacturing exhibitors, Limited, a proposition in regard to future exhibitions, which will be explained to you by Mr. Madole of our association and Mr. Tobin of the manufacturers, which we recommend for your adoption.' "

Mr. Madole declared it to be only right that the manufacturers should have some voice in saying where the exhibits should be held.

That the manufacturers should want retailers outside the Association to attend he thought only proper. All should have the opportunity to see the exhibits. Moreover, by bringing outside hardwaremen to the exhibit, the ranks of the Association would almost certainly be augmented, for those viewing the booths would see the advantage of the Association.

The Question of Revenue.

"It is true," said Mr. Madole, "that we have been getting a good revenue from the manufacturers, but their separating from us—or rather, starting to exhibit under their own management—will relieve us of a great deal of expense. It will not leave us in bad financial position."



M. S. Madole, the New President.

F. M. Tobin, Vice-president of the newly formed Exhibitors' Association, added something to what Mr. Madole had said, pointed out that they could draw many more retailers than have been attending the conventions. They could use their travelers to boom the exhibition and the men once there the members of the Association could boom that.

"We will relieve you of the details of managing the exhibit," continued Mr. Tobin. "You will have all your time to give to your regular business. As far as expenses go it will be for us to see that the Association does not suffer in that regard."

Joint Committee to Decide.

Mr. Madole later explained that there would be a committee, composed of members from both the Manufacturers and the Retail Dealers Associations, which would decide upon place and time of meeting.

"Would that committee have control of finance?" asked Jas. Purvis.

He was informed that the expenses would be kept entirely separate.

Mr. Tobin then spoke on the question of expense. "You don't know, perhaps," he said, "but this exhibition is costing the manufacturers about $30,000. When we are spending that we would not object to $1,000 more to help carry along the gathering."

W. F. MacPherson remarked that all the explanation about the change had been by verbal statements only. He suggested that a resolution be put in writing so that it might appear properly on the books. There seemed much wisdom in Mr. MacPherson's suggestion, for no one off the platform seemed to well know what the manufacturers were asking. However, it was decided to accept the arrangement approved of by the executive.

Mr. Lariviere Speaks.

F. C. Lariviere, of Montreal, before starting his address on "Waste in the Hardware Store," spoke briefly on insurance. He referred to the advisability of taking the 80 per cent. of stock, insurance rate.

"What does that mean?" asked a member.

"Just this," replied Mr. Lariviere. "Suppose you have $10,000 stock, and insure for $6,000. If you have a partial loss you will only get from the insurance company 2-3 of that loss. That is, by insuring for only $6,000, instead of $8,000, you take 1-3 risk."

Turning directly to the subject of waste, Mr. Lariviere referred to many of the little leaks which cause loss to the dealer. "Often," he said, "we see outside awnings rolled up while still wet. It means rot. They should be allowed to dry first.

"Recently," he remarked, "I visited a store, and going to the cellar, I found no one there, but three lights burning. It means waste.

Later Mr. Lariviere spoke of pricing. He ridiculed the habit some men have of adding a certain per cent. to the buying cost, to get the selling cost. He thought each article should be taken separately. Sometimes an article should be sold very close. Sometimes a three or four hundred per cent. profit is quite proper. What a man has to consider is what an article can be got for elsewhere.

Waste of Energy.

One other phase referred to was waste of energy. "Take goods which are not priced," said Mr. Lariviere. "If a clerk has to say to an inquiring custo-

mer, 'Wait and I'll find out the cost,' he at once loses 50 per cent. of the customer's confidence, and the clerk has to use 50 per cent. more energy to make the sale. Better to let the clerk put a price on that article at once, then as soon as the customer is gone find the correct price and put it down."

Guarding Against Sun.

The waste caused by allowing carvers to lie in a sunny window was also cited. "The inside of the cases fade," said Mr. Lariviere. "It necessitates a reduction in price or the securing of new cases."

Another point made was that care should be taken to guard goods displayed on the floor from depreciation. "Often," Lariviere declared," water is swept on to spades, as a clerk cleans out the store. That means a great amount of rust and infinite loss. It is something to be guarded against."

Immediately after his address, Mr. Lariviere had to leave for Montreal, but not before he was tendered an enthusiastic vote of thanks for the part he had taken in making some sessions of the association helpful.

Invitation to Belleville.

Mayor Vermilyea, of Belleville, entering the meeting, was at once called to the platform, and in a very few words invited the association to hold their next convention in that city. He spoke of the good railroad facilities, of sixteen good hotels; of the Armoury, in which exhibits could be held; of the sights worth seeing.

W. Deacon, president of the Belleville Board of Trade, backed up the Mayor, mentioning a number of the attractions on the Bay of Quinte city.

The Resolution Committee had evidently not found their task exceedingly difficult. Their reports dealt with parcel post, trade grievances, district meetings and measures of thanks. But the resolutions, as here given, speak for themselves.

"Resolved, that this association do hereby express its opposition to the proposed parcels post legislation, and that the Executive Committee are hereby authorized to take necessary steps to make its opposition known, and, if possible, to associate with other interests now working against enactment of any such legislation, also recommending that every retailer be earnestly requested to write to their local Member of Parliament, expressing opposition to proposed legislation."

"Resolved, that the secretary of this association on receipt of any specific complaint, from a member of this association in good standing, against any jobber or manufacturer, be authorized to correspond with said jobber or manufacturer, with a view to amicable adjustment, and that the reply of the jobber or manufacturer be sent to the complainant, and further be presented to the executive of this association."

"That the efforts of this association to have the fees for reinspection of weights and measures abolished, be continued, and that every member be earnestly requested to have a petition, containing all names of users of weights and measures in their locality, filled up and returned to association at earliest possible moment, and that the Legislative Committee be authorized to have such petitions circulated as widely as possible."

"Resolved, that the matter of holding district meetings in different parts of the province, be referred to the Executive Committee, for further discussion, and that, if deemed practicable, a meeting be called at some central point, to ascertain if a step in this direction would have sufficient attendance to warrant formation of districts."

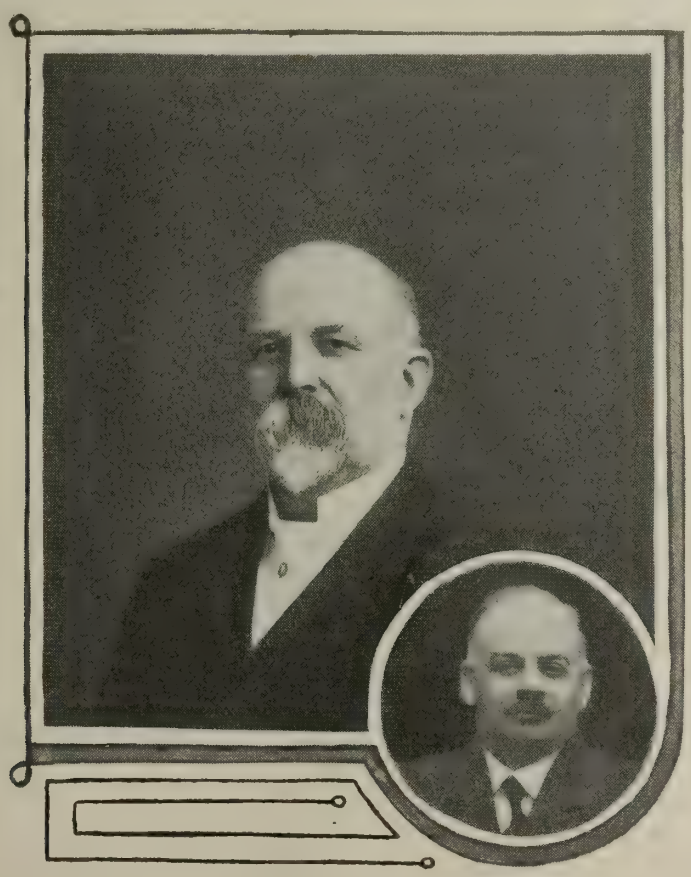
"Resolved that the sincere thanks of this association be tendered to Mayor Thorp, the Civic Council and officials, for the courtesy extended to this association on the occasion of this convention, and that the secretary of this association be instructed to send a copy of this resolution to Mayor Thorp.

"Resolved that this association tender its hearty thanks to the manufacturers; express its appreciation of their excellent displays; acknowledges the great benefit to the association by their co-operation, and suggests that the secretary be instructed to send a copy of this resolution to the secretary of the Canadian Hardware Manufacturers' Exhibition Company, Limited."

No Discussion.

No discussion whatever took place on any of the resolutions; nor was comment aroused by the report of W. J. Black, chairman of the Window Display Committee. Mr. Black proposed that next year a temporary window be built in the Association Hall, and that in this, trims should be made, which could be criticised by the members, and from which much might be learned. He spoke of the window competition carried on in Hardware and Metal at Christmas time. A splendid thing, he believed, but one which might be extended. Mr. Black suggested that the association should hold a competition itself.

As usual, the elections passed over quietly, the recommendations of the Nomination Committee being approved by the association, the following officers thereby stepping into control:—



Mayor Vermilyea, of Belleville, and President Deacon, of the Board of Trade.

President—M. S. Madole, Napanee.

First Vice-President—H. Occomore, Guelph.

Second Vice-President—W. F. Macpherson, Prescott.

Secretary—Weston Wrigley, Toronto.

Treasurer—John Caslor, Toronto.

Executive—W. Magladery, New Liskeard; W. W. Bennett, Gananoque; D. A. MacNab, Orillia; Ed. Wanless, Chatham; C. W. Conn, Tillsonburg; F. W. Otton, Barrie.

Auditors—J. W. Peacock and S. M. Burt, Toronto.

The election formality over, "See Him Smiling" being sung, and the addresses of the new officers heard, the question of the next place of meeting was considered. Mr. Madole stated that there was to be a meeting with the manufacturers to discuss this subject. He wanted to know what place the members thought would be best.

Left With the Committee.

D. Cinnamon thought Belleville the place. W. J. Sampson declared the exhibit should be held regularly, either in Hamilton or Toronto, or alternately in these two places. The general opinion, however, was that the whole matter should be left in the hands of the executive—that they should go to the executive of the manufacturers quite free. Being put to the vote, this motion was carried.

The Manufacturers Form an Association

Dissatisfied With Management of Exhibition—The Exhibitors Incorporated—Select A. A. Bittues, of Montreal, as President —Will be ready to hold entertainments.

Guelph, Feb. 22.—Feeling dissatisfied with the manner in which the exhibits, held in connection with the Retail Hardware Association, have been managed this year and during the last few years, the manufacturers who have been exhibiting in Guelph decided that a change must be made. As a result they gathered yesterday afternoon, and there formed the Canadian Hardware Manufacturers Exhibitors, Limited. The object of the new association was clearly stated. It is to deal with any exhibitions that may be held from time to time, to look after entertainments given by the manufacturers for some other organization or for some visitors; to extend the activities of hardware manufacturers, and to enlarge the scope of these.

The following officers were elected:—

President—A. A. Bittues, Gillette Safety Razor Co., Montreal.

First Vice-President—F. M. Tobin, Tobin Arms Mfg. Co., Woodstock.

Second Vice-President—W. J. Nahrwold, Canadian Yale & Town, St. Catharines.

Third Vice-President—Chas. E. Stewart, Stewart Mfg. Co., Woodstock.

Fourth Vice-President—M. R. Griffiths, Canadian H. W. Johns-Manville Co., Toronto.

Chairman Exhibition Committee—R. B. Johnson, Pinchen, Johnson & Co., Canada, Toronto.

Chairman Entertainment Committee—Adam Taylor, Taylor-Forbes, Guelph.

Temporary Secretary-Treasurer — F. M. Tobin, Tobin Arms. Mfg. Co., Woodstock.

This executive is to hold meetings with the executive of the retailers' association, and will make arrangements for next year's exhibition.

The decision to incorporate the new association was reached, because it was felt this will better enable the body to transact all business pertaining to it.

SOME OF THE SOUVENIRS GIVEN BY MANUFACTURERS.

Everyone has the souvenir habit more or less highly developed. Some make collections of hotel towels, restaurant silverware and such little nick-nacks. It is safe to say there were no collectors of that kind at the Guelph convention. Yet, while there were no such cranks present, many added to their store of goods at the convention, for a number of the exhibitors gave away attractive souvenirs.

Among those giving souvenirs were:—The Oneida Community Silver Co., Coles, Phillips Pictures, the International Varnish Co., carnations for the ladies, for the men, watch fobs and a leather bound want book; F. W. Bird & Son, Hamilton, gave watch fobs. The Ohio Varnish Co., Cleveland, gave out wallets and Chinamen stick pins. The Minerva Paint Co. distributed beautiful sterling silver cuff links, tie pins and tie clps, each bearing the head of Minerva. Boeckh Bros., Toronto, gave away hat brushes of their own manufacture. The Glidden Varnish Co., Toronto, handed out perpetual calendars. Pratt & Lambert distributed aluminum match boxes. Martin-Senour had a unique combination folding palette knife and can opener. Shurley-Dietrich, Galt, had a fine sterling silver maple leaf pin, a saw engraved across it. Brandram-Henderson, too, gave out sterling stick pins of exceedingly pretty design. Jas. Stewart & Co. had copper cigar trays, which were eagerly sought. The Onward Manufacturing Co. distributed fountain pens. Atkins Saw Co. had an attractive tie-pin —a miniature drill. Lowe Bros. gave a number of souvenirs, H. & S. pennants, key chains and phone blotters. The McClary Manufacturing Co. gave out a gas lighter—an unique contrivance. The Moffat Stove Co. distributed ash trys, while the Gutta-Percha Rubber Co. handed out miniature rubber boots.

RETAILERS AT CONVENTION.

Chas. W. Conn, Tillsonburg; W. F. MacPherson, Prescott; W. S. Madole, Napanee; W. W. Bennett, Gananoque; R. C. Chown, Belleville; Jno. Caslor, Toronto; R. L. Shields, Kincardine; Jas. N. McGregor, Oakville; D. Mistele, Rodney; S. L. Adolphe, Listowel; J. S. Weichel, Elmira; E. V. Kalbfleish, Mildmay; M. W. Howell, Goderich; B. F. Aherns, Hanover; Fred Adams, Fordwich; M. E. Beetger, Monkton; S. Vogan, Walkerton; Harry Card, Elora; G. A. Richardson, Guelph; Russel Wells, Dresden; W. Magladery, New Liskeard, Ont.; W. W. Baker, Granton; J. E. Harrison, Parkhill; E. T. Coleman, New Dundee; R. Nicholson, Hickson; J. Dandie, Streetsville; R. M. Clements, Milton; W. A. Rankin, Smith's Falls; L. Fowler, Sudbury; R. Hawkins, Smith's Falls; E. Brocklebank, Arthur; F. C. Lariviere, Montreal; John Roger, Atwood; J. E. Mosely, Huntsville; T. M. Nash, Wellington; E. V. Whitten, Bracebridge; H. Lendon, Leamington; M. A. Gendron, Penetang; F. G. Moxley, Kingston; J. A. Hoar, Barrie; H. W. Bate, St. Catharines; H. E. McClung, Trenton; D. H. McCoy, Kingsville; Jas. D. Smith, Baysville; F. W. Karn, Woodstock; W. G. Pow, Tillsonburg; J. S. Millar, Guelph; Reg. F. Scott, Forest, Ont.; J. F. Zimmerman, Collingwood; W. H. Bartlett, St. Marys; F. W. Silvester, Stouffville; W. H. Manning, Ross Manning, Coldwater; Albert Wideman, Markham; W. A. Stevenson, Toronto; W. E. Anthony, Brampton; J. L. Lochead, Forest; W. D. Stinson, Omemee; J. Purvis, Sudbury; R. E. Young, Hanover; R. Zilliax, Gravenhurst; Fred W. Otton, Barrie; H. W. Ralph, Dundas; W. J. Bell, Beeton; E. J. Creeper, Owen Sound; F. E. Hendershot, Mt. Forest; N. B. Phillips, Orillia; R. H. Blackmore, St. Thomas; W. J. Bowes, Markdale; R. J. Walkem, Tottenham; G. E. A. Robinson, Elora; R. C. Puddicombe, Ayr; Chas. R. Penfold, Guelph; A. Welch, Toronto; G. Gordon, Listowel; H. Field, Mitchell; W. F. Mickus, Preston; Wm. Conrad, Waterloo; S. R. Peart, Rockwood; Thos. D. Vance, Port Rowan; W. H. Hunt, Thorold; Wm. J. Keyes, Sault Ste. Marie; W. J. Stirrett, Toronto; J. R. Meyers, Stratford; Fred F. Haximan, Stratford.

Manufacturers' Exhibit a Big Feature

Interesting Displays of All Kinds of Hardware Lines—A Brief Description of Each Booth and a List of the Exhibitors in Attendance.

The manufacturers exhibition was a strong feature of the convention. It drew the retailers in attendance at every stage and was in reality the central point of interest of the convention.

The number of exhibits was larger than ever and the quality of the displays was undoubtedly better than in past years.

Walker Bin and Store Fixture Co., Berlin, had an admirable display of their line of hardware store fixtures.

G. L. Griffith & Son, Melbourne, Ontario, showed their lines of harness. H. L. Griffith was in charge.

Canadian Potato Machinery Co., Galt, showed cattle stalls and staunchions. W. Rush was in charge.

Kaitting & Son, Galt, showed power washing machines and sprayers. Geo. Kaitting and Herb. Kaitting were in charge.

Goldie & McCulloch, Galt, showed a line of their safes. Wm. Trapps was in charge.

Pinchin-Johnson Co., Toronto, had a unique booth, which showed a pyramidical formation of their household lines of paint. The main feature, however, was the showing made of selling helps. All their selling helps could not be shown on account of the lack of space but the more important were strikingly displayed. The new color card catalogue of this firm and a counter album were among the most interesting of the helps. R. B. Johnson was in charge and with him were F. L. Wemp and A. M. Towe.

International Varnish Co., Toronto, had a very striking display of the many lines that they manufacture. The goods were arranged to splendid advantage and were set off by attractive lithographs. W. H. Davy was in charge and H. V. Johnston was also in attendance.

Canadian Yale and Towne, St. Catharines, showed locks, keys and builders' hardware. Wm. J. Nahrwold was in charge.

The McClary Manufacturing Co. of London, had a display of Interchangeable wood, gas and coal ranges. Those in charge were, W. J. Thompson, A. Mackenzie, W. W. Nobbs and A. M. Smith.

D. Moore and Co., of Hamilton, showed a fine line of heaters and ranges. S. D. Robinson, J. L. McMartin and A. L. Robinson were in charge.

The Queen City Oil Co., Toronto, used their lamps to splendid effect, the booth being brilliant at night. In charge of the lamps, heaters and stoves was H. N. Glover; while C. S. Griffith, P. J. Booth and W. B. Irwin displayed the lubricating specialties.

The Invincible Fencing and Gate Steel Company of Canada showed its product in atractive form. In the booth were L. Krieger and W. Cameron.

The Imperial Steel and Wire Co. had on exhibition the various classes of wire goods turned out in the Collingwood factory. Major Currie, M. P. and J. T. Duguid explained these goods to the many who paused to examine them.

The William Buck Stove Company, Brantford, displayed the Happy Thought range as well as the Radiant and the Home. In the booth were, Edward E. Orr, Geo. Bray and T. H. McCormick.

The Flexible Conduit Co., of Guelph, showed the Broiduct product. J. S. Wheeler was in charge.

The Victor Electric Iron Co., of Guelph, showed up-to-date electrical labor savers in many designs. To explain the goods there were present, A. Wicks, J. Wilson and Alex Rose.

The Gurney Foundry Co., Toronto, as well as showing their various coal and gas ranges, conducted a demonstration of Ermaline Paper Bag Cookery. In this booth were, F. W. Spry, Allen Ross, D. W. Rose and E. H. Gurney.

The Stratford Manufacturing Company showed step ladders, extension ladders, and various styles of lawn seats and swings. Chas. Moore and Roy E. Harris were present to explain the goods.

The Dunlop Tire and Rubber Co., Toronto, showed mechanical rubber, fire and garden hose, and bicycle and automobile tires. In charge were, C. M. Woodburn, H. C. Austin and Mac Campbell.

The Northern Aluminum Company, Toronto displayed a wide variety of aluminum cooking utensils, conducting a drawing contest for a chafing dish. In charge were,, O. W. Schoffner, R. H. Osborne, G. B. Ogden and W. H. Konold.

The stock displayed had the advantage of being, in some cases, new goods and considerable interest centered on this booth as a result.

The Canadian Brass Company, Galt, showed high-grade brass goods for plumbers, gas companies and water works. In the booth were, T. H. McLaren, M. A. Schroder and J. A. McLaren.

Wondershine, Toronto, had a tastefully arranged booth with H. H. Speare, J. M. Waller and J. W. Hall in attendance.

Philip Carey Co., Toronto, showed roofing, asbestos papers, felts, and linofelt. In charge of the exhibit were, H. E. Rowell, Jas. Clarke and John C. Kyle.

J. H. Connor & Son, Ottawa, showed washers and wringers. I. L. Connor and J. T. Jeffrey being on hand to explain the machines.

The Jas. Stewart Mfg. Co., Woodstock, displayed furnaces, steel and cast iron ranges, heaters and registers. At the booth were C. E. Stewart, T. C. Stewart and E. McDougall.

The Gutta Percha and Rubber Manufacturing Co., Toronto, showed mechanical rubber goods, shoes and automobile tires. T. W. McKenney and H. E. Wiles were present to meet the many who paused to inspect the display.

The Onward Manufacturing Co., Berlin, had a display of "Onward" goods —Vacuum cleaners, sliding furniture shoes and the like. A. L. Hixon and T. A. Witzel were in charge.

The Hall-Zryd Foundry Co., Hespeler, displayed their furnaces, stoves and ranges. Z. A. Hall, O. Zryd and A. W. Cain were in charge.

The Moffat Stove Co., Weston, showed water heaters as well as the latest models in gas and coal ranges. T. L. Moffat, J. K. Moffat, F. W. Moffat, J. A. Sinclair and A. Staples were in the booth during the convention.

Clare Bros. & Co., Preston, showed their furnaces, stoves and ventilating boilers. To explain various points were present, H. L. Clare, A. N. W. Clare and J. Lochead.

Sanderson Harold Co., Paris, gave a large amount of space to refrigerators, but did not forget their screen doors and windows. In charge were, O. H. Miller and John Harold.

The Burrow, Stewart & Milne Co., Hamilton, displayed hotel ranges, as well as regular kitchen, gas and coal

ranges. Edward Goff and W. J. Carson were in attendance.

J. Wiss & Sons, Newark, N. J., showed their complete line of shears and in addition a stock of tools manufactured by C. Kraeuter & Co. W. M. Leith and E. W. Myers represented the company.

Dominion Register Co., Toronto, showed the McCaskey system of bookkeeping and cash accounting. J. C. O'Connor was in charge of the booth and the others in attendance were, J. E. Dennie, F. J. Nelson, W. H. Hunter.

Oneida Community Ltd., Tonawanda, N.Y., had a double space booth in which they displayed an attractive line of cutlery and their game trap window display suggestion. Those in charge were, W. T. Earle, S. A. Griffith, S. T. Hudson.

The sparkling silver on display proved one of the most attractive lines shown by any firm.

Page Wire Fence Co., Walkerville, showed all sizes and varieties of Regina vacuum cleaners, both electric and hand. J. C. Love and W. D. Love were in charge of the booth.

Canadian Gate Co., Guelph, showed some fine specimens of their product, H. R. Steele and N. J. Cabeldu were in charge.

The Ontario Desk and Supply Co., Elmira, had on exhibition mantels, flat top desks, typewriter desks and filing cabinets. J. L. Weichel and Andrew Edwards explained the goods to all interested.

The Harriston Stove Co., Harriston, showed a number of ranges and heaters. John E. Cave and Fred G. Blacker were in the booth.

The Brantford Roofing Co. had on exhibition samples of their product. In charge were, Fred. Chalcroft, J. A. Virtue, D. H. Smith, C. G. Secord, G. N. Huff and A. B. G. Tisdale.

A miniature house, covered with roofing, was a striking feature of this exhibit.

Benjamin Moore & Co., Toronto, showed Muresco wall finish, Sani-flat oil paint, Moore's cement coating and varnish stains. In charge of the display were, W. Howard, R. P. Barrington and M. Patterson.

The Canadian Carbon Co., Toronto, displayed dry cells, flash lights, spark plugs and accessories. Wm. A. Harris and J. A. Noice were in charge.

The Irving Electrical Supply Co., Guelph, had an exhibit of heating goods, percolators, chafing dishes and vacuum cleaners; with Henry Irving and H. D. Palser in charge.

The Sovereen Mitt, Glove & Robe Co., of Delhi, displayed samples of their product. N. B. Misener and W. M. Whitside attended to those who paused to examine the goods.

Lundy Shovel and Tool Co., Peterboro, had arranged their spades and shovels in attractive form. J. D. Lundy and F. C. Thomson were in the booth.

The Galt Robe Co., Galt, had a nook in the hall which made all the weary feel like taking a rest. Hammocks were swinging, while robes and other products of the company gave the booth an exceedingly pretty appearance. H. Sutcliffe and J. H. Bennett were the only ones who had the privilege of using the hammocks.

The One Minute Washer Co., Toronto, displayed washing machines and wringing machines. In charge were F. J. Ehrhardt, John Sawyer and John Weighton.

Taylor-Forbes Co., Guelph, had a large booth in which was shown all the new styles in builders' hardware. Adam Taylor, J. M. Taylor, Jr., Geo. Waters and C. F. Smallpiece spent some time in the booth.

The Ohio Varnish Co., Cleveland, had a demonstration showing the methods of using "floor finishing." W. H. Sauva, of Cleveland, was in charge of the booth.

The E. C. Atkins Co., Hamilton, had an electrical figure using one of their saws. C. R. Hubbard and J. A. Ross were on hand to show the full line of carpenter tools displayed.

Brandram-Henderson showed their Dutch process of manufacturing white lead. Those in charge of the exhibit were, A. W. Poole, H. B. Shuttleworth, W. B. Gillespie and O. M. Hodson.

Great interest was shown in the exhibit and those in charge were kept busy explaining how the corroding process was carried out. As an educational feature it was appreciated.

Lowe Bros. showed a wide variety of their paints and advertising helps. In the booth were, Frank H. Brown, Jas. Mac Martin, E. Thomson, N. S. Van Zant and Milton Bergey.

The Lowe Bros.' display covered two spaces and showed their line to best advantage. Wall space at the end of the passage had been obtained for a striking poster.

The Down Draft Furnace Co., Galt, had fire places, furnaces and ranges arranged to good advantage. J. Lohrt and T. Parnell were in charge of the exhibit.

The Gendron Manufacturing Co., Toronto, brought bath room fixtures prominently to the attention of those attending the convention. Express wagons and go-carts were also shown. W. H. Bateman and T. Chadwick were on hand to demonstrate the goods.

Stanley Rule and Level Co., New Britton displayed the wide variety of tools made at their Rexton Pond Canadian factory. Bedrock Jones and X. Gooszen were in charge.

The Standard Paint Co., of Canada, Montreal, displayed Ruberoid Roofing. In the booth were H. H. Coward and D. Kirkpatrick.

The Tobin Arms Manufacturing Co., Woodstock, showed in their large booth arms and high speed bits. In charge were, F. M. Tobin, C. D. TenEycke and F. M. Tobin, Jr.

Dominion Roofing Co., Toronto, had a booth full of Mule-Hide Roofing with G. L. Bailey and Earl R. Maltby in charge.

The "Mule-Head" trade mark was strikingly displayed. The general arrangement of their stock was unique.

The National Equipment Co., Toronto, showed Peerless water service systems and Wayne oil tanks. Marben Quinn, C. J. Wilson, A. McGregor and C. Potter demonstrating these.

The Canadian H. W. Johns-Manville Co., Toronto, displayed roofing and asbestos pipe covering. W. J. Commins, E. S. Baum and J. H. Shaver were in the booth.

The Gilson Manufacturing Co., Guelph, had in their booth gasoline engines, pumps, jacks and accessories. P. Charlton and E. Banelman were there to demonstrate.

Louden Machinery Co., Guelph, displayed all kinds of barn fittings. H. B. Calendar was in charge.

Shurly-Dietrich Co., Galt, had no booth, just a space on the wall, but it was exactly what was needed to show saws of all kinds. Percy Dietrich and E. C. McMurtry explained their products to all interested.

The Carborundum Co., Niagara Falls, showed all kinds of sharpening stones for the hardware trade. W. C. Schwab, Fred Rose and D. Morrison explained the various lines.

Buffalo Sled Co., Preston, brought swings, snow shovels and sleds to the attention of the members. M. E. Seaman was in charge.

Martin-Senour Co., Montreal, showed their full line of paint and their selling helps. J. H. Conover was in charge and associated with him were E. J. Cookson, W. T. Fleming, C. F. Kendall. W. H. Gerke, the manager, also paid a visit to the convention.

The arrangement of their double-space booth had been most effectively carried out. A great quantity of paint of all varieties was shown.

Ontario Lantern & Lamp Co., Hamilton, had one of the most striking exhibits of all. Some very handsome electric fixtures were shown and as these were connected up, it was possible to show them lighted. In addition, a complete line of lamps and lanterns was shown. Those in charge were W. D. Ginder, W. F. Kelly and F. Goodwin.

Glidden Varnish Co., Toronto, had a very striking display of their various lines and showed in addition a variety of selling helps. Considerable literature relating to the retailing of varnishes and inside finshes was handed to visitors. The arrangement of the goods is deserving of special metion. Those in charge were E. J. Hofford, R. D. Blackwell and F. H. Velling.

DESCRIPTION OF EXHIBITS.

The Down Draft Furnace Company, Galt, showed prominently a fire place—just a sample of the new line the concern is turning out in various finishes and designs. The Perfect Banner Steel Range, with its special water front was also shown, as was the Banner Chieftain Steel Range. J. Sohrt was on hand to explain the stoves.

The Taylor-Forbes Manufacturing Co., Guelph, had a large display showing a wide line of builders' hardware—door knobs, coat hooks, and similar necessities in many finishes. Lawn mowers, too, were displayed; a new model among these, which has three speeds, much like an automobile. This machine enables the securing of much better lawns.

A beautiful mould of "The Lord's Supper," worth $5,000, though not large in size, was shown in the booth, and attracted a great deal of attention. In the booth at various times were Adam Taylor, J. M. Taylor, jr., and C. Smallpiece, of Montreal.

The James Stewart Manufacturing Company, Woodstock, had an exceedingly impressive display. At the back, but well in view, were arranged radiators; some fine lines in new finishes. In the front was a new model "Good Cheer Steel Range," and a "Good Cheer" water pan furnace. Many stopped to examine the various ranges, the furnaces and the radiators, and these were shown the good points by Chas. E. Stewart and others.

Cummer-Dowswell, Limited, Hamilton, showed wringers and washing machines. They had the washing machines moving, and the wringers on the machine ready to be operated. Many paused to inspect this booth.

The Gurney Foundry Company, Toronto, showed their Economizer Range, which is a great fuel saver. The Oxford, too, was shown, and gas ranges, small and large, were placed near the front. In one of these paper bag cookery was done, which showed some of the virtues of the range. E. Holt Gurney and others were on hand to explain the stoves.

Pratt and Lambert, of Bridgeburg, showed in the rear of their booth a beautiful "Californian Red Oak Burl," which had been perfectly kept by P. and L. 38 Preservative. "61" Floor Varnish was also shown, not only in the can but on a floor. Two pillars beautified with "White Vitralite" were also on display. A. E. Miller was in charge.

The Imperial Varnish Company, Toronto, had spent some time preparing their booth. Maple Leaf Interior and Exterior Paints, Elastilite, varnish and floor glaze were tastefully arranged. Small specimens of the work were shown, the whole making a most attractive show.

Entertainment Features and Anecdotes

The stalwart figure of A. A. Bittues was missed on the police committee.

* * *

Oil stoves were in requisition again and the Queen City Oil Co. came to the rescue.

* * *

The convention badge was voted one of the best yet. They were very much in request and there was a continual demand for them from outsiders.

* * *

"On to Montreal," is now the cry.

* * *

When it comes down to singing, hardwaremen are like sheep; they need to be led. Wouldn't it be a good thing next year, to have a regular leader appointed for all sessions?

* * *

J. S. Weichel sang "The Great Question Box," at the smoking concert—a song of his own composition.

Part of it read as follows:

The life of the meet is the Great Question Box.
Now take my advice and make it a feature.
This Great Question Box is important, you know,
The problems are knotty that face the retail creature,
If they are not solved, profits melt just like snow.
Now come and relate and let us have your say,
Don't take a back seat but stand by your rocks,
Sometimes a few words that are spoken this way,
Help matters along in this Great Question Box.

* * *

The progressive euchre party was held at the city hall in the evening. The manufacturers had donated a number of handsome prizes and there was a warm contest as a result.

* * *

W. G. Scott, who served as president in the second of the association's history, was an interested spectator, Thursday.

THE CIVIC LUNCHEON.

A luncheon to the officers of the association and the exhibitors was given by the city on Wednesday. It was held in the Royal Canadian Cafe, starting at one o'clock and proved one of the most enjoyable events of the convention.

Mayor Thorp presided and led off the toast list by proposing the health of the King.

Ald. Mahoney proposed the Officers of the Association, responses being given by President R. C. Chown, vice-president Madole and Secretary Wrigley.

"Manufacturers and their representatives," was proposed by Ald. Carter and responded to by Adam Taylor, of Taylor-Forbes; E. Holt Gurney, of the Gurney Foundry Co.; T. Tobin, of the Tobin Arms Co.; and Harry C. Martin, president of the British Columbia Association.

"The Press" was proposed by Ald. Lawson. H. T. Hunter responded for Hardware and Metal and W. Wrigley for the Canadian Hardware, Stove and Paint Journal.

TRAVELERS WIN AT EUCHRE.

Guelph, Feb. 23.—With the euchre competition last night the Guelph convention came to a hilarious end. True a member did express doubt of one man's score. There were other rather ridiculous features, but despite these the evening provided a great deal of amusement. But it does seem that at subsequent events of the kind the travelers should be handicapped. Why, they bagged practically all the prizes. W. J.

Bell. "The Beeton Bell," being the only retailer to be well up.

Those securing the higher prizes were:—

Fred Wemp, Pinchin-Johnson. The loving cup given by the Taylor-Forbes Company for the player securing the highest number of lone hands.

The regular score prizes were awarded in this order: 1—A. E. Cowley, Sherwin-Williams; 2—P. J. Boothe, Queen City Oil Co., Toronto; 3—J. F. Duguid, Imperial Steel Co.; 4—W. J. Bell, Beeton; 5—Fred Wemp, Sherwin-Williams; 6—Edward E. Orr, Buck Stove Co. Brantford; 7—Harold L. Reid, Taylor-Forbes; 8—D. B. Blackwell, Glidden Varnish; 9—J. Roger, Ashwood; 10—Wm. W. Harris, Canadian Carbon Co., Toronto.

THE SMOKING CONCERT.

The feature of the evening, of course, was the German band from Elmira, headed by the versatile J. S. Weichel. Their first number of note was a grand opera selection sung—and acted—in German. Opinion differed in the audience as to whether it was "Carmen" or "Il Trovatore," but all agreed that the music was good and that Weichel as a comedian had Jimmy Powers lashed to the lamppost. After that, they gave a band selection in which each member had to imitate some instrument and they severally and in concert piped, thrummed, caroled or wheezed according to the instruments they were representing, with great fidelity and perseverance.

* * *

W. C. Hossack, of the Lufkin Rule Company, is gifted with an artistic temperament highly developed. Glaring things jar on his sensibilities, and so before proceedings started he felt compelled to leap to his feet. "Mr. Secretary," he said, "would you ask our President, R. C. Chown, to turn down his trouser legs. I can't stand the sight of those socks."

The roar of laughter which ensued did not perturb the President at all, but he complied with the request, hiding the green ones.

* * *

Upon the broad shoulders of W. A. Rankin responsibilities sit lightly. He was entrusted with the task of passing around the cigars, which he accomplished without pocketing too many or without letting any others corner the supplies. Mr. Rankin's strong right arm was needed to protect the smoke, however. He belabored the unruly with the cigar box in great style.

* * *

At some of the afternoon sessions the singing was lamentably poor, but no such criticism could be made of the vocal numbers at the smoker. Given real songs instead of pointless parodies and the hardwaremen can surely sing. How the chorus of "The Maple Leaf" rang through the hall; while "Old Black Joe" got every man present singing.

* * *

Ed. Wanless sang the verses of the fine old negro melody, and well he sang it, too; but if he hadn't asked all to join in the chorus he would have found there were some 300 Ed Wanlesses present.

* * *

J. W. Spaulding was another singer who pleased the crowd mightily. As he rendered Loch Lomond all got in the spirit of the Scotch ballad, and even such good Irishmen as Will Magladery extolled the "bonny, bonny banks."

* * *

Milton Bergey was very much in evidence, giving several recitations. His first was Kipling's "Gunga Din." Unfortunately a crowd just outside the door insisted on supplying the din part of it and Mr. Bergey's recital of the death of the "squidgy-nosed old idol" was hard to follow as a result. He also gave an imitation of a divine of the old school constructing a discourse with the flimsy material contained in the story of old Mother Hubbard.

* * *

Mr. Bergey's venture with Kipling brought Mr. Black, of Bond's Hardware, to the fore with a recital of Mr. Dooley's opinion of the aforementioned bard. Mr. Black added to the opinions of the loquacious Irish philosopher a few remarks of his own; such as "where th' divil's Belleville?"

* * *

James McGregor, of Oakville, demonstrated that Canada has a poet of her own by reciting a couple of the stirring ballads of Service. Mr. McGregor made them realistic and, without "tearing the passion to pieces," managed to infuse some typical Yukon ginger into his rendition. He deserved and got plenty of applause.

There was a call for a song from Geo. Ecclestone, the "Cock o' the North," but he was not feeling in vocal trim and remained discreetly in the background.

LOOKING TO HAMILTON AS NEXT CONVENTION CITY.

Guelph, Feb. 22.—From what is learned to-night, it appears that the joint meetings of the Ontario Retail Hardware and Stove Dealers' Association and the recently formed Canadian Hardware Manufacturers' Exhibitors, Limited, will next February meet in Hamilton. Following the meeting of the retailers this afternoon, at which the proposals of the manufacturers were approved, a meeting of a committee from each body was held. Though Belleville, through the Mayor, had invited the retailers, the manufacturers contended that the exhibition could not be held advantageously in a city of less than 40,000 people. So it was decided that Hamilton would be the place, if proper arrangements for a hall and for hotel accommodation can be made. The proposal to visit the ambitious city seems to meet general approval.

AN ENORMOUS FITTING.

A 56-inch ell made for the Winnipeg Electric Railway Co., Winnipeg, Man., running about 14,000 pounds, is of such great length from centre to face that it is in a class out of the ordinary in regular foundry practice. The accompanying illustration shows the enormous core of baked sand, which weighed about seven tons.

These large fittings serve to graphically mark the trend of steam engineering toward large units. A few years ago if a fitting of such a size was used at all, it would have been at the end of an exhaust main, carrying the steam from a number of engines; but with the increase in the unit sizes, a fitting such as shown may be necessary for an individual engine, as in this case.

Core used for large fitting.

The Traps That Caught the Mice

By Victor Lauriston.

When the 5-10-15-cent store loaded its windows full of mouse traps at three for five cents, it looked like a knockout for the ten-cent traps which Hardwareman Jones had stocked a couple of weeks before. The blow rather dazed Hardwareman Jones, for a few moments. Of course, there are plenty of other hardware lines besides mouse traps. The transaction in itself was of little moment, and the incidental loss hardly worth mentioning. But Hardwareman Jones had the true business man's objection to being loaded up with unsalables—and to be stocked with a big supply of quality goods which couldn't be sold because somebody else was selling an inferior article at a more appealing price was pretty hard lines, just the same.

Jones had figured on a slow but steady sale—a trap now and another trap again, the full price each time, and a fair margin of profit. With the advent of the three-for-five's half a dozen doors away, the slow but steady sale entirely ceased. Those people who, in the regular order of things, found that they wanted mouse traps, bought the cheap article.

"Shall I cut the price?" mused Jones, when, in a vagrant idle moment he found time from bigger cares to ponder the matter. "Say I sell a ten-cent trap for seven cents. That pretty nearly wipes out the profit, but—I don't believe in leaving stock on the shelves. But—"

Would such a cut, after all, sell the quality traps? Jones had his inner doubts.

Just then an inspiration came kiting from somewhere.

"By jingo, I'll do it!" he exclaimed. He turned to the stenographer. "Write to the National Novelty Company and tell them—" he began.

Again he mused. "No," he thought, "that won't do. If the scheme works I won't need them, and if it doesn't, I don't want to handle them. Here, Tom," he exclaimed to the lad who was dusting the cutlery case, "run down to the ten-cent store and buy me two dozen of those little three-for-five traps. Hustle."

When the traps arrived, the junior piled them in the little corner window. Then, under Jones' direction, he wrote some striking show cards to accompany them. "Special—three for 5c," read the cards. Then he stacked a few of the three-for-five's and a pile of the ten-cent traps on top of the show case nearest the door. Price cards were placed on each pile.

He was just finishing his task when a lady bustled in. After the manner of her sex, she insisted on being waited on by the proprietor.

"I would like five cents' worth of those little mouse traps," she remarked. "They're just the thing I've—"

Just then her eye lit upon the larger traps. Jones knew that she mentally compared the two.

"These little traps are constructed on identically the same principle as the regular ten-cent trap," explained Jones, very seriously. "You will notice," he picked up the larger trap and showed it, "that the spring works in precisely the same way. Of course, the material in the ten-cent trap is much more substantial—"

"Will those little traps catch anything?" demanded the woman, with sudden suspicion.

"Yes, they certainly will." Jones' tone was calm and dignified. "They're a good little trap for the money. Of course, they're by no means as substantial as the higher-priced article. You, of course, notice that." He placed a large trap and a small one side by side. "This little trap catches a mouse—it's not large enough for a good-sized rat. The larger, stronger trap will take both. Then, I know from what people have told me, that in some cases after the little trap's been spring once, the spring gets twisted and it's impossible to set the trap a second time. Of course, that mayn't happen once in a hundred times,"

"And it might happen to all three?" questioned the woman, eyeing the little trap with manifest disfavor.

"That's just why we don't like to recommend these little fellows," added Jones. "We stock them because quite a few people seem to like a very cheap trap. They're a good little trap for the money; but, when it comes to downright, lasting service, this,"—he picked up the ten-cent trap—"is the better value by far."

The woman regarded the two articles thoughtfully.

"I'll take a ten-cent trap," she remarked, suddenly. "After all, it's not what one pays now, but what one pays in the long run, that makes it expensive."

Jones glanced meaningly at Tommy after he had seen the customer out.

"There's more ways of killing a cat than choking it with cream," he mused, "and—well, a wise man can generally catch the mouse trap business without using cut-price bait. And we're the wise men, Thomas."

CURRENT NEWS.

New Lamp Factory.

St. Catharines, Ont. — The Presto Lamp Co., of Indianopolis, are establishing a Canadian branch factory here. Automobile, bicycle, boat and carriage lamps will be manufactured.

Burglars Routed Out.

Ladysmith, B.C.—Nightwatchman O'Connell detected a couple of burglars entering the store of the Ladysmith Hardware Co. They both managed to get away.

To Build Warehouse.

Vancouver, B.C.—A new wholesale section is being built up and one of the first large buildings in that locality will be that of Wood, Vallance & Leggatt. They will put up a six-storey warehouse at a cost of $85,000.

J. S. Murray Honored.

Blairmore, Alta.—J. S. Murray, who has gone to Bellevue to conduct a hardware store was presented with a handsome cut glass collection by the congregation of the Presbyterian church.

HANDY DIE STOCK.

The Handy die stock is a new pipe-threading tool, put upon the market by the Handy Manufacturing Co., of Bridgeport, Conn., and handled in Canada by Henderson & Richardson, Board of Trade Building, Montreal.

The tool is light in weight. May be easily carried, and by its simplicity and easiness of setting, should be of value to those who work with pipe.

LUTHER GRINDER STANDS.

Floor and counter stands have been put out by the Luther Grinder Manufacturing Co.

These two stands are made only for Luther Grinders. One of them is a floor stand a little over five feet in height; the other is about three feet high, intended for use on a counter. They are built entirely of metal with an ample base that will afford good support. A tubular steel shaft supports, in the case of the floor stand, three different brackets, and in the case of the counter stand, two brackets. Each bracket has room for three Luther Grinders. A globe representing the world tops the shaft and above this is a diamond-shaped name plate. The stands are neatly finished in black and red enamel, with the name plate of burnished bronze and the central shaft oxidized similarly to gun metal.

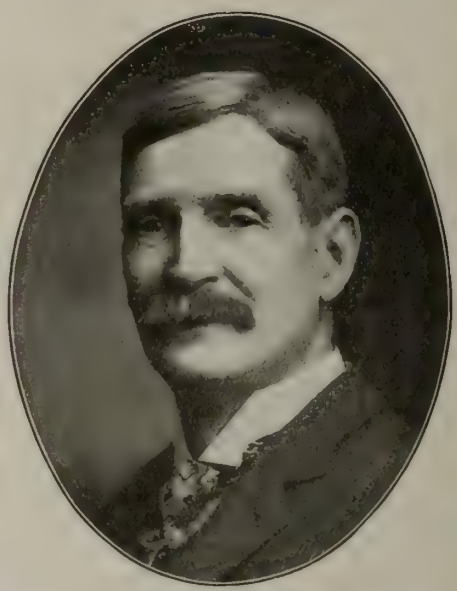
Some of the Association Officers

D. A. MacNab, Executive.

W. Magladery, Executive.

W. F. MacPherson, Prescott.

W. W. Bennett, Executive.



John Caster, Treasurer.

S. M. Burt, Auditor.

C. W. Conn, Executive.

H. Occomore, First Vice-President.

Hardware Clerks Hold Banquet

New Westminster, B.C., Feb. 19.—A remarkable interest is being taken by hardwaremen, both clerks and employers, in the trade in British Columbia. This has been shown from time to time by the successful meetings of the association and by the way that some of the more prominent are showing in the public eye. The inner activity of the hardwaremen is being noticed by the people on the outside.

In line with an active policy, the New Westminster Hardware Clerks' Association held their first annual banquet on the 7th instant, and to say that it was a success would be putting it mildly. Fifty seats were occupied at the table in St. Paul's lecture hall, and all those present were employed directly in the hardware business. Great enthusiasm was shown, which carried the evening through with a bang and with that zest that makes one long for more. The result was that it was decided to make the event an annual affair, and in future it will figure as one of the social functions in connection with the trade in this province.

The aim of the organizers of the banquet was to bring the members of the trade together, get them thoroughly acquainted, instead of having each feel that the other is a competitor and therefore to be shunned. The idea was to foster that spirit of mutual comradie, the existence of which is necessary to successful work in organization and to make the association a sure success. It also gave opportunity to discuss general trade matters to the mutual benefit of clerks and employers. The banquet demonstrated that the members of the hardware trade in New Westminster are well alive.

In the course of his remarks, one of the speakers portrayed the difference between the present day New Westminster and what the city was when he came to it years ago. Then there was but one hardware store in the town, whereas there are now seven first-class stores, employing upwards of sixty clerks. This speaks well for the growth of New Westminster and the outlook for trade.

A. Davis proved an excellent chairman. The room was appropriately decorated with articles of hardware and the clerks wore badges as distinguishing marks, made up for the occasion from stock.

Loyal Canadians all, the proceedings opened by the singing of "The Maple Leaf Forever," the accompaniment being by C. Oxenbury. Speeches, songs and musical selections followed and showed that the nail men were not behind in the art of entertaining.

Welcome visitors were present in the persons of Mr. White, of McLennan, McFeely & Company, and Mr. Morrison, of the New Westminster Nail Works. Both made rousing speeches. Mr. Morrison, taking as his watchword, "Let New Westminster Flourish," said he hoped to see the day when all the houses would be built with the best nails, namely, those manufactured in the Royal City on the Fraser. Mr. White told of the days when he worked behind the counter and urged the younger clerks to equip themselves so that they would be ready when the opportunity was presented to them. He hoped to see the time when New Westminster leaders would be chosen from the ranks of the hardware trade.

A lusty singing of "God Save the King" brought a very pleasant and satisfactory evening to a close.

By "Mack."

Sometimes when reviewing the many occasions upon which I had expected to realize a tangible benefit and did not, I own to being puzzled.

That which was pursued eventually ended in the region of illusion. This condition of the mental structure continues long after our childish illusions disappear, for if we may think so the delusions of many staid people are oftentimes shown to be about as chemerical as any of those which dominated the mind in early years. Just how our best laid plans merge into something resembling a pleasant dream does not concern us so much as being able to distinguish the real from the illusionary. Experience does not seem to act as the teacher that instructs us in the difficult art of being practical. The mistakes we made yesterday guide us perhaps no more than the stern lights of the ship at night and looking forward becomes no less difficult and uncertain.

Now anyone would deem the subject of taxation as devoid of delusion we shall assume. The taxes are said to fall due on certain dates with the certainty of fate, and payment is exacted.

This is a condition of life which all of us support and nearly everyone feels it a right to inveigh against the heavy tax that falls to one's lot to pay.

Here we have no illusions regarding the reality of life and its responsibilities, for the annual tribute is collected with the regularity of the rotation of the planet on its axis, unless we default payment. But we do not contemplate such a contingency arising and to make assurance of our ability to meet this obligation certain, nothing is allowed to interfere with a financial provision equal to the amount required. The usual illusion associated with this subject conjures up to the mind's eye the possibility of a lower rate next time.

Alas very often we know by experience that this hope is a mirage also and the opposite condition the stern reality.

Probably at some time in life we have thought of the indulgence in pleasures long held in suspension until favorably situated to embrace them. The time arrives and to our amazement the great times anticipated take wings and vanish. Oh well! we may say, that it was enjoyment enough picturing in imagination that which was so much desired. The many different views of that which each of us holds as essential to pleasurable emotion will likely, upon being analyzed be seen to be constituted of similar parts. And in one respect identical as having been actuated by common impulse.

The force of the impulse toward our pastimes or pleasures determines largely beforehand whether we are to reach our object or defeat it.

Should the impulse predominate the mind then the evolution of events shows another illusion shattered.

Splane—Hatheway.

St. John, N. B.—The marriage of John B. Splane, of the staff of T. McAvity & Sons, to Miss May Hatheway, was solemnized by Rev. R. P. McKim.

Another Attempt.

Fort William, Ont.—The hardware store of W. G. Colville was entered by burglars and some tools stolen. Nothing of particular value was secured.

Will Lead Delegation.

Dalls B. Smith, Jr., of Opelika, formerly of the Richardson Mica Works, Kingston, will lead the Alabama delegation to the Republican convention at Chicago in June.

HARDWARE AND METAL

(ESTABLISHED 1888)

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JOHN BAYNE MACLEAN - President.

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THE ONTARIO CONVENTION.

The seventh annual convention of the Ontario Retail Hardware and Stove Dealers' Association is over. It was in many respects a remarkable gathering and developments of an unusual nature featured the proceedings.

In some respects the convention was a success. The manufacturers' exhibits were more numerous and better than ever before. The discussions resulted in bringing out many useful points and those who attended will doubtless carry home new ideas.

The attendance of retailers was smaller than last year, however, and this fact detracted seriously from the success scored in other ways.

The Winter Fair Building was not found to be as suitable as had been expected. Part of the building was poorly heated and the scattering of the exhibits in various sections was a deterrent feature. The accommodation provided for the visitors was excellent, considering the size of the city. In this connection, credit is due to the civic officials for the system evolved of sending late arrivals to private homes. It did much to relieve the congestion.

The Question Box session was again a feature of the convention. Many live questions were discussed in a live way and there can be no doubt that every man who sat through it would leave the hall a better hardwareman.

The absence of a good window display feature was to be regretted. The displays shown in Guelph hardware windows were excellent examples, however, and did much to make up for that deficiency.

The fact that the personnel of the executive has been practically the same for several years came in for some comment. All the present executive members are good men, and it would indeed be a difficult matter to decide where a change could be made. Nevertheless, it is a good plan to pass the honors around as much as possible. The infusion of new blood always has a livening effect, and there are dozens of progressive and able men in the association who have never held office.

A WISE COURSE AT MONTREAL.

Those in charge of the Convention and Exhibition which opens in the 65th Armoury, Montreal, this coming Tuesday, have taken steps to ensure a good attendance. Not only are the retailers to be allowed in the exhibit—as at Guelph—but on certain days the hall is to be thrown open to business men who are greatly interested in hardware lines. An invitation has been extended to the Painters' Union. The carpenters have been asked to attend. A day has been set aside for the architects and members of the Builders' Exchange; while mechanics, through the Machinists' Union, have received an invitation.

From each of these organizations has come a reply, stating that the members in large numbers will visit the exhibits; thus a fine attendance is assured.

The wisdom of throwing the exhibits open in this way must be apparent. The convention after all, is for the retailers. It is to help them with their buying and selling problems; and surely these selling problems will be solved in no small degree by allowing the good retail buyers to view the exhibits. A demand will be stimulated, and retailer, jobber and manufacturer will benefit.

WHO PAYS THE TRAVELERS?

In speaking at the travelers' meeting—one of the best held at the Guelph convention—Harry Martin, of British Columbia, himself experienced on the road, urged upon the retailers the necessity of treating the traveling representatives of distant firms with courtesy and consideration. "When you notice a traveler in your store," he said, "don't keep him waiting. If impossible to see him at once, appoint an hour and let the man—who is as busy as you are—get off on other business."

There is more than mere courtesy suggested here. The whole question of conserving energy and expense is involved. A retailer keeps a traveler needlessly; the traveler misses a train; has extra hotel expenses, and is unable to cover his territory as quickly as he had hoped. Multiply that state of affairs by the number of thoughtless dealers who do fail to put themselves out for the travelers. The wasted days which this calculation would show—could it be made—would be startling.

But who pays for the wasted days. Is it the manufacturer, the jobber? At first perhaps yes, but sooner or later the extra selling cost thus necessitated works back to the consumer. The retailer will have to sell him the goods at a higher price. Possibly this may not mean a financial loss to him—but it will mean harder work, for every one knows that the higher the price goes the harder it is to sell the article for which that price is asked.

No, the retailer is vitally interested in keeping down the cost of marketing manufactured products. Higher cost of marketing means higher cost of selling, to the consumer, and the profit being the same, the lower an article can be sold the better.

Mr. Kennedy, of Dayton, Ohio, told a story which all travelers, and all those visited by travelers will appreciate.

"I was talking up our paint," he said. "I had stated that there was no better paint made, and explained that we had aimed to make it like the human skin—able to give off moisture and yet able to exclude it. But we haven't quite achieved our aim," added Mr. Kennedy, "we're free to confess the Lord has us beaten."

"I'm glad to hear," said the dealer, "that someone has you beaten."

During a discussion in which was being urged the importance of keeping the attention of customers who had "just dropped in," A. Welch told of a young boot salesman who had taken off a young lady's shoe, and carrying it under his arm he attended to three other customers before returning to her. "That," said Mr. Welch, "was a wise clerk. He made certain that his customer would stay."

AN OPPORTUNITY MISSED.

Some years ago Col. MacLean, publisher of Hardware and Metal, offered to take the members of the Ontario Association to Guelph at his expense in order that they might visit the Agricultural College. It was recognized that the visit would have brought to the members much practical and interesting information, but arrangements for the trip could not at that time be completed.

It was unfortunate that time was not set aside during the past week to permit the members to visit the College in a body. A majority of the dealers in attendance probably cater more to the trade of the farmer than to that of any other class. A visit to the College would have given the members an insight into the vast strides made by agriculture and would have suggested to them ways in which they could go about interesting the farmer. There are many articles which most farmers do not use and which hardwaremen do not carry, but which are necessary and essential in up-to-date farming. If the latter started to carry goods of this nature and knew how to push them, the farmers would soon become users. After a visit to that wonderful place, the Ontario Agricultural College, the hardware dealer would return to his place of business inspired by new ideas for improving his acquaintance and trade with the farmer.

A splendid opportunity was missed. A trip to the Model Farm would have been one of the features of the convention and the means of much lasting good.

THE SMALL ATTENDANCE.

The attendance of retailers at the convention was small. No one will gainsay that. It was a fact to be deplored, for the future success of the association depends upon the maintenance of interest among the retail dealers. The extremely unfavorable weather on Wednesday and Thursday had something to do, undoubtedly, with the shrinkage in the attendance, but the large majority of those who had intended to come had already put in an appearance before the storm king tied up the railroads.

What was the cause of the comparatively small number of retailers in attendance? Guelph is centrally located. A good programme was assured. It was known that the manufacturers' exhibit would be better than ever.

This matter is commended to the serious attention of the new officers, for it is one of vital importance. Should not the whole energies of the organization be devoted next year to getting the retailers interested and bringing them out in full force?

AMENDMENT TO ASSESSMENT ACT.

An act to amend the Ontario Assessment Act has been introduced into the Legislature. This is of a great deal of interest to retail dealers, and should be followed closely.

It refers to the rights of municipalities in determining how taxes shall be levied so far as land values, improvements and incomes are concerned. The chief section of the bill states that the council of a municipality, after the same has been submitted to and approved of by the ratepayers qualified to vote on money by-laws, may pass a by-law providing that land, real property and real estate shall be assessed at its actual value and that improvements and incomes shall be assessed at a percentage of their actual value. But the assessment of improvements and income shall not in the first year in which the by-law takes effect be reduced by more than forty per cent. of the assessment of the same for the next preceding year, and shall not in any year subsequent to the first year be reduced by more than fifteen per cent. of the assessment of the same for the next preceding year.

Whether this act, or one covering the principles involved, will go through is a question, as Premier Whitney, when he last expressed a view on the subject was pretty much against it. Retailers' views on such an act would be appreciated.

POINTED EDITORIALS.

Paint sales in February depend solely upon effort. A good salesman can sell at any and all times.

* * *

Don't be afraid to follow up sales by asking the customer next time he comes in, how he liked the goods.

* * *

"Don't use your stove for a table," advises Mr. Gurney. Right. The man who does will likely keep his table long.

* * *

Now the manner in which March will arrive is becoming a live question. Will it be like lamb or lion? Either may be hard to bear.

* * *

A lot has been heard of late about "the Seven Sleepers." There were many single rooms at Guelph which contained the snores of these.

* * *

From Guelph to Montreal is a far cry, but conventions and exhibitions in both places give all retailers east of Fort William a chance to attend at reasonable expense.

* * *

"To fight against parcel post," declared a retailer recently, "is to fight against the spirit of the age." If this is so there is a strong spirit of a better age about.

* * *

Window displays, continue the best "barkers" of the retail stores. A manager reports a trim as bringing three-quarters of the store's total trade the first night it was shown.

* * *

After hearing Mayor Thorp one was forced to the conclusion that Guelph is called the Royal City because at some period or other a King of England married a Mrs. Guelph. Or hold—was it not that his mother-in-law, or a second cousin owned to that name? His Worship did not seem quite sure about it.

* * *

A speaker at the Guelph convention spoke of hardwaremen to whom manufacturers will not send literature, because they throw this literature under the counters. Such dealers are called "Bailing Machines" in the United States. It would seem the term is wrong, for a bailing machine accomplishes something.

* * *

Cold weather is good for some people. The plumber is kept busy and the coal man's smile expands in direct ratio to the shrinkage of the mercury. But the average business man, particularly the retail dealer, suffers when the weather is cold enough to keep people indoors. The weather so far this winter has been far from favorable from the trade standpoint.

* * *

Department of Customs, Ottawa, in appraisers' bulletin No. 515, states that the importations of brooms coming from the Central Broom Company, Jefferson City, Mo., U. S. A., are to be placed under detention on the ground that they are prohibited under tariff item re prison labor goods.

Complete Course in Sheet Metal Work

Number 2.

On plates 1 and 2 we show all the practical geometry that is necessary for the sheet metal worker to know.

The student should carefully draw these forms until he is familiar with them.

For drawing the Pentagon, Hexagon and Octagon the simplest way is to draw a circle and step it off into the desired number of sides. For instance, if it is desired to draw a Pentagon or five-sided figure, first draw a circle the size of the figure wanted, and with the dividers step it off into five equal spaces, and draw straight lines connecting the different points.

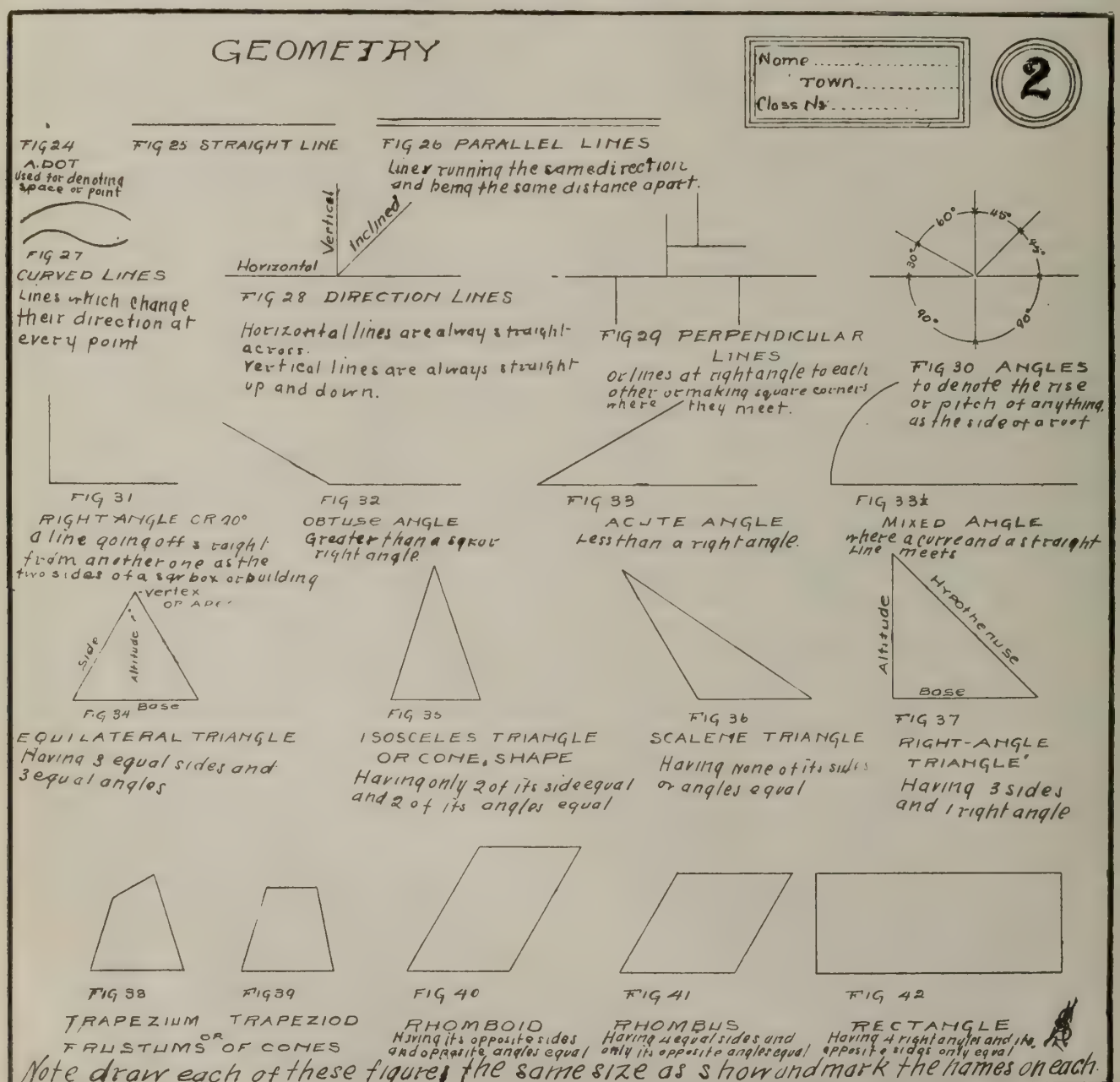
Some, however, may prefer the technical method for drawing these figures, and for their benefit we give the following propositions in Euclid:

To describe or draw a Pentagon.—Draw a circle the size of the desired figure; next draw a straight line through the circle as A B, and another straight line at right angles as C O; bisect the space A O. (The rule for bisecting is explained by Fig. 55). With the point of the compass set at R and the lead at C, describe the arc C G; then with the point at C and the lead at G, describe the arc at G F. Connect C F with a straight line, which will be one side of the Pentagon. Set the dividers to this space, and step off the other four sides.

To describe a Heptagon.—Draw a circle; set the point of the compass at any point on the circumference as A, and with a radius equal to the radius of the circle as A B, describe the arc C G; connect C G with a straight line, also A B, and where they intersect mark the point O; with the point of the compass at G, and with a radius equal to G O, describe the arc O R, connect R G, which will be one side of the Heptagon.

To describe an Octagon.—First draw a square the size of the Octagon wanted; set the point of the compass at any corner, as A, and with a radius equal to half the diagonal or centre of the square, describe the arc C G; repeat this operation at each of the four corners, connecting the ends of arcs will give the Octagon.

To describe an Ellipse. (This should be drawn fairly large).—First draw a straight line the length of the required Ellipse, as A E, and at right angles and through the centre of this line draw another line C D, which represents the



width, mark the intersection O, set the point of the compass at C, and with a radius equal to B O, describe the arc N M; set a pin firmly at N M and C; wrap a string around these points with a loop or knot at C; remove the pin C and insert the point of the lead pencil. Keep the string tight and begin moving the pencil around; the result will be an Ellipse, which will be sufficiently accurate for sheet metal work.

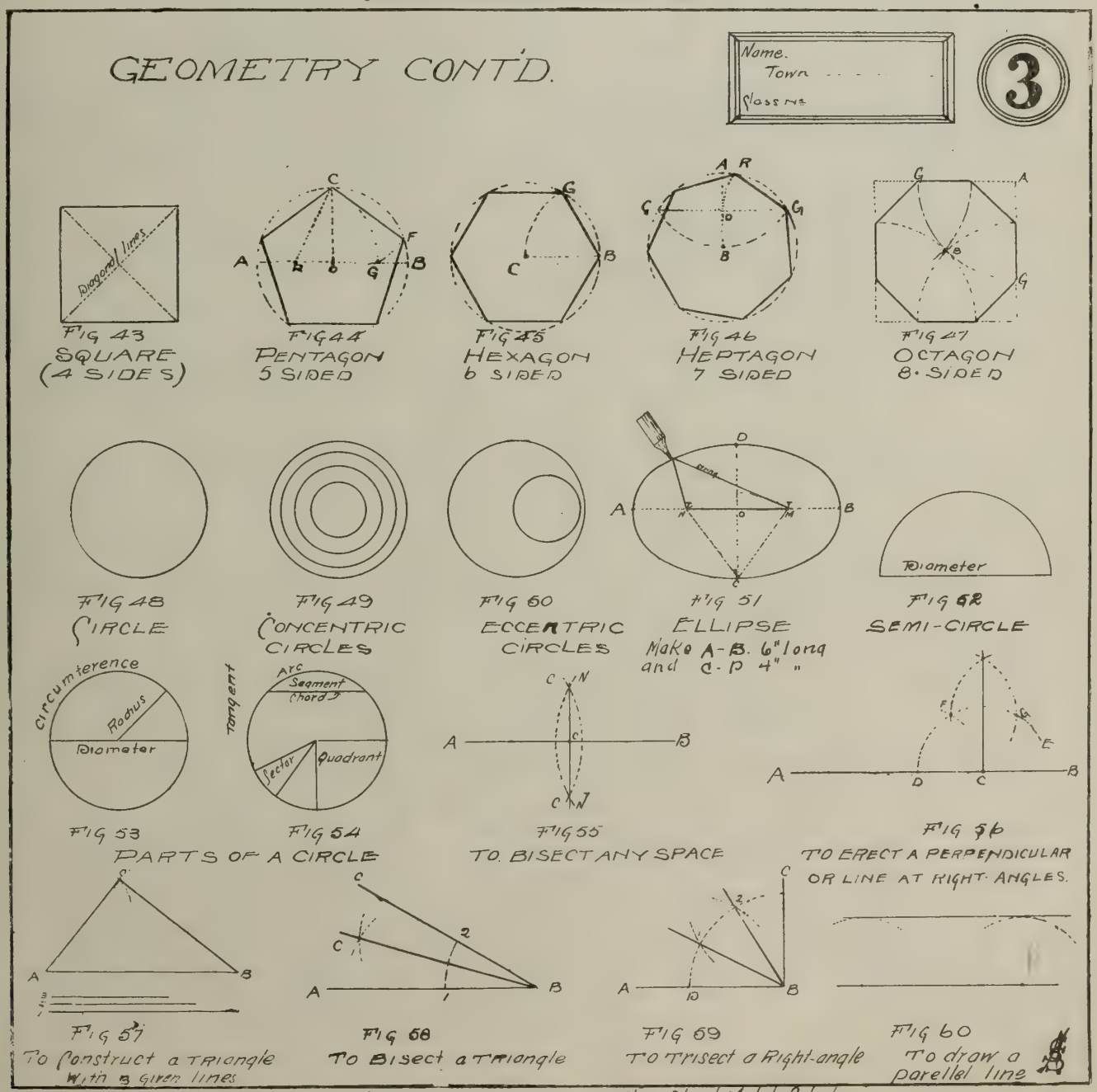
To bisect or divide any space in half, or to find the centre of any space.—Let A B be the space it is desired to bisect. Set the point of the compass at A, and with a radius greater than one-half of A B, describe the arc C C. With the same radius and the point at B, describe the arc N M. A line drawn through the points of intersection bisects the space A B.

To erect a perpendicular to a straight line.—Let A B be the given straight line, and C the point at which it is desired to erect a perpendicular or line at right angles. With any radius and the point of the compass at C, describe the arc D E, and with same raduis and the point at D, describe an arc cutting D E at F. With the same radius cut D E at G. Bisect F G as explained for fig. 55, then a line drawn from C to the point of intersection will be the perpendicular.

To construct a triangle from three given lines. (This example used in triangulation).—Draw the line A B equal to the line No. 1. Set the point of the compass at B, and with a radius equal to the line 2, describe an arc. Set the point at A, and with a radius equal to the line 3, describe an arc cutting the first arc at the point C, connect A B C.

To bisect a triangle. (That is, to divide into three equal parts).—Let A B C be the given triangle, set the point of the compass at B, and with any radius describe the arc 1 2. Bisect the space 1 2 and draw a line from B to the point of intercestion thus bisecting the triangle.

To trisect a right angle. (That is, to divide into three equal parts).—Let A B C be the given right angle. With the point of the compass at B and any radius describe the arc D C. With the same radius and the point at C, cut the arc at L and with the same radius and the point D, cut the arc at 2. Lines drawn from 1 to B and from 2 to B trisect the right angle.



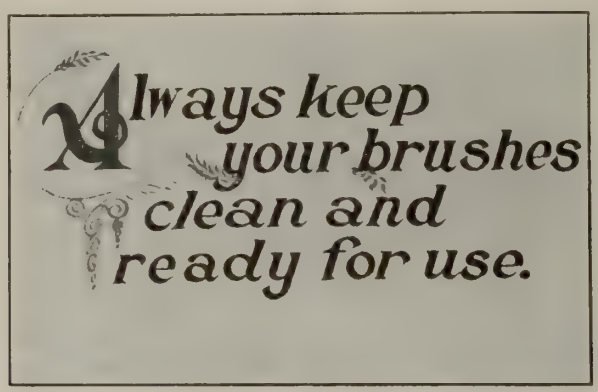
Lesson 9--Short Course in Card Writing

The Edwards Short-cut System—Showing Lower Case Letters of the Speedy Slant Roman Alphabet—Simple Method of Illuminating—Mixing Colors.

By J. C. Edwards. Copyright, Canada, 1911.

The use of capitals exclusively in a card is very undesirable as they are not so easily read as the lower case or small letters, with a capital either beginning the sentence or beginning each word. The capital and lower case letters are more quickly made; in fact, a card-writer can execute the small letters in less than half the time that it takes to make capitals.

Note each letter and its various strokes in detail and practice each many times, always being careful to get the correct slant to every letter. The more graceful and easy swing you get into this or any style of letter the more successful you are in reaching the goal every card-writer aims for.



Ornamented card, showing application of the speedy slant Roman.

The object in introducing this style of letter is to acquaint the student with the details which go to create speed rather than retard it. Compare this style with that taught in lessons No. 6 and 7—Brush Stroke Roman. Note the absence of spurs wherever it is possible to do away with them. This point alone is a recommendation for the slant Roman lower case letter. For instance, note the first stroke in letter "A." It is practically a cyma, lacking as it does the spur that is used in the plain brush stroke upright style. Note also the second stroke of the same letter; the second stroke in "f," the second in "j," the second and third in "s" and so on, and you will see that one single stroke of the brush replaces the rather difficult spur of the upright style as shown previously. The "c" also demonstrates this point as also does the first stroke of the "b," the third of "d," second of "h," third of "m," second of "n," etc.

Examine every letter and try them with your brush flattened out nicely—rubbed out on your palette or card board used for that purpose.

Draw the lines as referred to in lesson 8 as guide lines to get the right angle. You are sure to have difficulty at first, but perserverance will master it. Don't get discouraged if you fail first time; even the second or third time. Try again and you will succeed.

Always hold the brush at the same angle—square with the top of the card; don't change it or twist the fingers but make the letter with clean brush strokes. There are only two or three cases where the brush is held at commencement at a different angle and those are to form cymes, as stroke three in the second form of "g," stroke one in the "s" and two in the "z."

The strokes such as two in "j" and three in "g" may be made either with the brush held straight or at a slight angle (inclining to the left). This is left to the discretion of the writer.

Another letter which can be made in two different ways is the "p." It can be made as shown in the plate with the curved stroke all in one or it may be made as the "b" with two strokes. This also is left to the judgment of the student.

The card illustrating the use of this style of lettering is quite a plain and decorated specimen, but serves to demonstrate this lettering put in card form.

It also shows a very simple mode of illuminating—a few strokes of the brush wet with a grey paint or some mild shade or tint.

Do not allow your lettering to creep too far to the one side or the other. Be careful also to get your letters spaced evenly or rather to make them look even. Two o's coming together will bear less space between them; two capital "L's" coming together in the same word can be shortened so as to not make them look uneven, the same applies to capital T's.

The scroll which is shown at the bottom of the plate is very simply made with one stroke of the brush. Try it. Note the arrows.

Tints are made from a foundation of white letterine with a slight bit of any color added; a little at a time is added until the desired shade is acquired.

Get a little dry blue at the hardware store or aniline dye at the drug store, and pour out a small quantity of white on a piece of glass to which add a very small portion of blue. Mix thoroughly and work up until the right shade, which should be mild, is arrived at.

Shade the letter as shown in this lesson or use the left hand shade, as shown previously, which is the most simple and most easily made. Note the round cut showing outfit.

For particulars regarding brushes, outfits, etc., write to the author, J. C. Edwards, care MacLean Publishing Co., 143 University Ave., Toronto, or to this paper.

PACIFIC COAST NOTES.

Vancouver, B.C., Feb. 19.—R. P. McLennan, of the wholesale hardware firm of McLennan, McFeely & Company, is one of the lucky ones. He has been able to spare time to take the winter round trip to Honolulu, returning by way of San Francisco. Mr. McLennan is one of the most successful of the hardware men in the West. He is identified with many industrial enterprises, and is president of the Bank of Vancouver.

Wood, Vallance & Leggat, wholesale hardware dealers, are about to erect a six storey warehouse on Carrall street, to cost $85,000. This is the first large business house to be erected in what has been known the Chinese quarter, which was lately moved.

A week ago the store of the Ladysmith Hardware Company at Ladysmith was entered by robbers. This was one of a series of burglaries, and the police think they have the men who were arrested in a sloop in the Gulf of Georgia a day or two ago.

Plate No. 9 - Speedy Slant Roman

Lower Case

speed, though not
everything, counts

J. C. Edwards

Lower case of a letter particularly adapted to speed. By constant practice the beginner should master it.

Progressive Hardware Retailing

Annual Sale of Enamelware Held by Brantford Firm—Price Cutting Delayed Sale—Western Firm are Featuring and Selling Fishing Tackle.

PRICE CUTTING CAUSED SUSPICION.

Chatham, Ont.—That price cutting doesn't always facilitate sales is instanced by the experience of a hardwareman who about a year ago took a high-grade rifle worth probably $65 in part payment for another weapon. At the commencement of the hunting season he put the rifle—a weapon very nearly new and in excellent condition—in the window with a price of $25 marked on it. The rifle stayed there a good share of the season. Eventually the merchant, despairing of making a sale, put the weapon away and concluded that it couldn't be sold for even a tithe of its original value.

A few days ago, chancing on the rifle, he brought it out again, dusted it off, and, just for fun (as he put it) placed the weapon once more in his window tagged at $60. The second day a man came in, looked at the weapon critically, and took it, paying the purchase price in cash.

The hardwareman, after thinking it all over, reached the conclusion that the extremely low price he asked in the first instance rendered people who knew the quality of the weapon suspicious. As for those who didn't know the quality, he surmised that they were not interested in a good rifle at any price.

CHEAP ARTICLES DISPLAYED.

Portage La Prairie.—Alfred Babb, hardware dealer, has been showing window display of kitchen articles. One of his more recent efforts along this line was a display made up exclusively of articles costing 5 or 10 cents. This attracted considerable attention and cleaned out a large amount of stock. Another plan followed is to hold special sales of household goods on Friday and Saturday of each week.

STARTING SEASON EARLY.

Vancouver, B. C.—Tisdall's, Ltd., believe in starting to boom seasonable goods early. They are now advertising fishing tackle and are getting results.

NINTH ANNUAL SALE.

Brantford, Ont.—Turnbull & Cutcliffe, Ltd., held their ninth annual laundry and kitchenware sale on Friday and Saturday of last week with considerable success. This event has become one of the best known mercantile fixtures in the city, and it is looked forward to by an ever increasing number. All varieties of goods are offered at reduced rates.

A feature of the sale is the fact that it is conducted on a strictly cash basis.

HOUSE-CLEANING LINES.

St. John, N.B.—Although the spring house-cleaning time is already some weeks distant local merchants are interesting themselves in pushing some lines of essential value to the housewife on her tour of inspection of her premises in cleaning or retouching the furniture in all the rooms. For this reason it is noticed that some of the local firms are talking lines which tend to interest the house-cleaner in a small way, as a few lines from their "talks with customers" will show; rejuvenating an old chair, or in fact any piece of furniture which is badly marred. This liquid has a hundred uses and comes in a score of colors. Another matter which local dealers are talking to their customers at present is that of deciding upon their house interior changes in decorations or color schemes for the coming year, and in that connection various kinds of wall coatings are being featured, coatings which will not "fade, peel, or rub off, and which can be used on plaster, wood, brick, paper, paint or vanished surfaces."

Local hardware dealers are decidedly optimistic concerning the prospects for the approaching spring trade and are looking forward to a record business. There is a boom on in St. John and the people are impressed with the possibilities, and with the coming of new industries, government dry dock works, railway terminals, etc., all of which it is felt strongly, are certain to come, prospects for St. John hardware merchants look distinctly bright and promising. At present trade is very encouraging for this season of the year, but there is not a dealer who will be found to say that he is looking forward to next year's being in his career. Particularly promising are prospects in buliding operations for the coming spring.

Turnbull & Cutcliffe use half-page space in papers to advertise their annual sale.

Current News of Hardware Trade

New Companies.

Victoria, B.C.—A license has been granted to the Gramm Motor Truck Co. Registration has been granted to the Whiton Hardware Co., and certificates of incorporation have been granted to the Glover Rice Hardware Co., Scoullar Sheet Metal Co. and the Thompson Hardware Co.

May Run for Mayor.

Fredericton, N.B.—J. S. Neill, hardware merchant is mentioned in connection with the contest for the mayoralty here. It is understood that several delegations have waited upon him during the past week in connection with the matter, but he has not given them much satisfaction. Mr. Neill is one of the city's largest taxpayers and would make a good chief magistrate.

New Stores and Additions.

Eburne, B.C.—The new Gordon block on Fourth street, is under construction and will be completed about March 1. Gordon & Son, hardware dealers, will occupy one-half of the fifty-foot block.

Norwood, Ont.—J. E. Thomson, of Norwood, for some years prominent in the grocery business, has now added hardware. His store is large and enables him handling both lines.

May Locate in Calgary.

Calgary, Alta.—It is stated that the T. McArity Manufacturing Co., of St. John, N.B., may start a large warehouse here. R. A. McArity is in the city in that connection.

More Burglaries.

Nelson, B.C.—Still another robbery. The Wood-Vallance Hardware Co. was entered, along with eight other stores, and the burglars got away with six revolvers and some cash. An arrest was made and the goods recovered.

Burglars Rob Store.

Tofield, Alta.—R. O. Bird's hardware store was broken into by a burglar. The till was broken open, but only a small amount of change remaining there was taken, the cash having been placed in the safe. Entrance was effected by breaking the glass of the front door.

Nail Company Cartered.

Incorporation has been granted to the Maritime Nail Company with its chief place of business in St. John. The capital is $250,000, and the incorporators are Stanley Edward Elkin and Frederick Eugene Marvin, nail manufacturers; Edward Caldwell Elkin, ship broker; Harry Albert Marvin, superintendent, and Clarance Pettingill Nixon, accountant, all of St. John.

Death of J. D. Burk.

Amherstburg, Ont.—Joseph David Burk, for many years a stove dealer here, died at his home in Toronto on Tuesday last, February 20, and was buried in his old home town on Friday. He leaves besides his widow, two sons and two daughters, one of the sons being H. D. Burk, manager of the Gurney Foundry Co.'s London office. Mr. Burk retired from business about three years ago.

A Factory Extension.

Toronto, Ont.—The Gurney Foundry Co. are adding another story to their new stove warehouse on Adelaide street West, Toronto, at the back of their main office. As the new floor is 100x180 feet this will give them an additional 18,000 square feet of floor space on which to stock their output.

Hardware Clerks Dine.

New Westminster, Feb. 18.—Decorated with keys, padlocks, nails—everything except hammers—the hardware clerks of the city gathered last week at a banquet held in St. Paul's Reformed Episcopal Church. It was some little time ago that the idea of such a gathering was conceived. Since then all in the hardware trade have been working to make the occasion a success. And well they succeeded, for supper, speeches and songs alike brought forth enthusiasm. Those on the committee of management were:—W. Burr, J. H. Hyslop, R. Crawford, L. Curtis and H. Armstrong.

Fire Losses.

Winnipeg, Man.—Fire broke out in the premises of the Winnipeg Paint and Glass Co. It was checked promptly and the damage was quite light.

Middleton, N.S.—The large block occupied by the Crowe-Elliott hardware and plumbing business was burned to the ground. The fire started from the furnace in the cellar, a cask of oil standing near, catching the flames and exploding, so that in a moment the whole place was ablaze. The top floor of the block was used as a dwelling by Gordon Crowe and family. Every person in the building succeeded in getting out, but the contents of store and dwelling were completely destroyed. The firemen worked most energetically, turning their attention to the Jones block and the small buildings in the rear of the burning block. By tearing down one or two of the latter the flames were kept from spreading. The burnt block was valued at $4,500 and was fairly well insured. The stock is valued at $15,000 to $18,000, with fair insurance. Mr. Crowe had a small insurance on his furniture.

Business Changes.

Wetaskiwin, Alta.—The Wetaskiwin Hardware Co. moved this week into their new brick block on Railway Street West. The premises just vacated by them will be occupied by Smith & Co.

Brampton, Ontario.—The Brampton Hardware Co. who have bought out the business of Peaker & Son, have completed stock-taking and have thrown open their doors.

Frobisher, Sask.—Thos. Adair has taken over the hardware business of McKean Bros.

Bassano, Alta.—Pierce Bros. have opened a hardware store in this place.

Hartney, Man.—C. Woodhull has left for Stranraer, Sask., where he assumes control of his hardware business at that point. Before leaving Hartney he was presented with a handsome gold signet ring and locket from the hockey and baseball clubs and citizens.

Kamloops, B.C.—A deal is pending for the transfer of the hardware business carried on for a number of years by W. Hargraves, to Messrs. Wilcox & Hall, of this city, who have secured a short term option on it.

Staff Changes.

J. P. Whitly, head salesman with the Mangin & Egan Hardware, Warner, Alta., has accepted the position of manager of the Gleichen Trading Co., hardware department, Gleichen, Alta.

Personal Notes.

Mr. Cromwell Gurney, vice-president and general manager of the Gurney Foundry Co., Toronto, accompanied by his wife, has gone on the Mediterranean trip. They expect to visit Nice, Florence, Rome and Naples before returning home about the first of April.

J. T. Thomas, of Vickers, Ltd., is sailing with his family for Canada, where he will take charge of the electrical end of this English company's business for Canada. Mr. Thomas will have a permanent office in the building of Lewis Bros.

Ford Thomson, hardwareman of Winnipeg, who is recognized as one of the best trapshots in Canada, is in Prince Albert, Sask.

Weekly Market Report --- Metals

A BETTER FEELING.

There have been no developments in the metal situation, although there is a better feeling manifested with reference to the future. Prices have remained steady.

MONTREAL.

Montreal, Feb. 22.—With the exception of an advance of 25c per hundred pounds in the price of ingot copper, quotations in the Metal Market are undisturbed. There seems to be a scarcity of almost all metals, and users are showing great care and appear to be only buying in small quantities. This would indicate that they are looking for lower prices, but it does not seem that a change of this kind is about to take place, in fact if anything the reverse is the case.

Lead.—Lead is reported to be firm, and a fair amount of business has been done though the market has been a little quieter than usual.

Copper.—Ingot copper is now quoted at $15.25 per hundred pounds which is a rise of 25c. This rise is probably due to a scarcity of supplies which has been noted, and may be followed by further advance if this state of affairs does not change.

Tin.—Tin is again unchanged. No great amount of business is reported and the market has been fairly quiet during the past week.

Spelter.—Scarcity in spelter is again unchanged this week. The demand has been fairly good, and the supplies none too plentiful. Heavy consignments will mark the opening of navigation. Prices remain unchanged and we quote 7¼c.

Iron.—This market has no distinctive features and in fact may be said to have been on the quiet side. A certain amount of buying has been done, but the orders received have not been above the average, either in size or number.

TORONTO.

Toronto, Feb. 16.—Practically unchanged remains the whole metal situation. There is, it is true, a slightly better feeling regarding the future due to the nearer approach of spring, but sales continue at a normal and nominal rate with not one price change to note.

Prices tend to a firmer basis, but there is no immediate likelihood of an advance.

Tin.—This metal is firmly held, with no price change locally. Outside markets have fluctuating quotations from day to day, but the losses seem to be recovered after a day or two of low figures. Last week's cut of ½ cent holds good on all orders booked during the week. Demand has been very fair for tin.

Lead.—Good business is being done at present in lead, and the market is firm on this active demand. Stocks are rather light. Prices are unchanged.

Copper.—The red metal is active and firmly held both locally and throughout the province. The gathering strength of the copper situation has made for better business and for a more satisfactory feeling among holders of copper. Local prices are unchanged.

Spelter.—Spot spelter is still scarce; so much so that there may be a shortage in a few weeks. This is the opinion of one of the men closest to the metal situation in Ontario. Demand is splendid. Buyers are stocking up wherever they can obtain supplies. While prices are unchanged, they are decidedly firm.

Pig Iron.—No change at all has come over the iron situation within the week. Sales are steady and prices are at the old figures. Canadian foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3, Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Plates and Sheets.—There is an excellent demand at unchanged prices. Manufacturing interests are using up large quantities. Stocks are none too great, and in some cases are decidedly light. The whole metal situation is encouraging.

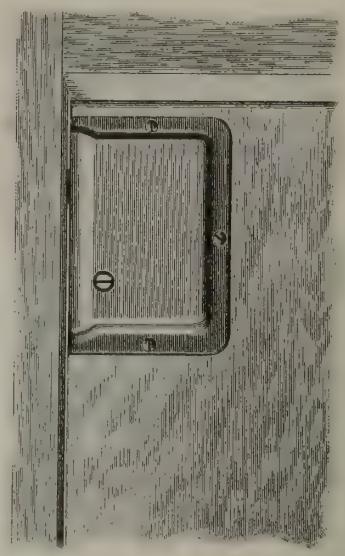
NEW PIVOT CHECK.

The Standard Mfg. Co., Shelby, Ohio, have added to their line of spring hinges the pivot check, for double-acting doors illustrated here.

The cut shows the combined pivot and check as applied at the top of the door to be used in connection with a regular double-acting spring floor hinge.

It is claimed that with the use of this pivot check at the top of the door and a regular double-acting spring floor hinge at the bottom of the door, the result of a double acting checking hinge is attained.

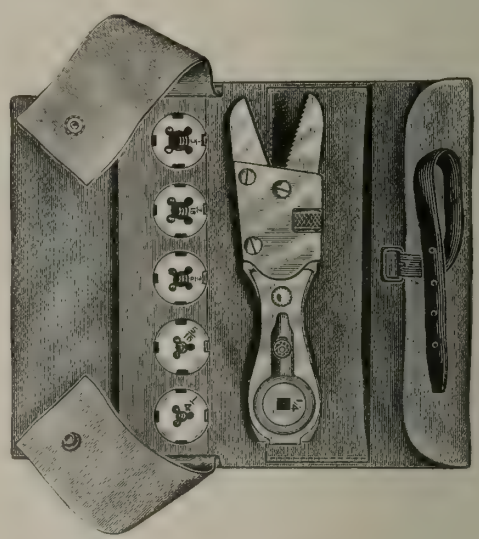
This pivot check is designed for use on doors where the regular double-acting floor hinges are already applied and it is desired to use a check to control the swing of the door. One distinctive feature claimed is that the "standard" pivot check can be used with any make



of double-acting floor hinges, since it can be set in position to bring the pivot in line with hinge post at bottom of the door.

LEATHER ROLLS.

The Star Manufacturiog Co., of Carpentersville, Ill., have introduced a no-



velty in the shape of a leather roll containing sets of Elgin wrenches. These sets are good for show case display.

Among the visitors to the Montreal wholesale houses this week were the following:—M. Lafond, St. Hermas, P.Q.; J. A. Paquin, Ste. Eustache, P. Q.; J. A. Parent, Ste. Claire, P. Q.; J. B. Damour, Ste. Philomene.

Weekly Market Report --- Hardware

NEW DISCOUNTS SET.

The new discounts on dairy and household metal goods now effective are as follows:—

Retinned Stamped Ware—75 and 5 per cent.

Cheese Factory Cans.—35 p.c.

Cheese Factory Trimmings.—20 p. c.

Coal Hods, galvanized and japanned.—35 p. c.

Galvanized Pails.—45 p. c.

Sprinklers, galvanized, plain, japanned.—40 p. c.

MONTREAL.

MONTREAL, Feb. 22.—The hardware market this week does not present any pronounced features except that the steady volume of business has been continued. Satisfactory orders are reported in the different lines for spring delievery both from the Northwest and from the Maritimes. In some quarters it is said that an early spring is looked for, which will probably cause a good many dealers to book their orders earlier than usual.

There is a great confidence as to the future among the trade and the representatives of the various houses state that conditions never looked brighter. The market is firm in tone and no changes in price have been noted.

Builders' Hardware.—No very great movement has been noticed in builders' hardware during the past week, but a few sorting orders have come in. It is still a little early for the big movement in these lines, but prospects for the spring look exceedingly favorable as the building trade generally throughout the country anticipate a busy season.

Spring Lines.—The Northwest is the district which is calling chiefly for spring goods. Large consignments of fencing wire, green wire cloth, screen doors, lawn mowers, hose and refrigerators, have been sent out. The East is not calling quite so strongly for these lines. A continued demand is being shown for sap-spouts, pails and other sugaring supplies. There is a good call for general lines and the shipping departments are busy.

Lumberman's Supplies. — Peaveys and pike poles are now in strong demand and a heavy business is continued in ball and heel calks for early spring use.

Sporting Goods.—Not very much has been done in these lines as it is still a little early. A certain demand has been shown for fishing tackle, but the base ball and lacrosse goods have not yet shown any activity.

Wire.—Wire lines are showing increasing strength. The Western Provinces are buying heavily, while well assorted lots are going out to the east.

TORONTO.

Toronto, Feb. 23.—The weather and the convention are uppermost in the conversation of jobbers, retailers and salesmen this week. The storms have almost completely tied up the mail service and the receipt of orders since Monday has been practically nil. Many of the travelers are up in Guelph, and a great many of those still out on their routes are finding difficulty in getting from place to place on account of the storm.

Orders are of the sorting-up variety. Booking is being fairly well maintained on spring goods, though there is little actual demand for spring stocks as yet. Prices are steady, the market is firm, and the situation generally is satisfactory, if we except the business of these past few days.

Seasonable Goods.—Buying is being confined pretty closely to shelf hardware. Orders received do not bulk very large and are scattered over a vast range of articles:—bolts, screws, latches, locks, etc., with some little cutlery.

Spring Goods.—Demand is steady, though by no means active. Booking continues on poultry netting, staples, wire, etc., but some of it is for future delivery. Shipments are only fair, but improvement is expected from now on, March being usually a heavy month in hardware movements.

Builders' Hardware.—Judging by inquiries this spring should be a bumper one for these lines. Some glass handled knobs are being featured, and fancy locks of elaborate as well as chaste designs are freely shown. There appear to be more of these high-grade articles on show than in any previous season.

Household Goods.—Spring cleaning demands are opening up, and fair calls are being made for tinware and enamelware. Dairy and laundry supplies, too, are beginning to feel an impetus. Booking on summer goods—cream freezers, ice chests, and garden goods has started.

Heavy Hardware.—All sizes of nails are being called for. Some big booking has been done for March delivery. Present sales, though, for immediate shipment call for various sizes for stock and shelf purposes.

Sporting Goods.—There is a lull in business in these goods. Inquiry is being made for basball and lacrosse supplies. The change in weather should be provocative of more retail sales of skates and hockey goods. Booking of hammocks, and croquet, and tennis sundries though somewhat light are beginning to feel more activity.

TORONTO STOVE MARKETS.

Toronto, Feb. 22.—Little stove business is being done locally, or in fact in the East, though the demand in the West has given a briskness to the manufacturers' outlook that cannot but be both cheerful and hopeful. It has, too, had the effect of delaying to some extent the filling of orders received from eastern jobbers and retailers.

The larger centres in Western Canada which usually form the distributing points for immigration are buying and stocking stoves pretty heavily at present against the demand that will surely be made at the break-up of the winter season.

Splendid stove trading is anticipated all through the summer months in the West, for stoves are one article which few homesteaders bring along with them.

Local stove booking is steady, though not much greater than ordinarily. There is, too, some pretty good demand for oil and gas stoves and lamps.

Household range sales have pretty much declined and until spring this line of business will remain inactive. Occasional sales made indicate, however, that it is well to have one or two on hand, and the opening of spring should provoke business among home owners doing their housecleaning, as well as among the newcomers to the country who prefer locating in the East rather than on the farm lands of Western Canada.

Booking for future delivery is the feature of the stove trade at present. Sales are not big, but salesmen say they are quite satisfactory. Sales of heaters are low, scarcely any demand existing.

Hotel and restaurant ranges and labor-saving food preparers are being exploited in greater volume than ever before by manufacturers, and work on these goods is decidedly active. Much of this class of goods is on order, so sales are assured; but there are as well standard sizes and styles which are being made up for handling by the trade in the larger centres.

To Get the Goods is the Problem

That is the Question Which the West Must Solve, Says Winnipeg Manager of an Eastern Stove House—Railway Extension, Immigration, Building Operations, Everything Points to Large Sales—Manufacturers Must Prepare to Meet Big Demand.

When all stove manufacturers are building for the spring—building in the confident expectation that the volume of business this year will be as great, if not greater than that of 1911—the word of a western manager for an eastern firm comes with particular meaning. This man knows the west—knows it from long experience. He knows the east, too, and with this knowledge he says that the great problem this year will not be to sell goods, but to get the goods to sell. To use a slang phase, he "puts it all up to the eastern and western producers.

It was while on a recent visit to the head office of the company which he represents, that this man expressed his opinions. He was speaking in the presence of the general manager. What he said he meant, and what he meant he explained in good concrete illustrations. He showed how the rapid growth of the western provinces creates a great demand for all hardware. He showed how many of the people settling there require complete outfits. He showed how the railways are bringing in a great army of men—men who must be fed and cared for, and who create a large natural demand for stoves, cooking utensls and general lines of hardware. He spoke also of the steady growth of many cities in the west. This man does not seem blinded by the western fever. The dust of the prairie has not dimmed his vision. He sees, or thinks he sees, that some western places are being over-boomed. But he feels that the growth in many instances is genuine, honest, expansion which will continue.

Immigration and its Benefits.

"When you consider the question of sales," remarked this western manager, "you must consider also the question of immigration. Last year about 400,000 new people settled in the far west. That in itself meant a great market, and a market which will be larger this year, for not only will these old settlers want new goods, but there will be new settlers in excess of those who came in last year. Everything seems to point to this.

"Four hundred thousand people in the east would not mean a tremendous volume of trade," continued the speaker. "Here all they would place would be sorting orders. But out there it is not a pot or a pan which is wanted to complete a set, but it is an entire new set. Many of these settlers, you know, come in with practically no personal effects. They intend to buy these upon their arrival, and buy them they do. Moreover, they buy well. There is a class in the towns and cities who buy cheap lines. but the settlers—those coming from the States, and the Galicians and Doukobours, too—buy the very best. It is not an unusual sight to see a Galician purchase a fifty or sixty-dollar steel range, and then a complete set of high grade granite ware. You can see what that means for the western hardware man. It means the sale of sets, where in the east individual pieces are sold. It means that we have to be prepared to fill large orders and to fill them promptly."

Railways Bring Business.

Another point touched upon was that of railways. "The G. T. P., the C. P. R. and the C. N. R. all are to operate extensively in the west this spring and summer," remarked the Winnipeg man. "They have already announced about what they are going to spend. Roughly speaking, the aggregate is some $60,000,000. It does not take a skilled railroad man to see what that means. It will bring many hundreds of men into the country. The principal difficulty the railways will experience, in fact, will be to get the men and to care for them. In the various camps stoves will be needed. Pots, pans and similar utensils will be used. All this will mean great business to the hardware men.

Not Curtailing Volume of Business.

What effect the coming of more railways will have is a question worthy of discussion. Some claim it will narrow the field of the hardware store, and so spoil the revenue. This western manager does not entirely agree with this. "There can be no doubt," he said, "that better railroad facilities is going to result in the growth of more towns. It will result in places which now get trade from a radius of fifty miles having this curtailed to ten or fifteen miles; but that does not necessarily mean that the volume of business done will be reduced proportionately. Take Edmonton, for instance. Since railroad facilities have improved the district served by Edmonton in a retail way has become smaller. Good sized places have grown up to supply the farm wants; yet the business in Edmonton has not declined. The population within the smaller radius now served has grown to more than the proportions of the larger district from which trade formerly came, and in addition a jobbing business is now done with the smaller places surrounding. No, railways will not spoil the business on the whole. They will develop it."

Though stoves and kitchen ware naturally are of primary interest to the western manager of this eastern stove concern, yet he takes notice of all that affects hardware men, for what benefits or injures them tends to benefit or injure his business. He has taken the trouble to estimate the probabilities of trade for Winnipeg, and declares there is practically no doubt that a greater volume of business will be done this coming summer than was done last year. "The building operations have already been estimated as over $20,000,000," he said. "That is about what they amounted to last year, and before the season is over they will likely be considerably increased. This means a big business in builders' hardware. In fact, there can be no doubt that the activity in this line will exceed that evidenced in 1911."

Collections Improving.

Asked about collections—a live question with all manufacturers—this westerner declared that a marked improvement is likely to be shown within the next few weeks. Farmers are now getting their grain away. The railway companies are getting the necessary cars, and though the delay has been unfortunate, the money for the grain is now in free circulation. Retailers are getting their bills paid more readily, and as a result the manufacturers are securing the money for the goods they have shipped the merchants.

It is an optimistic note this western manager strikes. He gives reason for his optimism moreover. As he says, everything seems to point to a good year in the west; and a good year in the west means much to the east.

Weekly Western Market Report

The Favorable Weather Has Had a Good Effect on Trade—General Spring Booking is Now the Order of the Day.

Winnipeg, Feb. 19.—The weather has been so favorable for the past little while that business has felt the impetus of spring demand. Some shipping has started but an active movement is not yet in evidence. A great deal of booking is being done.

General hardware lines are being booked in large bulk. It is quite apparent that a busy spring trade is ahead.

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in.,$5.45 ;1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Sisal, 8½c; Pure Manilla 10¾c; British Manilla, 8½c; Lath yard, 9¼c.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½ ; brass, 77½ ; round head, iron, 82½ ; brass, 72½ ; coach, 67½ per cent.

Terne Plate—I.C., $9.75 ; I.X., $11.75

Tin Plate—I. C., charcoal, 20 x 28, full box, $10.25 ; ½ box, $5.50; I.X., full box, $14.25; ½ box, $7.50; 20 x 39, I.C., full box, $13.50 ; ½ box, $8 ; I.X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½ ; pieced, 25 ; japanned ware, 35.

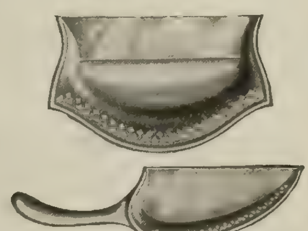
IMPLEMENT ADVERTISING.

Tofield, Sask.—Under the caption, "Hundreds of Dollars given away," R. O. Bird, hardware dealer, is advertising the line of machinery and farm implements that he is carrying. They are advertising the fact that instead of spending hundreds of dollars to call on all the people of that section, they are going to hand that amount of money over to the purchasers of implements.

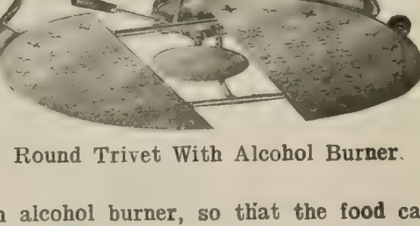
NEW STERNAU GOODS.

Among the recent articles put out by S. Sternau & Co., New York, is a round trivet for the protection of tables from heated plates. The one shown has a diameter of 10¼ inches and an extreme expansion to 14⅝ inches. It is fitted with

Percolating Coffee-Pot.



Long Crumb Scraper and Tray.



Round Trivet With Alcohol Burner.

an alcohol burner, so that the food can be kept hot after it is put on the table.

The second illustration shows one of the latest models of percolating coffee pots.

The third is a new crumb tray and scraper, a feature of which is the extreme length of the scraper.

Methods of Retailing Paints and Varnishes

Interesting Paint Features at Convention

The Paint Department of Bond Hardware Co. Was Well Worth a Visit—Lessons to be Obtained From the Paint Window Displays.

Visitors at the Ontario Convention this week who took occasion to visit the store of the Bond Hardware Co., had an opportunity to inspect a highly commendable paint department.

It is situated to the right hand side on entering the store, some little distance from the front. It is not so far back, however, as to be out of notice. On entering, one's eye is attracted by the large array of paint tins decorating the shelves in that section of the store. The department has an inviting appearance; one might almost say a beckoning look.

The position of the department is indicated on the accompanying plan of the store. It is intended in the near future to extend it to the rear. When this is completed, the capacity will be almost doubled and a much larger stock will be carried. The Bond Co. believe in paint and they are doing their best to make it one of the main departments of their business.

"We sell paint the whole year around," stated a member of the firm. "I cannot say just what methods we have adopted to push sales because we do not take any special steps. We advertise, keep the stock attractive and in evidence and put in window displays. That is the whole secret of success."

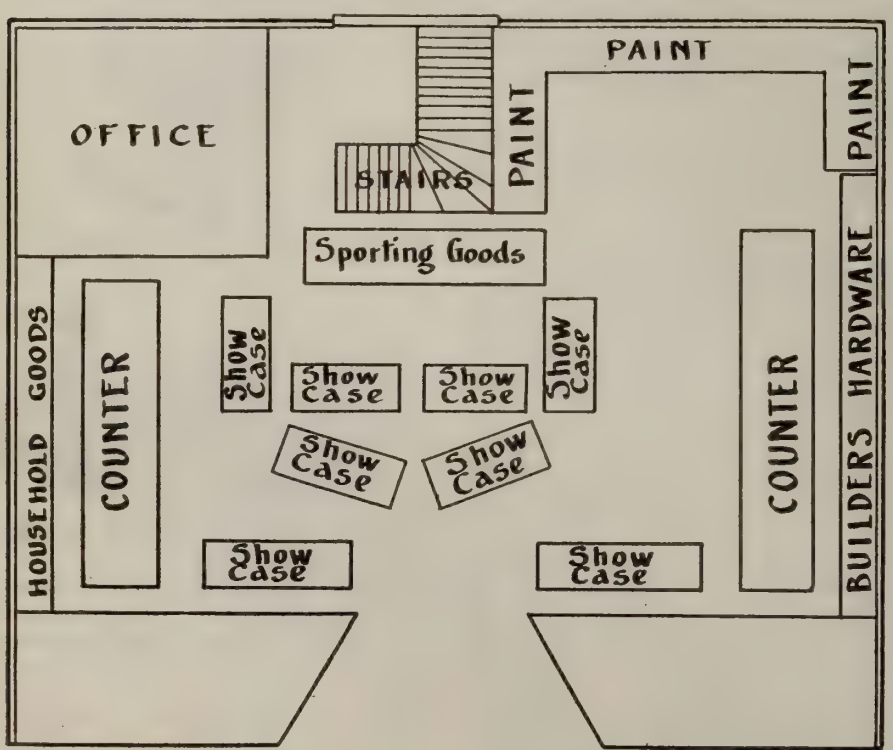
One plan followed by the firm is the placing of a very handsome stand containing color boards at the front on the other side of the store. People shopping on that side are not able to see the paint department very clearly, so the color boards serve the valuable purpose of reminding these customers of the subject of paint.

Some Good Lessons.

It is conceded that, while there are many hardware dealers who show exceptional aggression in their handling of paint, the average dealer is not an accomplished salesman when it comes down to a question of paint. For those who cared to acquire the latest ideas, there were other features in connection with the convention which had a distinct educative value. It was a significant fact that the majority of the windows dressed in Guelph hardware stores for the convention were devoted to paints and varnishes. All of the displays were of a high order and they contained suggestions which might be followed by dealers in planning their own paint displays.

Perhaps the most striking feature in connection with these window displays was the use made of lithographs and printed cards. The best effects can be obtained by decorating the background with handsome colored lithographs, as the success of the displays in question most amply attested. The bare use of a pile of paint tins does not make a good window display. It is probably true that the average dealer has not fully realized the good use that can be made of the lithos supplied by the manufacturers.

The discussion on Wednesday afternoon relating to paint salesmanship resulted in some good points being made. The discussion was not as general as had been hoped, however, few dealers joining in. If the suggestions thrown out were followed—they will be found on another page—we guarantee that good results will follow.



Plan of the Bond Hardware Co. store, showing paint department at rear.

THE B.C. CONVENTION.

Vancouver, B.C., Feb. 19.—British Columbia hardwaremen will hold their annual convention in North Vancouver on March 21. The date and place of meeting were decided at a meeting held this week. After the day's business, the annual banquet will be held at the Palace Hotel in the evening.

Harry C. Martin, of the firm of Martin, Finlayson & Mather, president of the B.C. Hardware Dealers' Association, was appointed delegate from British Columbia to the annual convention of the Ontario hardwaremen to be held in Guelph. He went east on the evening of the 14th instant. While away he will visit several of the large cities in the interest of his business.

MORE TALK OF HARDWARE MERGER.

Montreal, Feb. 23.—It is again rumored that certain parties are once more endeavoring to form a merger of the wholesale houses here. While indications show that there may be some ground for suspecting that negotiations are again being opened up, no confirmation can be obtained. If it is true that plans are being formed, it is not likely that anything will develop for some time.

SEE "M-L PAINT" AT THE CONVENTION

GUELPH, FEB. 19, 20, 21, 22, 23

THE dealer who wants to know the profit-line in paints and varnishes ought to see the M-L Exhibit at Guelph. Here are good paints and varnishes—made to help the dealer by giving his customer wear and service. Come to Guelph. Come, too, and see Maple Leaf Products.

M. L. FLAT WALL, an easy-to-clean wall paint for plaster, burlap or wood, in beautiful interior shades. Sanitary, smooth, and adapted to stenciling.

M. L. PAINT is best-lasting exterior paint, improved during 20 years of careful tests. The kind that helps your business when you sell it. Ready to use.

FLOORGLAZE, a flint-hard glass-like and beautiful floor finish that applies easily, stands wear, resists scratches. Best interior floor finish.

ELASTILITE, an indoor or outdoor varnish that is applied easily and perfectly. You can guarantee it. It gives every satisfaction. A beautiful finish.

In addition, the best thinners and auxiliary lines needed in a fully stocked and up-to-date paint department.

See all these at Guelph.

This is an aggressive concern selling paints, in a helpful way for the retailer. Quality is kept up. Selling aids are given. We believe in giving the retailer the best possible goods, because it builds his business, and therefore builds ours.

New Help for the Retailer

WE have added a decorative service department. It is free for our customers. By it a painter or dealer is told how to decorate any house. He is given shades, quantities, proper materials, stencil designs, stencil colors, to suit any room. This makes such a good job, from expert help, the dealer and painter get bigger local business. We help our customers to decorate right. Send us your problem to Toronto office.

Imperial Varnish & Color Co., Limited

6 to 34 Morse Street., Toronto

Winnipeg: 108 Princess Street

Vancouver: 365 Water Street

Honest! We're too busy at the Guelph Hardware Convention to write ads.

And say, if you could see the enthusiastic Hardware men around the "HIGH STANDARD" EXHIBIT you would surely be impressed of the idea that we must have something of unusual interest.

Better investigate.

Lowe Brothers LIMITED

TORONTO

DAYTON NEW YORK BOSTON CHICAGO KANSAS CITY

Weekly Market Report --- Paints

TRADE STILL LIGHT.

Business has been light during the week. The hardware convention has doubtless had something to do with the tapering off in trade in Ontario and the unfavorable weather conditions have helped.

Prices have remained steady during the week.

MONTREAL.

Montreal, Feb. 22.—Spring shipments are keeping all the manufacturers busy at the present time. Practically every order that is being received just now, calls for immediate delivery, which would indicate that hardware dealers in general intend to be in a position to go right after the paint business, as soon as weather conditions will permit. The markets are unchanged this week. Buyers of linseed oil appear to be watching the market very closely, although it cannot be said that a further drop in the price is anticipated.

Generally all lines are moving well, and the tone of the market is satisfactory.

Turpentine.—Turpentine has been steady: supplies on hand are said to be fairly large. It is not anticipated, from present indications that there will be any marked changes for the time being. The market is firm.

Linseed Oil.—The market in linseed oil has strengthened during the past week, although this has not affected prices. Recent advices state that the price in the Old Country has been raised a little, but nothing of that kind has been recorded here. While it is practically impossible to forecast the direction prices will take, it is not thought that cheaper linseed oil will be obtainable before next May. At present time the demand is not abnormal, although a fair business is reported.

Paris Green.—A good deal of activity in paris green has been shown during the past week, in fact it is said that a surprisingly large number of orders have been received. Manufacturers state that despite statements to the contrary which have been given utterance to, it is not thought that the unrest which at present characterises the American market, will in any way affect conditions here, and that lower prices are unlikely.

White Lead.—Business in this line has been good during the past week, although the spring rush has not yet reached full swing. The market is firm, and prices are unchanged.

Colors.—A firm tone is noted in colors, both in the dry and ground in oil. The good volume of orders being shipped at this time of year, shows that painters and decorators are beginning to lay in stocks, so as to be ready for the spring call.

Mixed Paints.—This is the big line just now, and mixed paint may truly be said to be going out by the car load.

Putty.—Putty has been a good seller, deliveries having been heavy during the past week. There is no change in price.

TORONTO.

Toronto, Feb. 23.—The week started off well, but the stormy weather which developed on Wednesday put a damper on active trading, so that the latter part of the week orders are running light. The Hardware Association convention, too, has taken many salesmen off their routes, so that business generally is rather light.

Prospects for spring trade, however, are good. Building is active, and is pushing forward so rapidly that paints are expected to be in excellent demand from the very commencement of the spring season. Orders already booked show that if the present sales record, which is now in advance of previous years, keeps up this year should be a top-notcher for the paint business in Canada.

No price changes are announced, the market being very steady.

Firmer Turpentine Tendency.

The turpentine situation remains much as it was last week—perhaps a little easier, but slightly firmer than at the opening of February. Latest reports from the South indicate there is a likelihood of the market strengthening. There has been not a llttle snow and plenty of rain in the woods. This has retarded the running of the sap and has also prevented much work being done among the trees. Should there be an early spring new stocks would be delayed reaching the markets.

Prospects are bright for business later on as nearly all jobbers and retailers are carrying light stocks of both turpentine and oil.

Linseed Oil Unchanged.

Prices of oil remain at the old quotations, 94c for raw and 97c for boiled. Orders are light and sales are slow. Stocks are by no means heavy. The market is fairly firm, but none too strong.

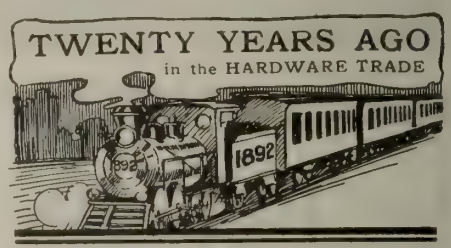
Other Lines Steady.

White Lead.—Quotations remain unchanged. Sales are not very heavy, but considering the season are perfectly satisfactory. The situation on the whole is good with the market firm.

Glass and Putty.—Glass business is confined pretty much to booking of futures, prseent delivery sales being very light. Putty for early spring shipment is good and even present deliveries are fair. Prices are as usual. Standard bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same: Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

Prepared Paints.—Orders have sloped off this week, so many of the travelers being up in Guelph. Business has been good and steady since the commencement of the year. Good spring trading is anticipated.

Varnishes.—All kinds of varnishes and gums are moving fairly well. Coal oils are very active.



The following items are taken from the issue of February 20, 1892:—

"A. C. Leslie & Co., have been appointed agents here for the American Bit Brace Co., Buffalo."

Editor's Note.—A. C. Leslie & Co. gave up the handling of shelf hardware many years ago and now handle metals and heavy hardware exclusively.

* * *

"The fine supplementary catalogue of new goods which the Peterborough Lock Manufacturing Co. have just issued deserves more than a passing notice. As there has been a lot written of late about fine art hardware the retailer no doubt was beginning to look around for some advancement along this line by the Canadian manufacturers, so after a careful survey of the goods shown in this new catalogue the merchant cannot help feeling that they will fill a long felt want."

Editor's Note. — The Peterborough Lock Co. have maintained their position among the leading Canadian manufacturers.

B-H Paint Calendar, size 11½ in. by 8 in., printed in four colors

Mr. T. M. Nash, agent for B-H "ENGLISH" PAINT at Wellington, Ont., writes under date of January 19th, 1912, as follows:

"Am very much pleased with B-H Paint Calendar for 1912, and am sure it will be a big sales help to all B-H Paint Agents.

"I may say that I have been called on by a good many other paint firms trying to get me to take up their agencies, but I would not think of it, for I know that B-H 'ENGLISH' PAINT is the very best made. I can always bank on my customer's paint trade after he buys his first can of B-H 'ENGLISH' PAINT."

This attractive calendar is mailed to all property owners whose names are given us by B-H "ENGLISH" PAINT Agents. This calendar is part of a mail advertising campaign that we will conduct in your territory that will bring paint buyers to your store, and as Mr. Nash states in his letter printed above, "you can bank on your customer's paint trade after he buys his first can of B-H "ENGLISH" PAINT.

B-H "ENGLISH" PAINT is 70% Pure White Lead—30% Pure White Zinc---mixed ready for use with Pure Linseed Oil, Pure Turpentine and dryer and nothing else.

Write our nearest office for complete agency proposition

BRANDRAM - HENDERSON LIMITED

MONTREAL HALIFAX TORONTO ST. JOHN WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay. Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 25 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge		0 21
Rods, base ½ to 1 inch, round..	0 16	0 18
Tubing, seamless base, per lb		0 21
Tubing, iron pipe size, 1 inch base..		0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montres

COPPER

	Per 100 lb.
Casting ingot	15 00
Cut lengths, round bars, ½ to 2 in.	22 00
Plain sheets, 14 oz., 14x48", 14x60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	..	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron "	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel	06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90		2 90
All bright, 52 sheets	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52......	4 45	4 45	4 35
60......	4 70	4 70	4 60
20x28x80......	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.......	4 05	3 80	4 05	4 05
28.......	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch .. $	5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No.1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 50	4 50
Imported pig, per 100 lb	4 60	4 60
Bar pig, per 100 lb	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER. Per lb.

	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—		
I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72x30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80. All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.60 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

GLUE.		Per lb.
French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11½

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¼	0 18¼
Packets, 1-lb., 100 in case	0 20¼	0 20¼
" ½-lb., "	0 22¼	0 22¼
Tins, 1-lb., 100 in case	0 21¼	0 21¼

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)..		1 80
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand	1 60	

CO-OPERATION THAT COUNTS

MINERVA

Paints and Paint Specialties

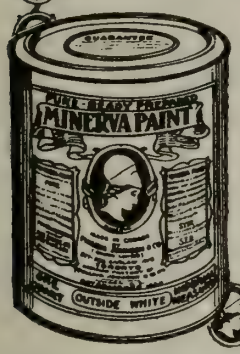
prove a paying line for any wide-awake dealer.

We not only put quality into every can, but the direct support we give in the dealer's interest makes "Minerva" Brand the most profitable line to handle.

We actually create the demand for "Minerva" Paints by our forceful consumer advertising, effective color cards, window trims, counter cabinets, show cards and street signs.

Fall into line with hundreds of aggressive dealers and feature the "Minerva" Line.

Every can guaranteed to contain full imperial measure.



Pinchin Johnson & Co.

(Canada) Limited

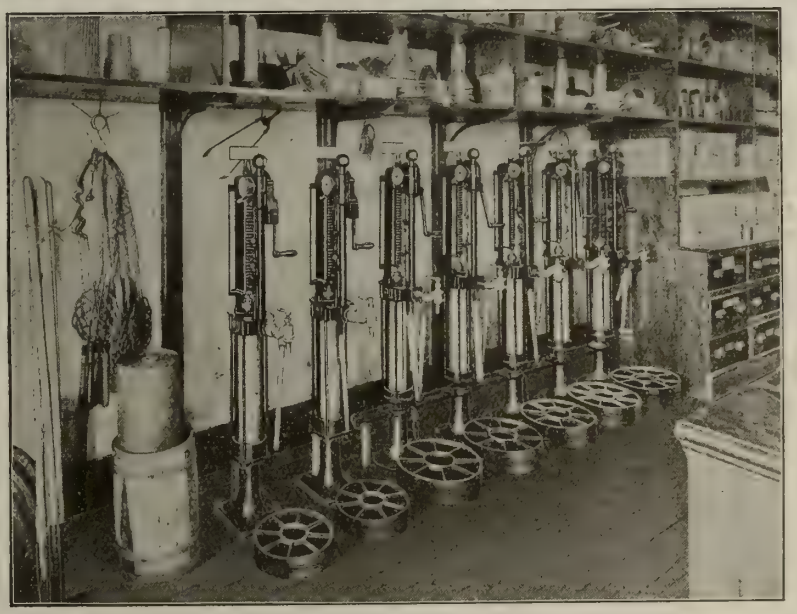
377-387 Carlaw Avenue, - - - TORONTO

Established in England in 1834.

J-50

This Illustration was made from a photograph of a Bowser installation for

Mr. Samuel Hobbs,
1434 Queen St. W.,
Toronto, Ont.



This system handles

Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine

profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 Fraser Avenue

PLASTER OF PARIS

Per barrel............................

PINE TAR

Half-pint tins, per dozen............ 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs.	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

n 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls.	....	0 17½
Benzine, per gal single bbls	....	0 15½
Pure Turpentine, single barrels	0 70	0 73
Wood Turpentine	....	0 60
Turpentine, second run	....	0 60
Linseed Oil, " raw	0 95	0 96
" " boiled	0 98	0 99
Rosin, "G" grade, bbl. lots, 100 lbs.	..	3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
CopaLine varnish	2 25
Granitine " finish	2 25
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	8 75
Everlastic Floor	14 25
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40	2 85
41 to 50	3 25
51 to 60	3 56
61 to 70	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
"Anchor," pure	6 75	6 90
Brandram's B. B. Genuine	7 75	7 90
C.P.C. decorators pure	6 75	6 90
Crown and Anchor, pure	6 75	6 90
Elephant Genuine	7 00	7 15
Essex Genuine (Windsor)	....	6 90
Island City Decorators' Pure	6 75	6 90
Lily Pure	6 75	6 90
Moore's Pure White Lead		6 90
Monarch (Windsor)	....	6 50
Munro's Select Flake White	7 00	7 15
Purity, C. O. Co.'s Ltd	....	6 40
Ramsay's Pure Lead	6 75	6 90
Ramsay's Exterior	6 50	6 65
Sterling Pure	....	6 90
Tiger Pure	6 75	6 90

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz.	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz.	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.).... 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4¾c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz.	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian. 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz..........

ESCUTCHEON PINS

Steel, discount 60 per cent
Brass, 55 per cent

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES

Blacksmiths portable, 135 lbs........... 9 65

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz.	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch....per gross	8 00
" " ½ " "	10 50
" " ⅝ " "	13 50
Leather, 1-inch ..... per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16-in. $10.20; ½-in. $11.40 9-16-in. $13.20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net.	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5........ per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M. R. M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb

CONGO NEVER LEAK ROOFING

How Long Will It Last?

Every buyer of roofing asks that question---"How long will it last?"

That question is important.

We know positively how long Congo will last and are prepared to give every buyer a *real* Surety Bond with every roll of Congo Roofing.

The bond guarantees that Congo, 2-ply or 3-ply, *will last at least ten years*, and the buyer has *absolute certainty* on that point.

This guarantee is issued by the National Surety Company of New York and is enforcible without resort to law and without delay should Congo fail to last the ten years.

The fact that no other roofing manufacturer *can* give a Guarantee Bond like this ought to convince any reasonable buyer that Congo really is the *best* ready roofing made.

We will be glad to send you without obligation on your part a copy of the guarantee and further information.

CONGOLEUM FOR FLOORING AND WAINSCOTING

We should like to send every reader of this Paper a sample of Congoleum. It is fitted for use as a border around rugs, as wainscoting and as flooring. It is a perfect imitation of light and golden oak. Its surface has a high polish. It is unusually durable. The price is very low. Write for samples and further details

UNITED ROOFING AND MFG. CO., Philadelphia, Pa.

Stark, Seybold, Limited, Montreal; Mechanics' Supply Co., Quebec; S. Hayward & Co., St. John, N.B.; Miller-Morse Hardware Co., Winnipeg; E. G. Prior & Co., Limited, Victoria, B.C.; Hobbs Hardware Co., London, Ont.; Fife Hardware Co., Fort William, Ont.

"Presto" BASIN COCKS

Nickel-plated. With china index handle. "A quarter turn gives a full opening." Tail screwed for 1-4 inch iron pipe.

GOOD { METAL / PLATING / FINISH / DESIGN

We can quote you an attractive price. Write Dept. H.

T. McAVITY & SONS, LTD., ST. JOHN, N.B.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.		
Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	....	1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	...	0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

5 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 5 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1¼ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt flaring sap buckets, 35 per cent
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap .... per gross 30 00
Indian snap " 25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter	....	15 00
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Gillette Safety, each	....	8 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety	....	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08¾
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6· feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 15
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb 2 25
Sectional, ½ lb. each, per 100 lbs. 2 40
Solid, 3 to 30 lbs 1 55

SASH CORD.

No 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz.		$5 00
" iron, per doz.		4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymonr's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES

Poultry netting, 100 lbs.	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 62
7 inch " " 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 22
7-inch " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 90
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	80
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash & hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

RAMSAY

Since '42

this name has stood for the best that there is in PAINTS.

Be an agent for

Ramsay's Paints

and get the benefit of this reputation.

A. Ramsay & Son Company

MONTREAL

PAINT MAKERS SINCE '42

A. McBRIDE & CO., Limited
CALGARY.

REVILLON BROS., Limited
EDMONTON.

BOGARDUS, WICKENS, BEGG, Limited
VANCOUVER.

Moore's House Colors

represent the highest development arrived at in modern paint making.

TO THE CONSUMER—their use means greater economy of labor and material, better protected value and higher class results throughout than can be obtained with any other paint.

TO THE DEALER—The sale of MOORE'S HOUSE COLORS means a live, growing profitable trade such as follows the handling of all articles of general merit. Write us for sample cards and prices. Remember T—45.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK CHICAGO CLEVELAND

LET EVERY PAINT CUSTOMER BE A SATISFIED ONE

BY SELLING HIM

Stephens

Pure Ready Mixed PAINT

This paint is made from the Highest Grade pigments which are combined with Pure Manitoba Linseed Oil.

We use only the latest and most up-to-date mills and mixers and can produce a high quality paint at a remarkably low price.

Better get our agency proposition at once. Let us help you increase your paint sales.

Color cards and prices on request.

"GIVES TONE TO THE HOME."

G. F. STEPHENS & CO.
LIMITED

WINNIPEG - - - - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

ARTICLES FOR SALE

FOR SALE—SET TINSMITH TOOLS, ALSO a safe; will sell squaring shears separate. H. S. Grant, Moose Creek, Ont.

BUSINESS CHANCES

FOR SALE—HALF INTEREST IN FURNITURE and hardware store in best town in Southern Alberta. Doing a cash business; profits for last four months over $4,000; building 25x100, in good location. Two railroads to build in town this year. Must sell on account of health. Box 633, Hardware and Metal, Toronto. (8)

FIRST-CLASS HARDWARE, STOVE, TIN, granite and general jobbing business. Established 30 years; doing splendid business; stock reduced to $5,000; $2,500 will handle; yearly turnover $20,000. Fine store, the best stand in the place, fine farming country. This business will stand the closest inspection. At rate on the dollar. Wish to retire. D Ferguson, Teeswater, Ont. (2tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

LIGHTING SYSTEMS

LIGHT THAT HOME OF YOURS BY Acetylene. W. F. Earl, Athens, Ont., will tell you how. (9)

SITUATIONS WANTED

WANTED POSITION BY HARDWARE clerk. Six years' experience in hardware stores and tinware. Box. 636 Hardware and Metal, Toronto. (10)

WANTED—POSITION AS HARDWARE salesman; eight years' town and city experience; young man; good stock-keeper; total abstainer. Apply Box 635 Hardware and Metal, Toronto. (8)

WANTED — POSITION BY HARDWARE clerk with 4 years' experience, total abstainer, can furnish best of references, and give good reasons for being out of employment. Box 631 Hardware and Metal, Toronto.

WANTED — SITUATION IN WESTERN retail or wholesale hardware. Four years' experience, good commercial training; knowledge of hardware, furniture, harness, wallpaper. Willing to invest, if satisfactory. Box 632 Hardware and Metal, Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

STORAGE

STORAGE, VANCOUVER, B. C.—STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 329 Railway Street, Vancouver. (14)

SITUATIONS VACANT

TINSMITH, WHO CAN ALSO DO PLUMBing, must be good all round man, estimator, and capable of taking charge of work and men. State wages. Box 382, Orillia, Ont. (9)

TINSMITH WANTED — MUST BE ALLround tinner and furnace man. Clerk in store spare time. Temperate, hustler, good wages. Start work April 1st. Geo. A. Laugtry, Tessier, Sask.

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—YOUNG MAN, WITH SOME hardware experience (Experienced man preferred) to act as clerk in hardware store, apply, stating experience, age, and salary expected to Glover Bros., Windthorst, Sask. (9)

WANTED—TINSMITH WITH ONE OR TWO years' experience, who wants to finish his trade. Must be able to do eavetroughing and assist at furnace work. Good job for right man. State wages. Box 634, Hardware and Metal, Toronto.

WANTED — EXPERIENCED HARDWARE salesman, must be good stockkeeper and window dresser. Would prefer one who understands French. Apply, with references, and state salary expected, to the George Taylor Hardware Co., Ltd., New Liskeard, Ont. (8)

WANTED—A FIRST-CLASS STEAMFITTER and plumbers' foreman to take charge of a shop, one who can figure, draw heating plans, estimate on all kinds of work and also manage men. To a really good man the best of wages will be paid. None but one who will take an interest in his work need apply. Enclose testimonials and state experience and salary to The Manville Hardware Co., Prince Albert, Sask. (7)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms —real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS — ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

MISCELLANEOUS

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

BE PREPARED!!

Remember the story of the wise ladies. But instead of having your lamps full of oil, see that your

Shelves are Full of Paint

when the customer comes.

Don't put off, but send in your orders for

JAMIESON'S

Pure Prepared Paints

Brands
Crown and Anchor
Island City
Rainbow

We'll arrange satisfactory terms.

YOU CAN'T MAKE ANY MISTAKE

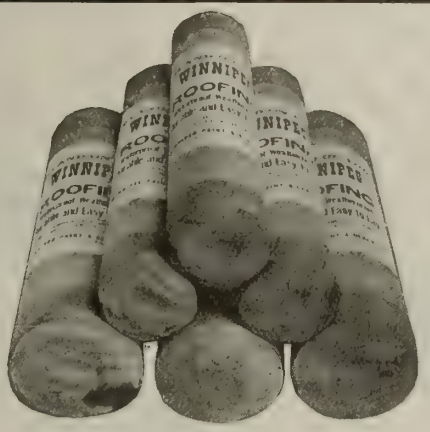
By the way, this is the last week for us to receive customers' mailing lists.

DON'T WAIT! DO IT NOW!!

R. C. Jamieson & Co.
LIMITED

ESTABLISHED 1858

Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancouver



WINNIPEG READY ROOFING

Waterproof
Weatherproof

Made of the highest grade of wool felt, thoroughly saturated with non-drying gummy compound that remains soft and pliable in the extremes of temperature and is absolutely waterproof.

Samples and directions for laying on request

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG CALGARY EDMONTON

Genuine satisfaction is assured to every user of

NEW ERA PAINT

because it lasts longer, covers more surface and holds its color better than any other prepared paint.

Is not this the article you can handle with pleasure and profit? Write for our prices; they will interest you too.

Standard Paint & Varnish Co.
LIMITED
WINDSOR ONTARIO

Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

Glidden

Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

Why should you deal with Glidden?

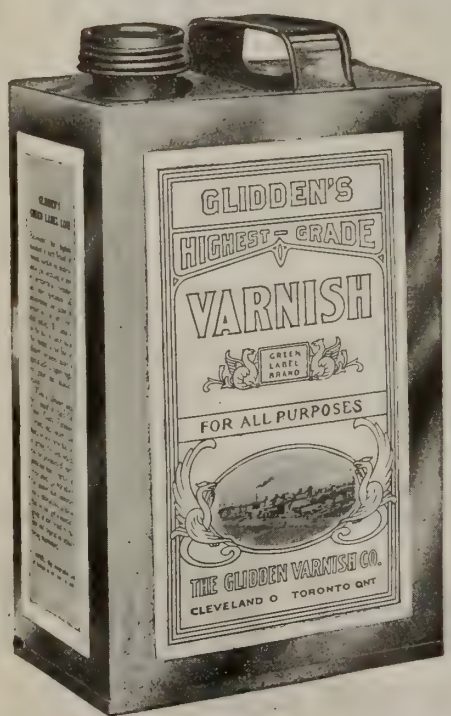
There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months' - five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?

We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.



We are giving this challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohio TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

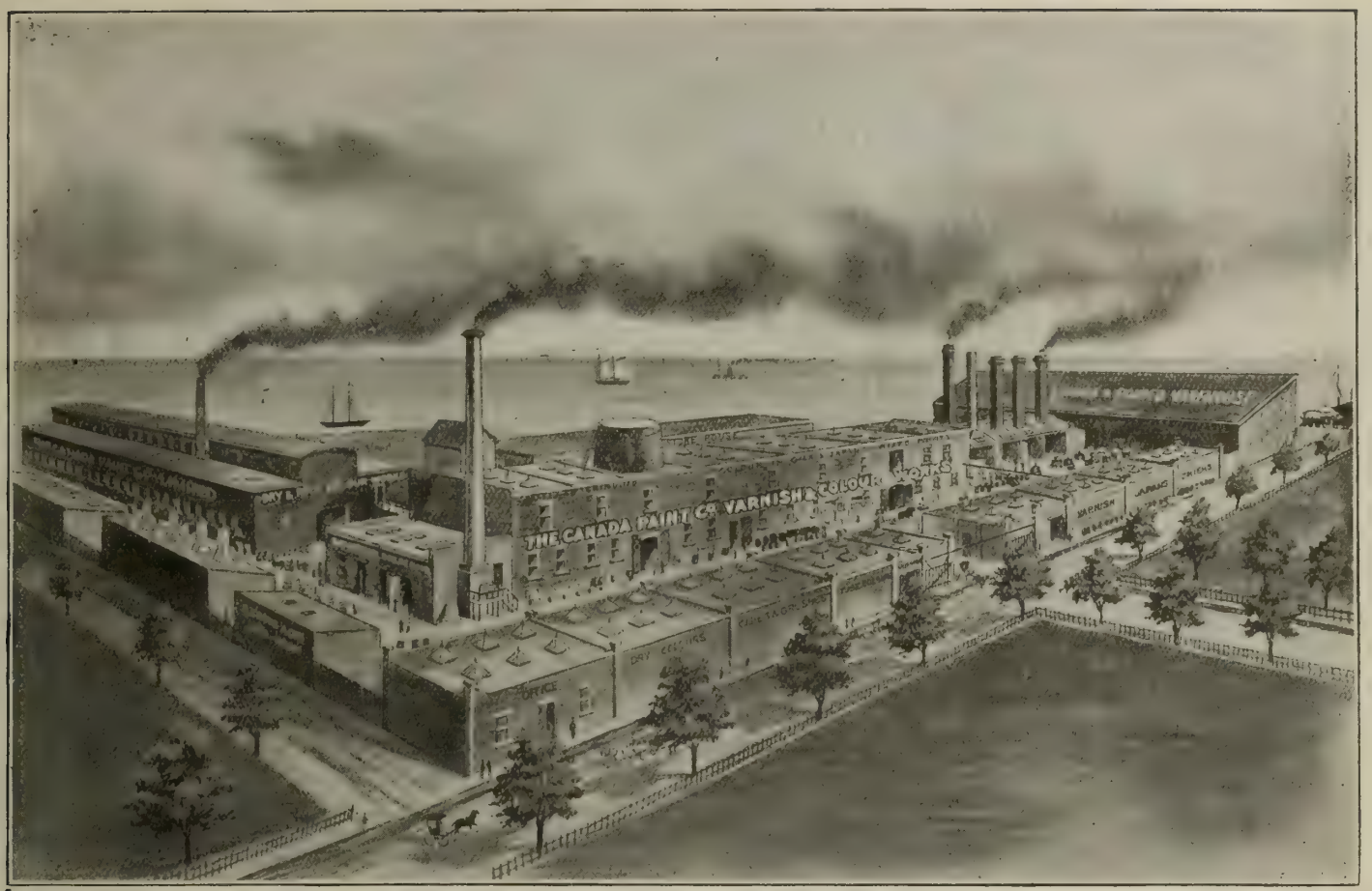
THE GLIDDEN VARNISH COMPANY.
Toronto, Ont.

Gentlemen:

Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....



TORONTO FACTORY

Let Your Business Grow With Ours

The Canada Paint Co. is one of the oldest manufacturers of paints, varnishes and colors in Canada. C. P. products have been sold for nearly half a century, and every year of that time has been better in sales than the previous ones. The growth in the demand has been continuous. So has the increase in number of dealers handling C.P. products. The C. P. selling plan is simple and is aimed at the largest market—to meet the demand for a complete line of reliable finishes that can be sold at popular prices, and pay you a good margin of profit. As a trade winner, this plan is a proved success in all localities. C. P. products satisfy the consumers, and the C. P. selling plan pleases the dealers. It takes three big factories in Montreal, Toronto and Winnipeg to keep up with the sales. This business is still growing, and the trade of C. P. dealers is growing with it.

THE CANADA PAINT COMPANY

LIMITED

MONTREAL TORONTO W NNIPEG

A COMPARISON

KALSOMINE

is a compound of whiting, glue and color that has to be mixed with boiling water—involving extra labor and trouble. When it has been on walls and ceiling a little time it decays and begins to rub and scale off, and has all to be washed or scraped off when the room is to be done over again.

ALABASTINE

is a cement, made from crystalline alabaster rock. It hardens on being applied to the wall and will not rub off. Add cold water, stir, and it's ready. No bother, no waste of time. And when the room is to be done over again you just put one coat over the other. No scraping or washing needed.

AND A MORAL

ALABASTINE is the only pure, permanent and sanitary wall coating. Your trade want it. No substitute will sell so readily. Remember the Spring rush and order NOW, direct or through your nearest jobber.

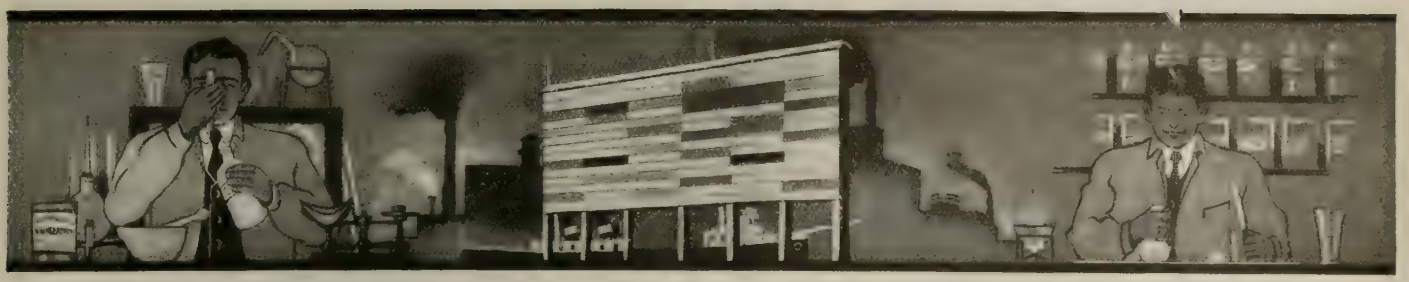
THE ALABASTINE CO., LIMITED, PARIS, ONT.

Sterling Prepared Paint

It is "Sterling" Quality at a Reasonable Price

CANADIAN OIL COMPANIES LIMITED, TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA



Why do the Martin-Senour Paints bring customers back?

See what we are doing to keep up their quality, then answer that question for yourself.

Our chemists test all Linseed Oil and Dryers before they go into our storage tanks. If they do not test perfectly pure they are rejected. This protection for the dealer takes a slice from our net profits, but we have found it pays in the long run to co-operate with him by looking out for his interest.

The finished product is thoroughly tested to withstand the bite of inclement weather — to defy the destroying elements of sun, rain, and the gnawing tooth of time.

Martin-Senour Paints are not merely a mixed compository, but they are paints that are built upon a scientific basis — to render a given amount of service.

Permanent Color is just as important to the dealer as the durability. Even though the paint may protect the surface, if the color fades the property owner thinks the paint has lost its protecting qualities. Every shipment of dry colors is carefully tested — if it comes up to the standard it is passed on to the mills, otherwise it is rejected.

We believe you can now guess the answer very easily.
Don't you think this protection is a feature that deserves your worthy consideration, and is a very good asset to your paint business?
We also have an advertising campaign that sends you *new customers.*
Let's hitch together, we'll make a good team.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

MONTREAL **CHICAGO** **WINNIPEG**

DO NOT DELAY

Now is the time to decide. How about that stock of DOUGALL VARNISH? How are you going to meet that demand for a really good varnish that is bound to arise?

A really good varnish—that's DOUGALL'S. DOUGALL VARNISH is the varnish that has built a reputation for itself as being the very best made.

The varnish that will not crack and peel off.
The varnish that is smooth and easy to use.
The varnish that covers the most surface per gallon.
The varnish that looks good and is good.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL CANADA

Associated with Murphy Varnish Co., U.S.A.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Canadian Representative
GEO. H. SAYWELL,
Hammond Bldg., 61-3 Albert St., Winnipeg
Also Agents at Toronto, Calgary, Vancouver and Saskatoon

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE

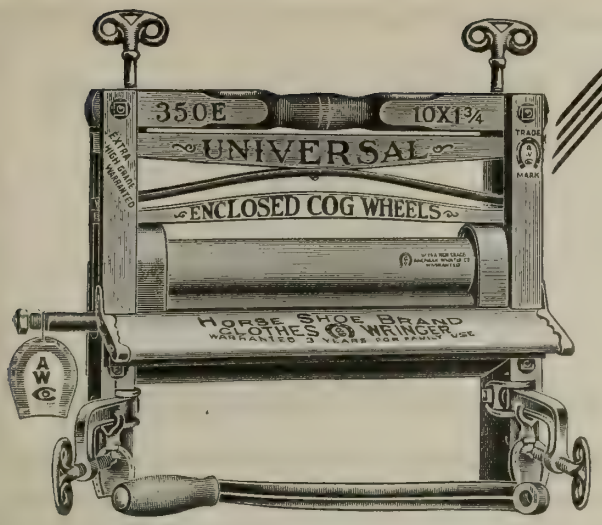
MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

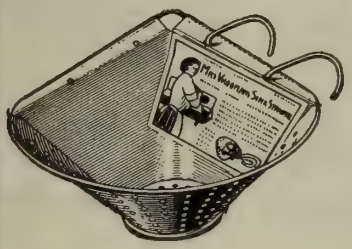
We are the Largest Wringer Manufacturers in the World

We have the very best facilities for turning out goods of the highest quality.

Our wringers are very attractive; and, if placed in a prominent position, they are certain to PULL TRADE YOUR WAY.

Write for catalogue No. 9 which contains cuts and descriptions that will be of great interest to you.

The American Wringer Co. New York



Sell Our Reliable KITCHENWARE And Secure PERMANENT CUSTOMERS.

Mr. Dealer, we started business with ONE satisfied customer---now we have THOUSANDS.

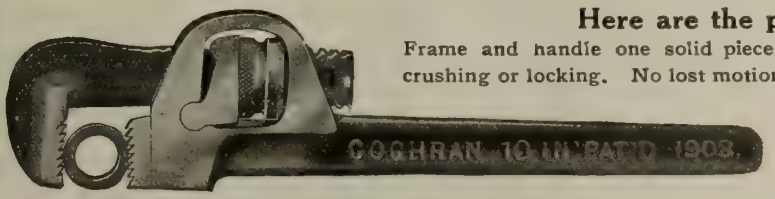
Our great success has been due to the manufacture of quality goods---goods that are neatly designed and constructed for durability and convenience.

YOUR business will also increase if you give our line a boost in your vicinity.

Write for catalogue on kitchenware and other household necessities.

Andrews Wire Works of Canada, Ltd., WATFORD, ONT. ROCKFORD, ILL.

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a **wrench** show.



Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.

Proof against all side-pull injury

Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

Our No. 651 Pullman Sleepers

Have you one of these carriages in stock? This is a good one and the price is right.

Write for Catalog.

GODERICH WHEEL RIGS, LIMITED, GODERICH, ONT.

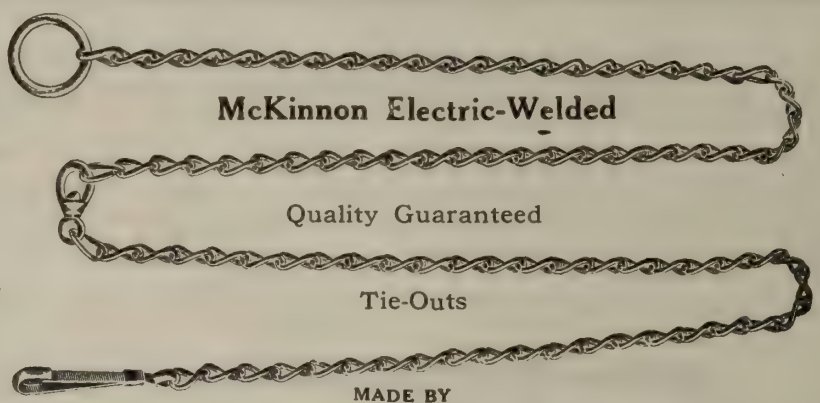
BUTTERMAKERS DEMAND

THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.

David Maxwell & Sons, St. Mary's, Ont.

Made in Canada



Sold by Jobbers

McKinnon Electric-Welded

25% More Weld, More Strength, More Wear

Quality Guaranteed

Tie-Outs

25% More Orders, More Sales, More Profit

Office: Buffalo, N.Y.

MADE BY

McKinnon Chain Company

Factory: St. Catharines, Ont.

Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices; also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

The Western Union Telegraph Company decided to supply all operators with typewriters. A Commission of eight expert Mechanical Engineers were appointed to examine into the merits of the best machines.

After a thorough investigation and comparison of all machines, in which each was subjected to the most severe and exacting tests, this Committee reported in favor of the Underwood.

10,000 New Underwoods Purchased At One Sale

The entire organization of the Western Union Telegraph Company will now be equipped with Underwoods. The order calls for 10,000 new machines—the largest purchase of typewriters ever made in history. The Underwood is the

WORLD'S BEST TYPEWRITER

It is made in many different models, for many different classes of work. It is the machine you will eventually buy.

United Typewriter Co., Limited, 7 & 9 Adelaide St. East, TORONTO
And all other Canadian Cities.

GLASS

of Every Description for Buildings

Have you placed your Import Order for GLASS?

Obtain our Prices.

Quality and Delivery GUARANTEED.

Prompt Shipment.

Stock Orders Write Us.

HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Montreal, Dec. 4th, 1905
J. W. Harris Mfg. Co., Ltd.
Montreal, Que.
Gentlemen:
It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction.
The smoke which we used to have in the house has completely disappeared, owing to the good work of your "Zephyr" Ventilator.
I remain, gentlemen,
Yours truly,
T. A. GAUTHIER,
128 St. Elizabeth St.

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

"ONE MINUTE"

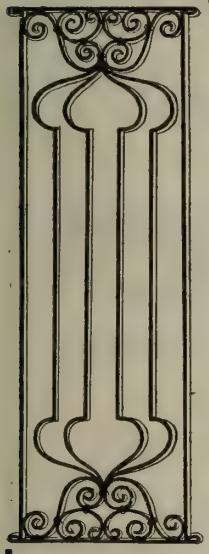
Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line

ONE MINUTE WASHER CO., - TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta

CANADA STOVE & FURNITURE CO., Montreal



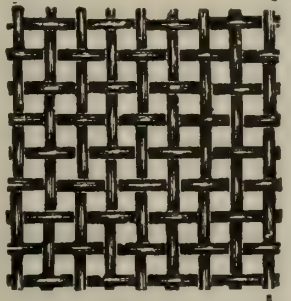
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

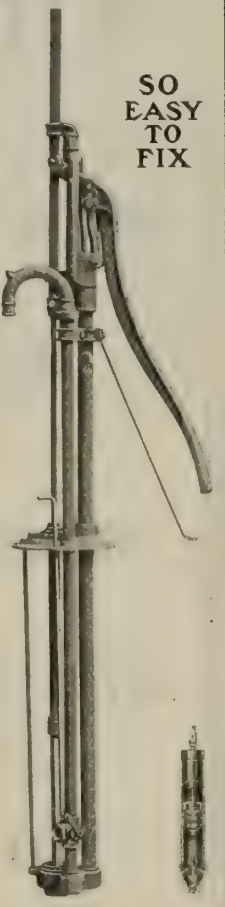
Canada Wire and Iron Goods Company

HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

50 Red Jacket PUMPS
REPLACE 50 ORDINARY PUMPS

EVERY Canadian Dealer should know that a great and well-known Canadian Corporation, after constant and painstaking experiments, adopted Red Jacket pumps—found them the most practical and satisfactory of all pumps for their farm installations—found that they cause less trouble, work twice as easy, are quickly repaired—have all the advantages of the best pumps procurable, with many exclusive and decidedly desirable features all their own. Hence they recently threw out 50 ordinary pumps and installed 50



Red Jacket
SO-EASY-TO-FIX PUMPS

Pumps of that character—of that quality—are the only pumps for your customers. They are THE PUMPS for YOU to sell. They always satisfy, and they bring back a GOOD PROFIT to you.

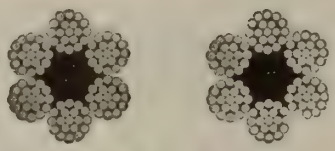
DISTRIBUTORS

ROSS BROS., LIMITED, - - Edmonton
METALS, LIMITED, - - - Calgary
CANADIAN FAIRBANKS CO., Winnipeg
CANADIAN FAIRBANKS CO., Saskatoon

Ask your nearest jobber for catalogs, prices, discounts—for complete information. Or write us. We'd like to tell you why and how Red Jackets do what we claim for them—why it will pay YOU to sell them.

Red Jacket Manufacturing Co.

DAVENPORT, IOWA



GREENING

Wire Rope

FOR

Hauling Threshing Machines

AND

Moving Buildings

Hay Fork Ropes, Etc.

We manufacture all kinds of wire rope for all purposes.

Wire Rope Fittings

Wire Rope Grease

The B. Greening Wire Co.

LIMITED

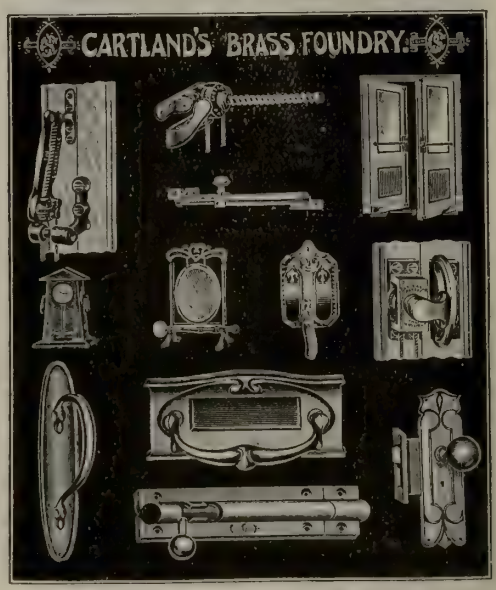
HAMILTON, ONT. MONTREAL, QUE.

JAMES CARTLAND & SON

BIRMINGHAM, ENGLAND LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office



Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Our new Catalogue, 1911 edition, fully illustrated, mailed free on Application to wholesale Hardware Merchants.

ORDER NOW

This is the time to place your orders for;—

"ATLAS" Flint Paper

"ATLAS" Garnet Paper

"ATLAS" Emery Cloth in Rolls

FOR FACTORY AND MILL USE

ALSO

"ATLAS" Emery

All guaranteed for Strength, Durability and Flexibility

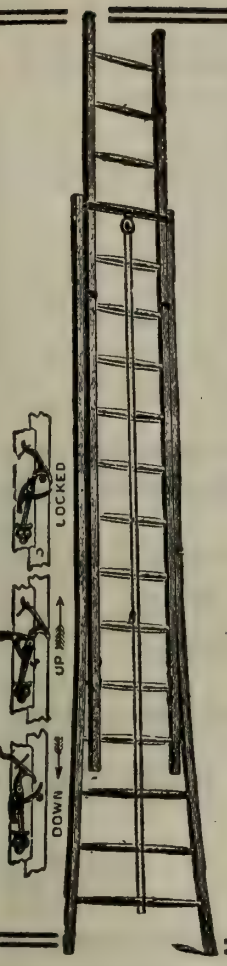
THE LONDON EMERY WORKS CO.

LONDON, ENG.

CANADIAN REPRESENTATIVE:

W. FRANK MURPHY

St. Francois Xavier St., - - - MONTREAL, QUE.



An Easily Operated, Strong and Serviceable ROPED EXTENSION

LADDER

It is the safest and most convenient ladder for painters and contractors as it can be adjusted to any height required. Has automatic hooks that lock every round and unlock between the rounds.

It is made of clear yellow pine and rock-elm rounds and can be easily converted into two ladders.

In all it is constructed to meet the requirements of a high grade ladder and never falls short of what we claim it to be.

Send for Catalog "B" and prices.

The Stratford Mfg. Co. Limited

Stratford - - Ontario

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the Highest Standard Lampblacks for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

Best Files for Every Purpose

are Nicholson-made Files. We have the machinery, the methods and the steel that a specialized file-making experience of nearly fifty years proves to be the best. Nicholson-made Files have come to be the standard of file quality all the world over. These are the well-known factory brands made by the Nicholson File Co. in Canada:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Live Hardwaremen throughout Canada find it very profitable to push some or all of these lines as their specialties in files. Try it. Your jobber can supply you.

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.

NOW

is the time to lay in your stock of

Automatic Hand Sprayers

and be ready for the demand which is increasing every year.

We Give Spring Datings.

Our machine will run automatically for 6 to 10 minutes and is the handiest and best at the price on the market.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO

STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

THE
HANDY HAME STRAP
NEVER SLIPS

DO YOU SEE THAT HOOK?

It withstands the extra wear at this point and prevents slipping when being pulled up. (Loose Hames mean sore shoulders.)

MR. HARDWAREMAN:

This is a profitable little specialty.
If your jobber does not handle them send direct.
(We also make the regular harnessmakers' sewed hame straps.)

G. L. GRIFFITH & SON, (The Halter People)
MELBOURNE - ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	*HEAD OFFICES*	*WINNIPEG*
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Prompt delivery from stock

Tallman Brass & Metal Co.
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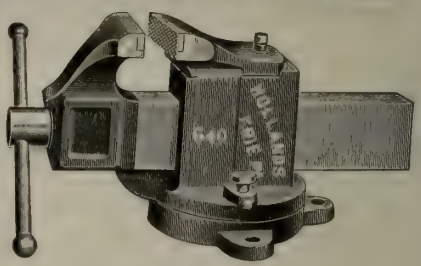
HOLLANDS VISES

have been used exclusively for a quarter of a century by many leading industrial and railway shops in Canada and U.S.A

Each style is adapted perfectly to its particular work.

Catalog Sent on Request.



Filers' Vise with Swivel Base and Jaw

Hollands Mfg. Co. - - Erie, Pa.

Turpentine Producers' Agency

TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.
Warehouse: MacDonnell Ave. C.P.R. and G.T.R. Sidings

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Office: Main 4391
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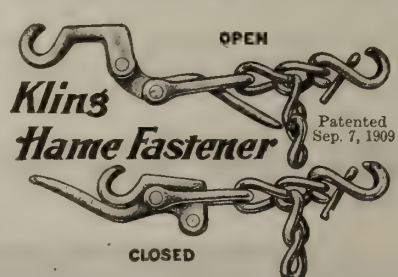
No Horse Can Break the



Makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

The National Safety Snap Co., Inc., Dept. 33, Wilmington, O., U.S.A.
Sole manufacturers of the Klingsnap and Kling Hame Fastener.
D. C. Ross & Co., 172 King St., West, Toronto, Ont.
Canadian Distributing Agents

Mr. Dealer:

You surely want to advertise your business. One way is to sell "Utica" Pliers. They will satisfy your customer, and he will **COME BACK** and keep coming.

"The Plier that Fits the Hand."

Let us send you some **FACTS.** "A post card **TO US TO-DAY** means business **TO YOU TO-MORROW."** Every "Utica" Tool guaranteed.

"Money back if not satisfactory."

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE AGENTS FOR CANADA

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

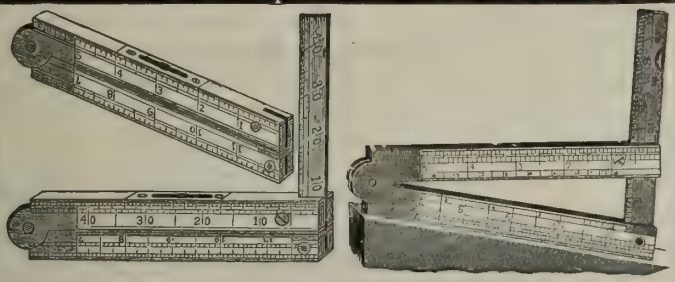
CARDED

Scissors and Pocket Knives

We carry in stock a large and complete assortment of Ladies' Embroidery Scissors in assorted sizes on very attractive cards. Also a line of Pocket Knives in 1 to 4 blades, Stag, Bone, Pearl and Horn Handles, for ladies, men and boys, in all shaped blades. Packed half and one dozen on cards.

Prices furnished upon request.

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL



STEPHENS' PAT. COMBINATION RULE

Level, Square and Slope Level, etc., etc.

A Fine Tool.

THE CHAPIN-STEPHENS CO., UNION FACTORY

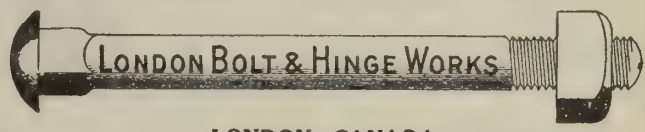
PINE MEADOW, CONN., U.S.A.

Pole Line Hardware

CROSS ARM BRACES
POLE STEPS
SQUARE WASHERS
ROUND WASHERS

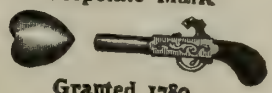
MACHINE BOLTS
CARRIAGE BOLTS
NUTS, ETC.
Plain or Galvanized

We Galvanize by the HOT DIP Process



LONDON, CANADA

Corporate Mark



STAMPED ON THE ***GENUINE ARTICLE***

Granted 1780.

Jonathan Crookes & Son

Sheffield, England

PEN, POCKET & SPORTING KNIVES, RAZORS, &c.

For Sale by Leading Wholesale Houses

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited

WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Glues, Gelatine, Size, etc.

When in the market for these lines, send for our quotations.

Or better still, send for them now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs., England**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

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Bell Phone 2033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET - QUEBEC

CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

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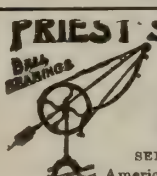


PRIEST'S CLIPPERS
BALL BEARINGS
THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

COAT HOOKS.

Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID
Perth, Ont.
Ask Your Jobber

EMERY WHEELS.

Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

SPRAYERS.

COLLINS SPRAYERS—SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, esp cially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufncturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.

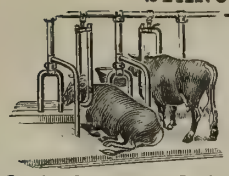
BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

STANCHIONS.

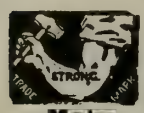


O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of eing made of high carbon U Bar steel and no oints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.
CHICAGO, U.S.A.

Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog.

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

METAL POLISH.

DIAMOND CLEANSER

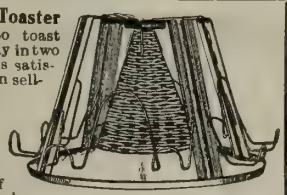
MAKES EVERYTHING GLITTER

Discount to jobbers. ½ and 1 pint sizes.
Requires no shaking. Will not discolor.

JOHN C. WILSON COMPANY
354 Wellington St., OTTAWA

TOASTERS.

Jim's Wire Cone Toaster enables the user to toast five slices beautifully in two minutes and always satisfies. It is a certain seller--write for prices.



HARKINS & WILLIS
ANN ARBOR, MICH.

Henderson & Richardson, Sole Canadian Agents, Bd. of Trade Bldg, Montreal

Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

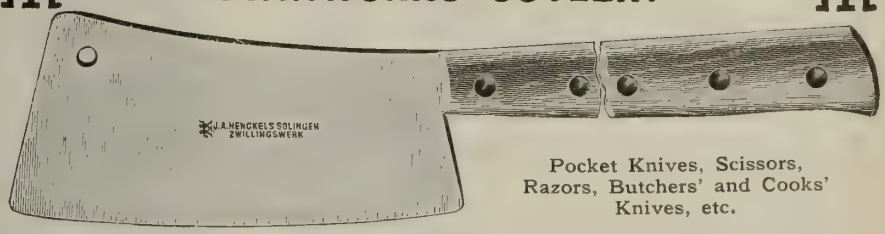
Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

J. A. HENCKELS

TWINWORKS CUTLERY

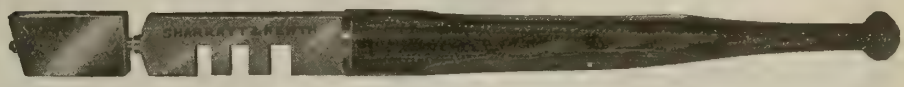


Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

Sole Agents: F. W. LAMPLOUGH & CO., 9 DeBresoles Street, Montreal

Sharratt & Newth's Glaziers' Diamonds

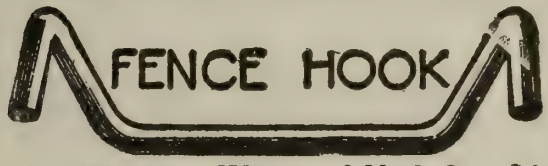
are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME"

are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

IT WILL PAY YOU

to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.

BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from

MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

Why Don't YOU Supply The Architects In Your Vicinity With

ROGERS' Portland Cement?

This is a standard Portland Cement that is specified by most architects as it is beyond comparison with other brands in strength, purity, evenness of set and durability.

You can sell this cement at such an attractive price that the architect will find it cheaper to buy from you, as it will eliminate a great deal of lost time through long distance hauling from larger dealers.

The many repeat orders that we are constantly receiving prove that this cement has real merit and is giving complete satisfaction.

Our prices are right. Try us for quick service.

ALFRED ROGERS LIMITED

28 WEST KING STREET, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

"MONARCH" WIRE FENCE

If you have a call for a cheap bush or portable fence we can supply a "Monarch" perfectly adapted to this need.

The "Monarch" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs.

Every wire is No. 9 hard steel, and well galvanized.

The "Monarch" has the best Ring Lock in Canada, and cannot slip nor come loose.

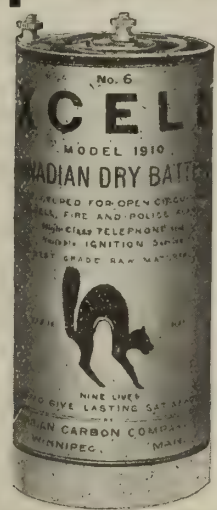
It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices.

The Owen Sound Wire Fence Co. Limited

OWEN SOUND - - - ONTARIO

WESTERN DEALERS



Our advertising campaign is now in full swing. It's going to bring orders right to your store.

Be ready! Any Western jobber can fill your orders from fresh stock.

X CELL DRY BATTERIES

"The cell you're safe in selling"

will give your customers highest satisfaction.

We believe that's what you want.

CANADIAN CARBON CO., LIMITED

WINNIPEG

BUILDERS' HARDWARE

MAY & PADMORE LIMITED

BIRMINGHAM - - ENGLAND

STORE DOOR SETS

UNLIMITED RANGE OF DESIGNS

D 202 D 203 D 204

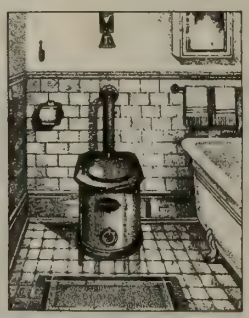
WRITE FOR PARTICULARS OF COMPLETE LINE OF BUILDERS' HARDWARE TO

THOMAS W. KIRBY

48 Yonge St. Arcade .:. .:. TORONTO

Sole Canadian Agent. PHONE MAIN 6706

Sell Parkyte-Here's Why!



1. It's guaranteed to satisfy your customers.
2. We're advertising to consumers—STRONGLY.
3. YOUR locality will buy many.
4. You make large profits.

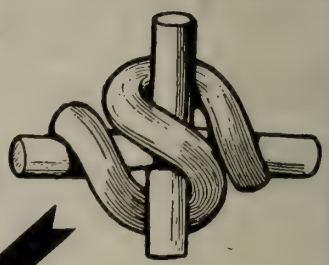
The PARKYTE Sanitary Chemical Closet is by far the best for you to handle. Write Winnipeg office for handsome catalogue and full particulars.

PARKER-WHYTE, Limited

WINNIPEG TORONTO VANCOUVER

The "IDEAL" FENCE

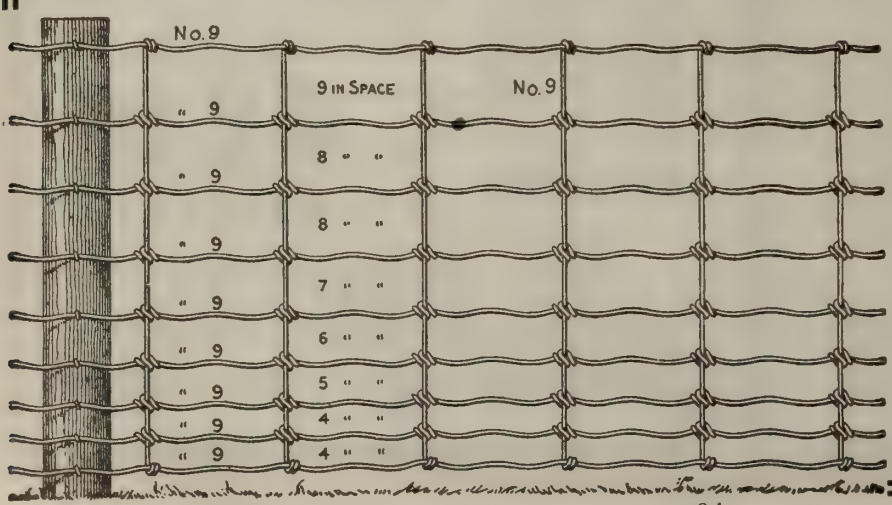
is an effective Trade-Winner



The reason that there are more miles of Ideal Fence sold in Canada annually than any other make is not due to salesmanship or to advertising, but is due to the merits of the fence itself—to the quality of material and workmanship—to the protection it affords—to the service it renders and to our many satisfied customers throughout the Dominion.

QUALITY FIRST—LAST—ALWAYS

is what has made "Ideal" so popular. Ideal Fence is made exactly as represented and the price is always right. Send for our catalogue and price—then go after the farm trade.

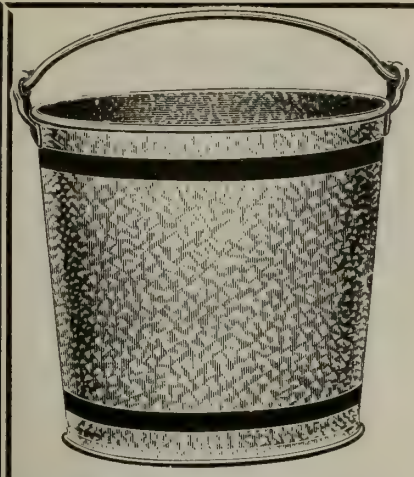


"IDEAL" PRODUCTS:
Staples, Diggers,
McCloskey Grips,
Farm and Stock Gates,
Fence Stretchers, Tools,
Barb Wire, Coiled Wire,
Ornamental Fences and Gates,
Field, Hog and Poultry Fence,
Window and Stall Guards, Etc.

THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO



HAMILTON—Galvanized "Anti-Rust" Bucket. Nos. 124 and 126—16 and 14 qts. Striped with two blue bands.

THIS LABEL

appearing on Tinware or Galvanized Ware proclaims it to be

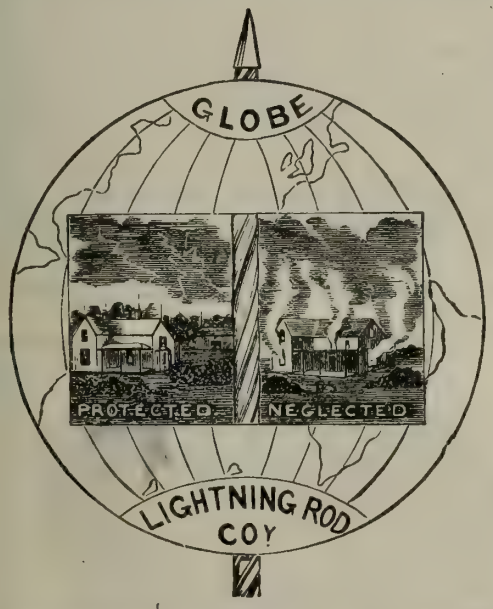
WRIGHT'S GENUINE GUARANTEED "ANTI-RUST"

of established reputation.

NIOBE—Galvanized "Anti-Rust" Pail—14 qts. Striped with two blue bands.

E. T. WRIGHT & CO. (H. G. Wright) **HAMILTON, CANADA**

AGENCIES AT VANCOUVER, WINNIPEG, AND TORONTO



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

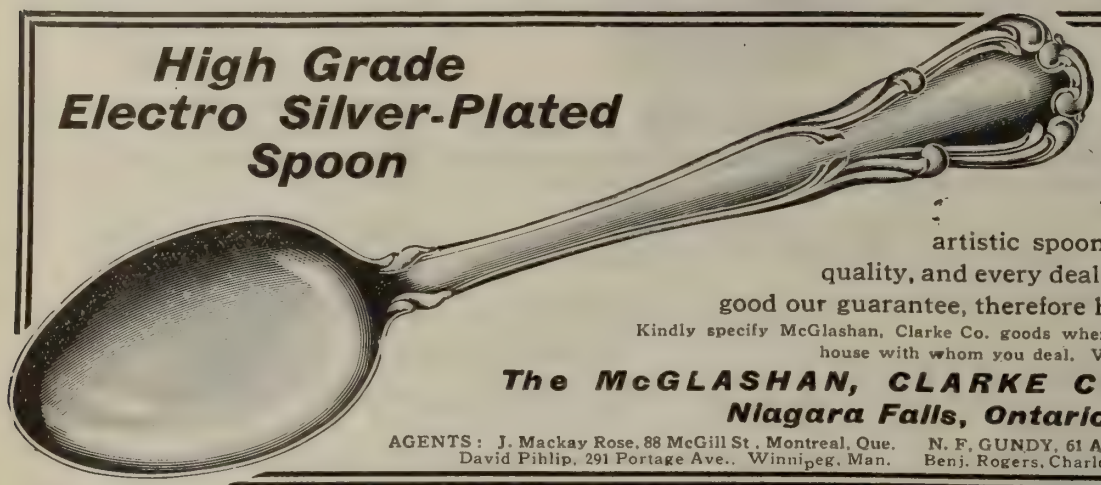
GALT, ONTARIO and VANCOUVER, B.C.

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

High Grade Electro Silver-Plated Spoon



PLEASE YOUR CUSTOMERS

by selling them this artistic spoon. It has a guaranteed quality, and every dealer is authorized to make good our guarantee, therefore he runs no risk.

Kindly specify McGlashan, Clarke Co. goods when ordering from the wholesale house with whom you deal. WRITE AT ONCE.

The McGLASHAN, CLARKE CO., Limited, Niagara Falls, Ontario

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
David Pihlip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I

We have the finest machinery and every facility for producing best quality

WIRE NAILS AND STAPLES

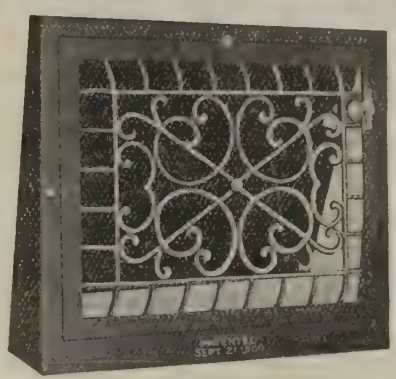
These nails have perfect heads and points and we have taken special care in the drawing to obtain a regular gauge. Every keg is guaranteed to be full weight.

We also recommend our WIRE BALE TIES, and O and A WIRE as the best on the market.

Write at once for prices and full particulars.

THE LAIDLAW BALE-TIE CO., LIMITED, - HAMILTON

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black Japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

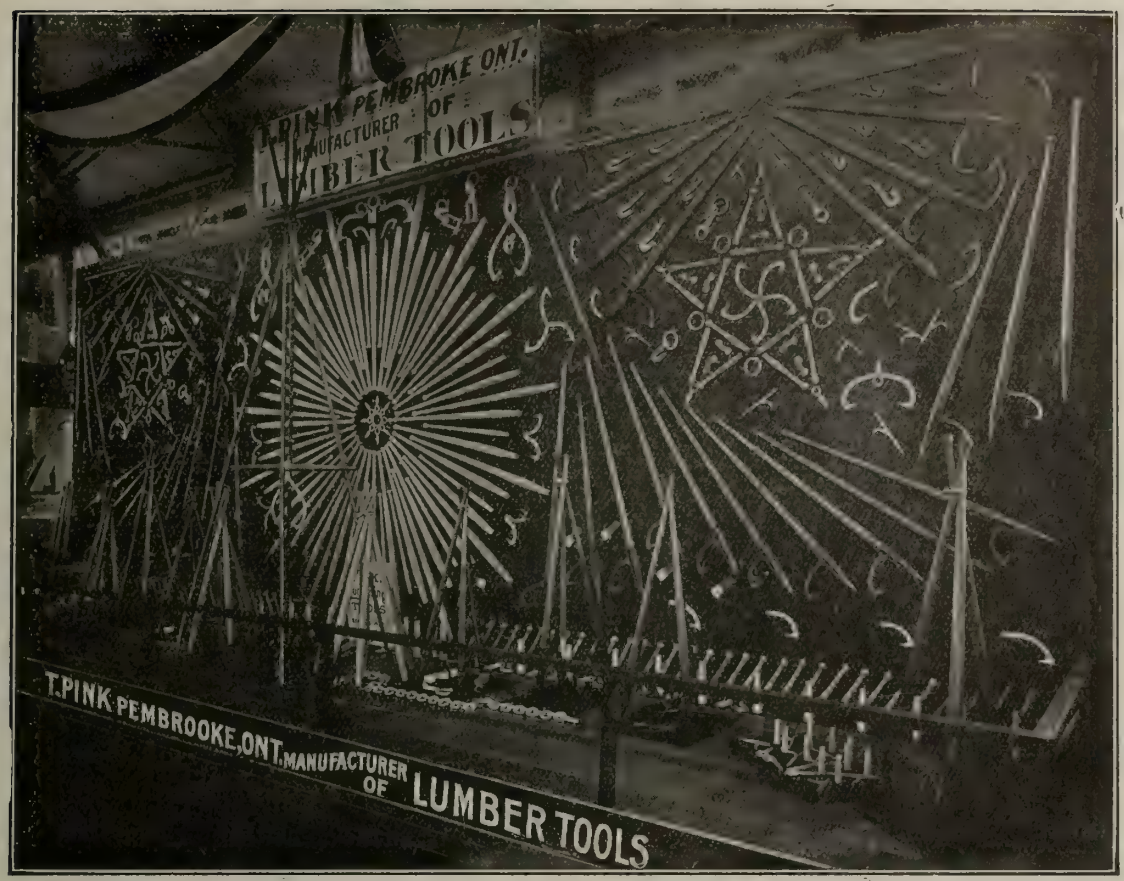
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Pink's Lumbering Tools

Made in Canada

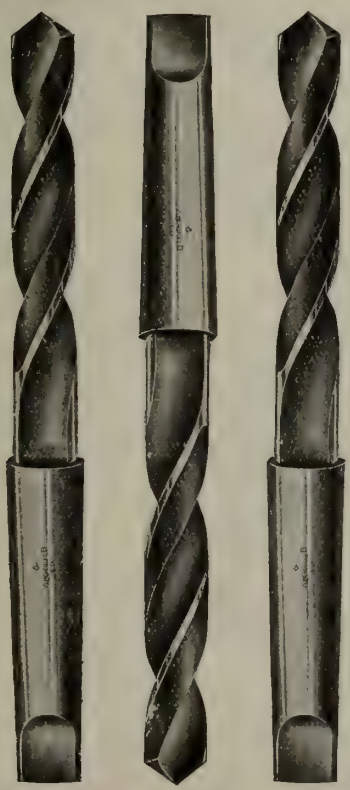
The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



The Process Counts As Much As The Steel

Drills are backed by the full strength of the steel when W & B twisted-while-hot process is used.

Other methods of manufacture remove the strength-giving qualities of the metal and produce drills with only a shadow of the real toughness of the steel.

Why buy drills made from steel that has lost its backbone?

"HERCULES" HIGH SPEED TWIST DRILLS

are manufactured under the only twisted-while-hot process that retains all strength of Vanadium Steel in the finished drill.

This is the drill for general factory work where metal of different degrees of hardness makes up the day's output.

Tools of Quality
Trade
W&B
Mark
Bear these Marks

"Hercules" are the drills with seven ordinary lives. Your jobber will supply them or you can order direct.

Send for Catalogue 74-B

Tools of Quality
Trade
W B
Mark
Bear these Marks

The Whitman & Barnes Mfg. Co.

Established 1854 — St. Catharines, Ont.

Stocks carried at Winnipeg and Montreal.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

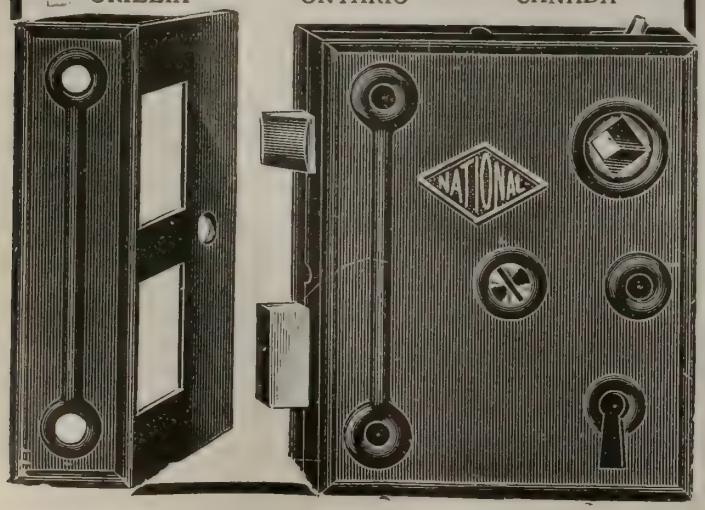
The National Steel Rim Lock

leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA



GIFT-HUNTING FRIENDS

will be grateful to you for the suggestion that one of our

TABLE KETTLES and **Stands**

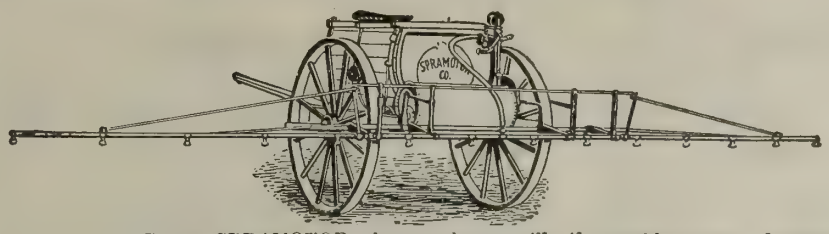
would prove a most acceptable present.

They are made in a variety of most artistic designs in polished brass or copper, nickel-plated and silver-plated, and are fitted with asbestos force-draught lamp.

Write for illustrated catalogue.

THE BUFFALO MANUFACTURING CO.
Canadian Representatives BUFFALO, N.Y.
H. F. McIntosh & Co., Toronto St., Toronto.

THE PEST PARALYZER



The Horse Power SPRAMOTOR shown above will thoroughly spray 2 acres of potatoes or row crop in 30 minutes. The horse does all the work.

12 nozzles that will not clog, spraying both tops and vines with 125 pound pressure, get after the parasites. Full control from driver's seat. Has automatic regulator and agitator nozzle protector, pressure relief, 12 gal. air-pressure tank, draining, air and controlling cocks. Equally efficient on row crops or orchards. Made for 1 or 2 horses or hand. Awarded gold medals at National Horticultural Congress. Write for free treatise on crop diseases. AGENTS WANTED.

R. D. HEARD, 1383 King Street, LONDON, Canada

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

CARRIAGE SPRINGS & AXLES

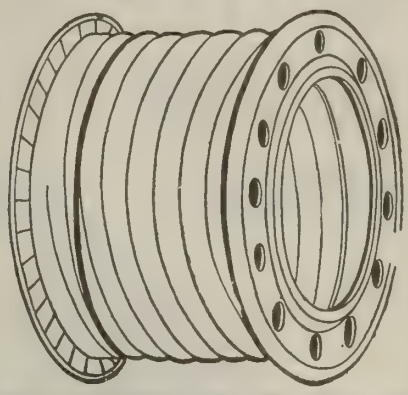
ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

O.K. THIMBLES



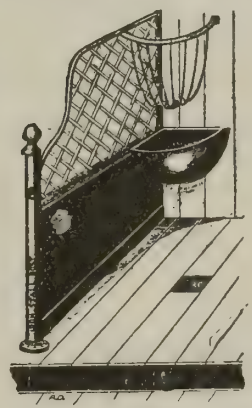
Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

For sale by Jobbers or by the Manufacturers.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

The "Hardware" Clearing House

The "Want Ad" page of Hardware and Metal is a Clearing House where buyer and seller meet each week. Here the man who wants an opportunity finds the man who has one to offer.

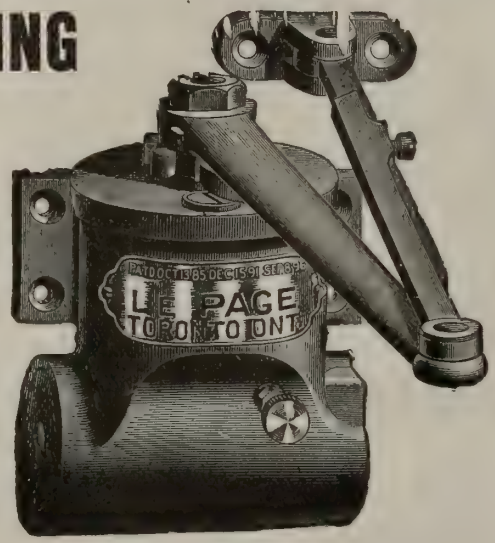
The "want ad" is sometimes despised because it looks small, but remember it will carry your message within four days to practically every hardware merchant, stove and tinware dealer from Halifax to Vancouver. It introduces men whose interests are mutual and facilitates an arrangement satisfactory to all concerned. Rates 2c per word for first insertion, 1c per word for subsequent insertion, and five cents for box number.

Send cash with advertisements

Hardware and Metal

Montreal **Toronto** **Winnipeg**

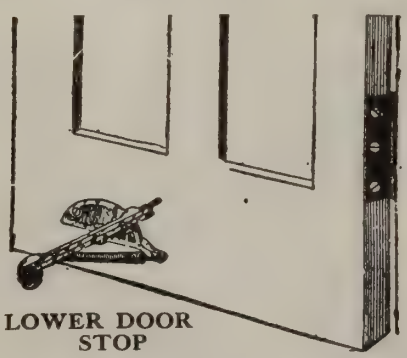
The "LE PAGE" Patent OIL DOOR CHECK and SPRING



Dealers, Attention!

This is the only door check made without packing and with oil in its working parts. It is in constant use in the Toronto Public Schools, Eaton's, Simpson's and many other large buildings and has been endorsed by these as a strictly up-to-date and durable device.

Write us at once for circulars and proposition, it will pay you.



LOWER DOOR STOP

WM. KEATING

266 MACDONALD AVE. TORONTO

Pearson's Patent Poke No. 2

possesses several strong advantages over other makes, and will yield you a good profit.

It cannot slip off, doesn't wear the mane, and is very easily adjusted,

It is light, but very strong, and will prevent running in the field.

Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

Guaranteed to be exactly as represented or money refunded.

Get our circulars and prices.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited

GALT, CANADA

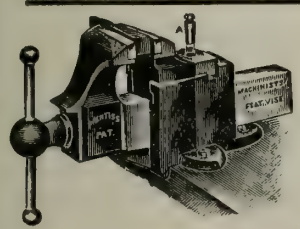
American Cans

IN SELECTING your PAINT and VARNISH Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

Montreal Hamilton Winnipeg

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain; Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

Write For The Wholesale Price

It is to Your Interest

This is an exceptional opportunity for any dealer to secure a high grade range made with your name on if you desire.

Our ranges are entirely different from other makes and are more effective and more economical in their service.

They are made in all styles, with mirrors, tiled backs, reservoir on either side if desired, and have other prominent features that make them winners.

WRITE, DON'T WAIT.

THE C. H. LePAGE CO., LIMITED

QUEBEC, CANADA

Every Fruit-Grower Needs It.

Pruning Time Is Almost Here

and the dealer who stocks and displays the

"Kansas" Pruning Knife

(Improved)

is the man who will realize quick sales and reasonable profits.

This PRUNING KNIFE absolutely eliminates all stretching and climbing that is caused through use of ordinary pruning knives.

Put it in stock at once. Give it a fair trial by learning its use and value, then you have another staple profit maker.

Drop us a card for more information, prices, etc.

International Tool Co.

Cor. Porter and 4th St., Detroit, Mich.
TAYLOR-FORBES CO., Limited.
Guelph, Ont., Canadian Manufacturers

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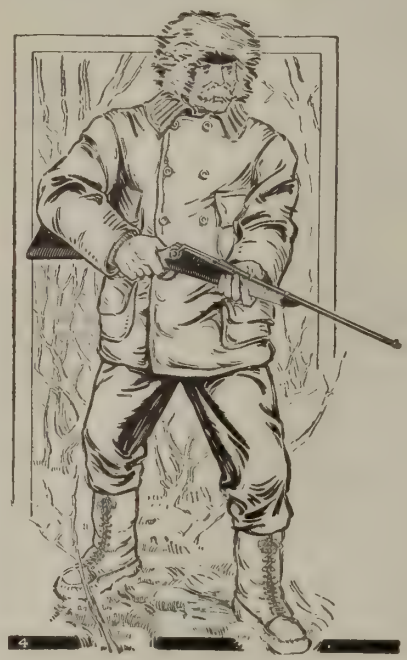

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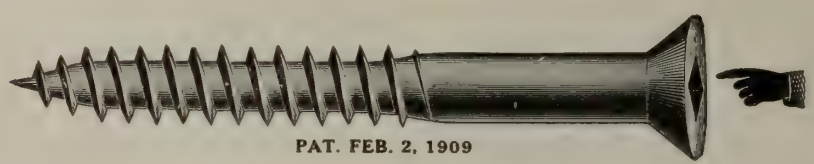

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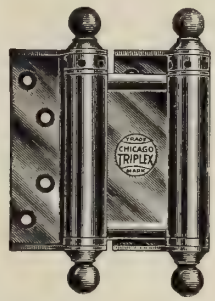
A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE C.S.B. CO MARK — NEW YORK

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

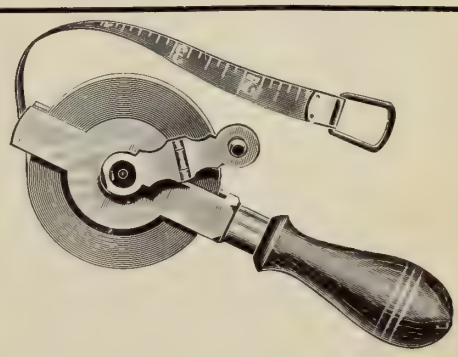
ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. **THE LUFKIN RULE CO. OF CANADA, LTD.** WINDSOR, ONT. **CATALOGUE ON REQUEST**

Est. 1868 Inc. 1895

Black Diamond File Works

G. & H. Barnett Co.

PHILADELPHIA

Twelve Medals

Awarded

By JURORS at

International Expositions

Special Prize

Gold Medal at Atlanta, 1895

Copy of catalogue sent free to any interested file user upon application.

GOLD MEDAL

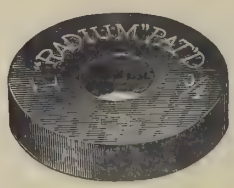
WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS

TRADE RADIUM MARK

PAT. IN CANADA 1907

VALVE DISCS



"PRACTICALLY INDESTRUCTIBLE"

For long and satisfactory service, nothing to equal them has ever been made.

Manufactured solely by

THE GUTTA PERCHA & RUBBER MFG. CO.

OF TORONTO, LIMITED

Toronto Montreal Halifax Winnipeg Calgary Vancouver

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

"Black Diamond" Tarred Felt

"Joliette" & "Cyclone" 2 & 3-ply

Sheathing Ready Roofing

BLACK DIAMOND

ALEX. McARTHUR & CO.

LIMITED

MONTREAL.

REGISTERED TRADE MARK

Our above-mentioned products are guaranteed to withstand all kinds of climates, being made of the finest materials obtainable. They can be easily laid by any workman and are very profitable to handle.

We also make all kinds of Wrapping Papers

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by
THE MACLEAN PUBLISHING COMPANY, LIMITED

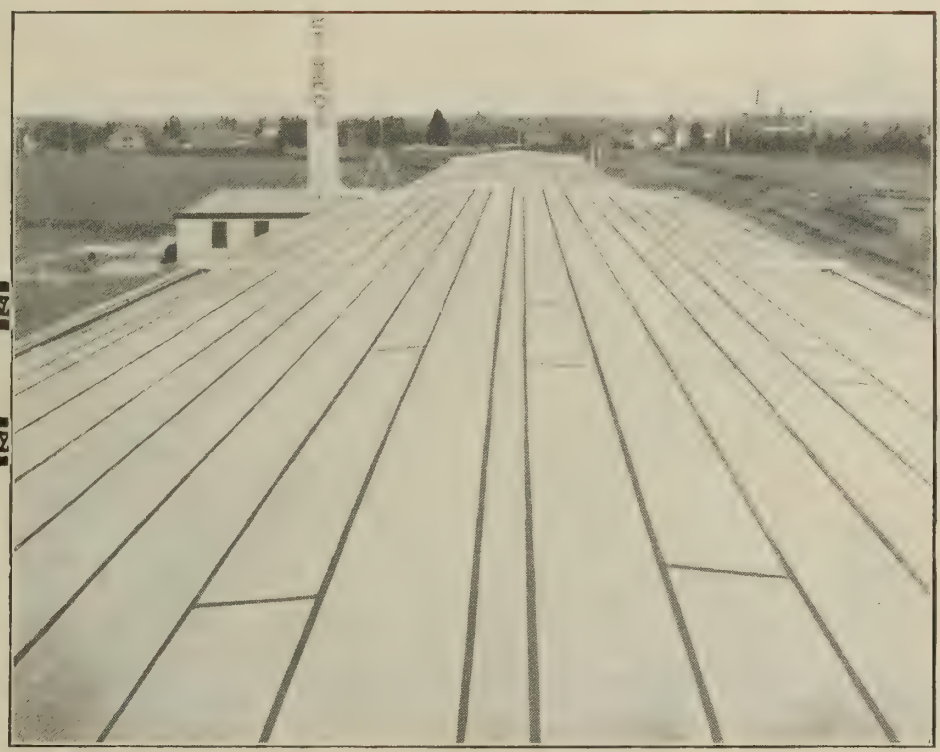
Vol. XXIV. Publication Office: Toronto, Canada. No. 9.
March 2, 1912

WEATHERPROOF CASCO PRODUCTS

Keep on the Right Side of the Builder

by supplying him with our guaranteed

LEEKNOTT ROOFING



Roof of Beatty Bros.' New Factory, Fergus, Ont., covered with 3-ply LEEKNOTT ROOFING.

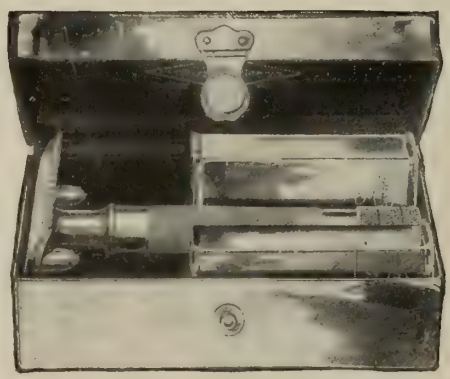
Write for Full Details. Agents Wanted.

Canadian Supply Company
220 King St. West, Toronto

PROTECTED PRICES

Have Been for Years a Feature of the

Gillette Safety Razor Trade



Cut prices are fast losing their attractiveness to dealers, as well as to the buying public.

As men become better acquainted with their competitors, through their local Business Clubs, their Annual Conventions and the Wholesale and Retail Associations —as they absorb from these gatherings and from their Trade Papers the spirit of modern business—they realize more and more clearly that while competition in service builds up trade, competition in price-cutting tears it down.

There is consequently a growing tendency among progressive "merchants" to so price goods that each and every sale pays a fair and honest profit. Yet there are still many short-sighted "store-keepers" who do not hesitate to slash prices, and so injure their own and their competitors' trade.

It is significant that the GILLETTE Safety Razor was put on the market nine years ago at PROTECTED PRICES. We were among the pioneers in this movement. No dealers, not even the Mail Order Houses, have ever been permitted to cut GILLETTE prices.

Thus, those merchants who have been working for the betterment of the trade have been absolutely protected, so far as the GILLETTE is concerned, from unfair competition from any source. The dealer who purchases GILLETTES has learned that he can depend on quick, sure sales at a good profit.

That is one of the reasons why the GILLETTE is solid with the trade, and the "best seller" that has ever appeared among razors.

THE

Gillette Safety Razor Co. of Canada

LIMITED

OFFICE & FACTORY:—63 ST. ALEXANDER ST., MONTREAL

Offices or Factories also in Boston, New York, Chicago, Leicester, London, Eng., Berlin, Hamburg, Paris and Shanghai, China.

TRADE Gillette MARK KNOWN THE WORLD OVER

TRADE Gillette MARK KNOWN THE WORLD OVER

BUILDERS' HARDWARE

MAY & PADMORE LIMITED

BIRMINGHAM - - ENGLAND

STORE DOOR SETS

UNLIMITED RANGE OF DESIGNS

D 202 D 203 D 204

WRITE FOR PARTICULARS OF COMPLETE LINE OF BUILDERS' HARDWARE TO

THOMAS W. KIRBY

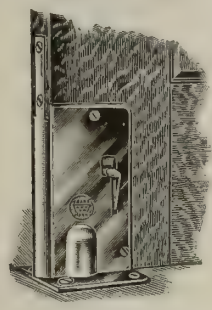
48 Yonge St. Arcade .:. .:. TORONTO

Sole Canadian Agent. PHONE MAIN 6706

TRADE CHICAGO MARK

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber will Supply You

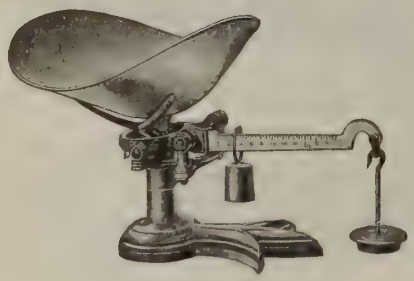
No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

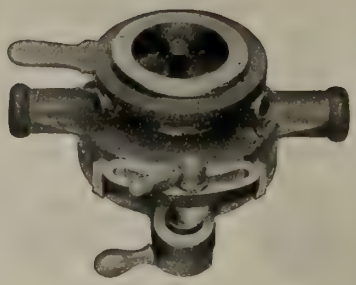
North Bros. Mfg. Co.

PHILADELPHIA, PA.



Fairbanks Counter Scales

WE PROTECT THE DEALER



Oster Stocks and Dies

Now is your opportunity to stock our lines for 1912. We have everything that should appeal to the wideawake, progressive dealer—Valves, Steam Specialties, Scales of all descriptions, Motor Boat Accessories and Supplies of all kinds.

We carry the largest stock of these lines in Canada. Our Catalogue No. 10 shows our complete line, and it should be every dealer's reference.

A card to our nearest house will bring it to you.

Heinz Coils

THE

Canadian Fairbanks Morse Co.

LIMITED

Montreal
St. John
Ottawa
Toronto
Winnipeg
Calgary
Saskatoon
Vancouver
Victoria

THE S.M.P. RAILROAD MILK CANS

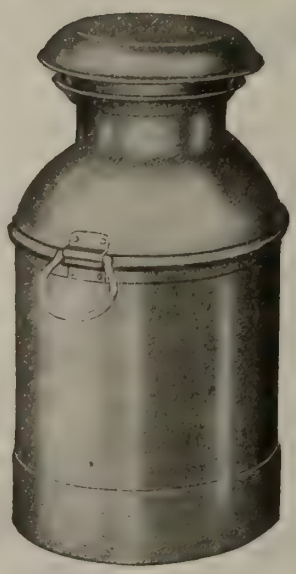
8 and 10 gallon cans supplied with either dome or seamless covers as required. 4 and 6 gallon cans have dome covers.

INSIDE HOOP PATTERN

Roll-Rim and Inside Hoop Pattern, Dome or Seamless Covers, with Drop or Stationary Malleable Iron Side Handles.

Prices on Application

Gallons
4 6 8 10



ROLL-RIM PATTERN

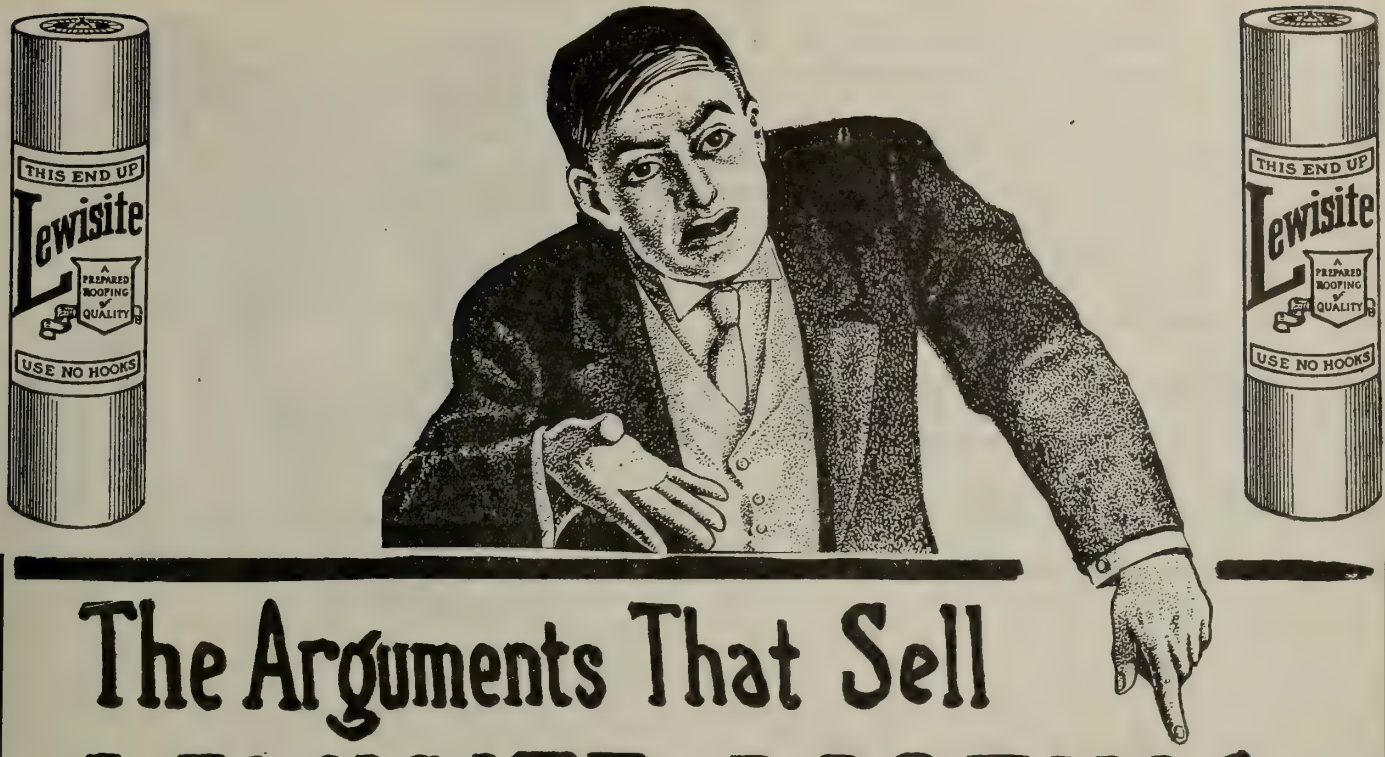
Bodies of 4 and 6 gallon cans made of 22 gauge tinned iron, 8 and 10 gallon cans 18 gauge.

The Sheet Metal Products Company

OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG



The Arguments That Sell LEWISITE ROOFING

You will convince your customer that "LEWISITE" is the Roofing needed, when you say to him:—

"LEWISITE" **Roofing** is One Solid Flexible Sheet, not several sheets stuck together; Consequently it lays flat on the roof.

"LEWISITE" **Roofing** is a sheet of Special Felt, Impregnated with a Preservative Saturant and **Coated on Both Sides** with a Gum Compound which makes it **Absolutely Waterproof.**

"LEWISITE" **Roofing** has a Saturant and Coating entirely different from the tarry substance used on cheap roofings, and which causes them to dry-out, crack, and disintegrate. It contains no tar. It remains Permanently Proof against all kinds of weather, Ice and snow, slush, hot sun—"LEWISITE" **Roofing** will resist them all.

It also resists fire and is unharmed by acid or alkali fumes that would destroy many roofings in a short time.

"LEWISITE" **Roofing** is cheaper than shingles and easier to lay, making a Better and More Permanent Roof.

"LEWISITE" **Roofing** will give better service than ordinary roofing because it is made of better materials. It will afford security and protection to your property.

LEWIS BROS. LIMITED stand back of "LEWISITE" Roofing.

These are Facts. These are Arguments that will **convince and sell** your customers.

What Roofing can you find that has such strong selling points as "LEWISITE?"

It Will Pay YOU to Investigate this Matter NOW. Let us quote YOU.

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

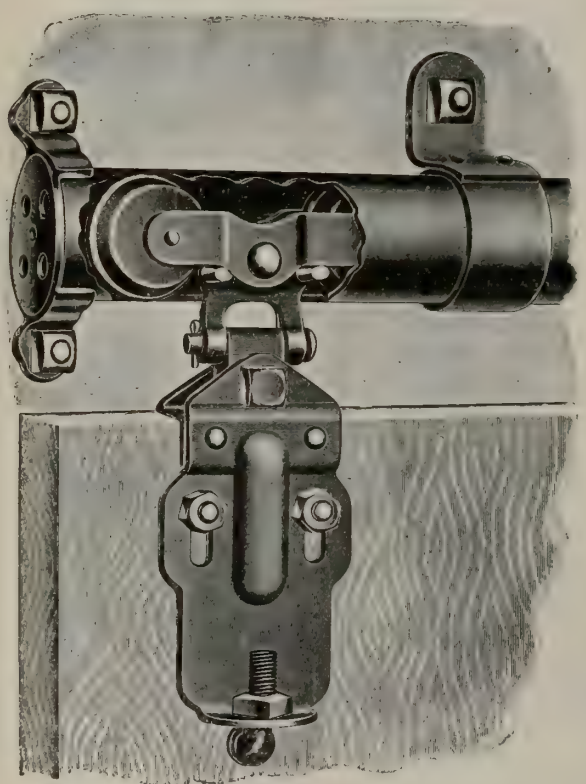
"No, I Can't Afford To Put In An Inferior Line Of Door Hangers—My Trade Demands The CANNON BALL."

"What's more, I can't see any good reason why I should take the chance.

"Cannon Ball Hangers have a mighty good reputation. They are ***trade-getters*** and ***trade-holders.*** I would be violating every principle of good business if I attempted to displace a line of such ***thoroughly proven merit*** with a new and ***untried*** one.

"Every once in a while some customer comes in and says: ***'Say, that Cannon Ball Hanger you sold me is a peach. Best thing of its kind I ever saw.'***

Fig. 440



"The Crated Track Is Mighty Handy."

"I don't have to bother with big, awkward stocks of track in various long lengths either.

"Cannon Ball Track comes in 3 ft. sections, ***crated.*** There are 32 pieces in each crate, making 96 feet of track that I can slip under the counter out of the way. I can give a customer just as much or little track as he wants in convenient form."

The Cannon Ball Battery:

CANNON BALL BARN DOOR HANGER
Lateral and Vertical Adjustment
CANNON BALL BARN DOOR HANGER
Non-Adjusting
CANNON BALL HOUSE DOOR HANGER
CANNON BALL STORE HANGER

Backed by a long reputation of constantly increasing success.

Hunt-Helm-Ferris & Company

178 HUNT STREET, - HARVARD, ILLS., U.S.A.

COMPLETE STOCK CARRIED BY OUR WESTERN REPRESENTATIVES:

Mackenzie Brothers

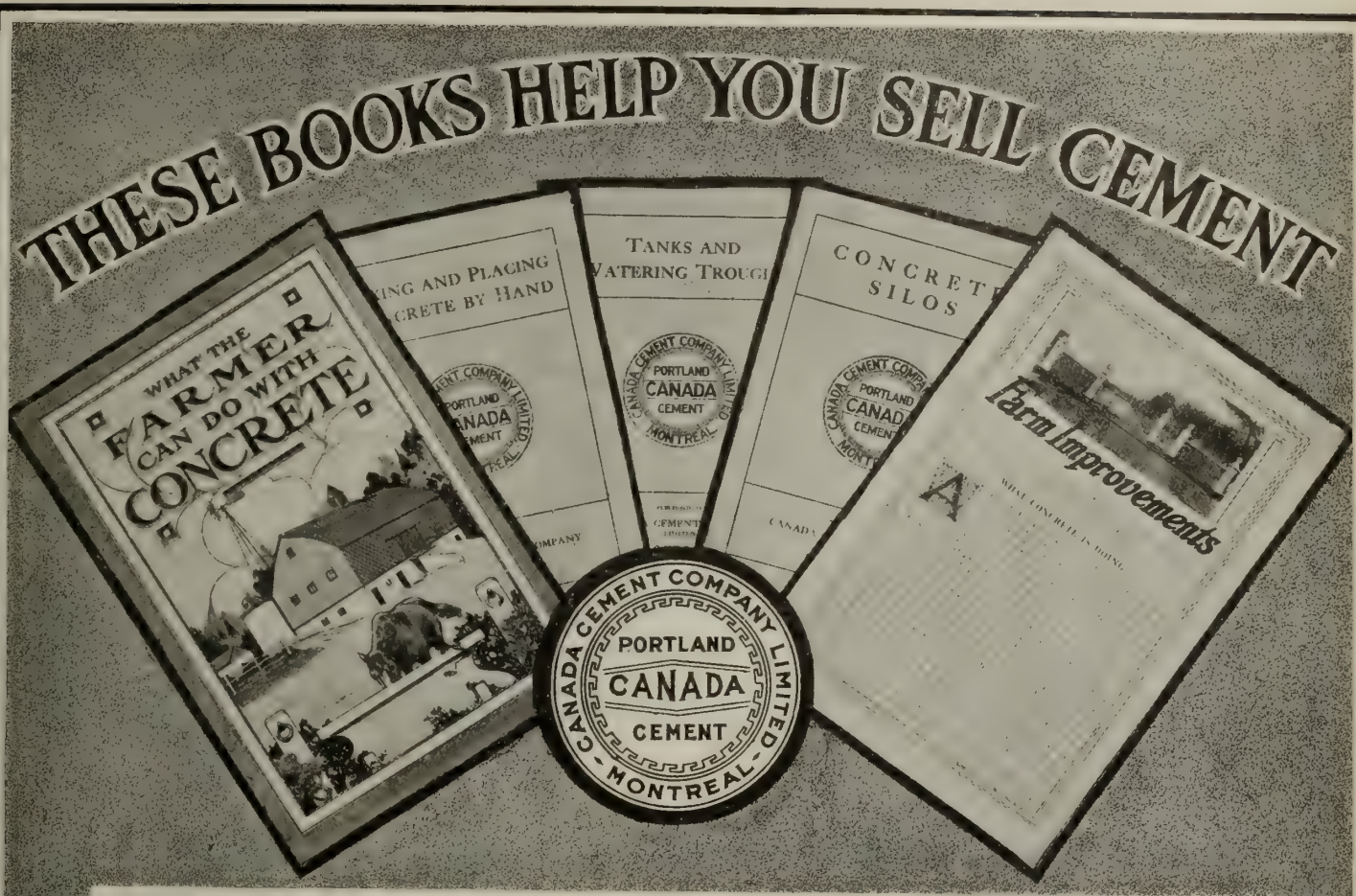
Winnipeg, Man.

Merchant's Hardware Specialties Co., Ltd.

Calgary, Alta.

THE H H F & CO. STAR LINE GOODS

21



Is your profit keeping pace?

Cement has become one of the farmer's daily necessities. His demand for it, active twelve months in the year, is growing by leaps and bounds.

The demand is being stimulated by the most energetic educational campaign ever undertaken in Canada.

A $3,600 prize Contest for farmers was conducted in 1911, and the second contest will be held this year. Advertisements in newspapers and farm journals — The book, "What The Farmer Can Do With Concrete"—A quarterly magazine, "Farm Improvements."—Booklets on every phase of concrete work—Lectures to farmers at agricultural colleges. These are some of the means now being employed to increase the demand for concrete."

Are you getting your share of the profits from this publicity?

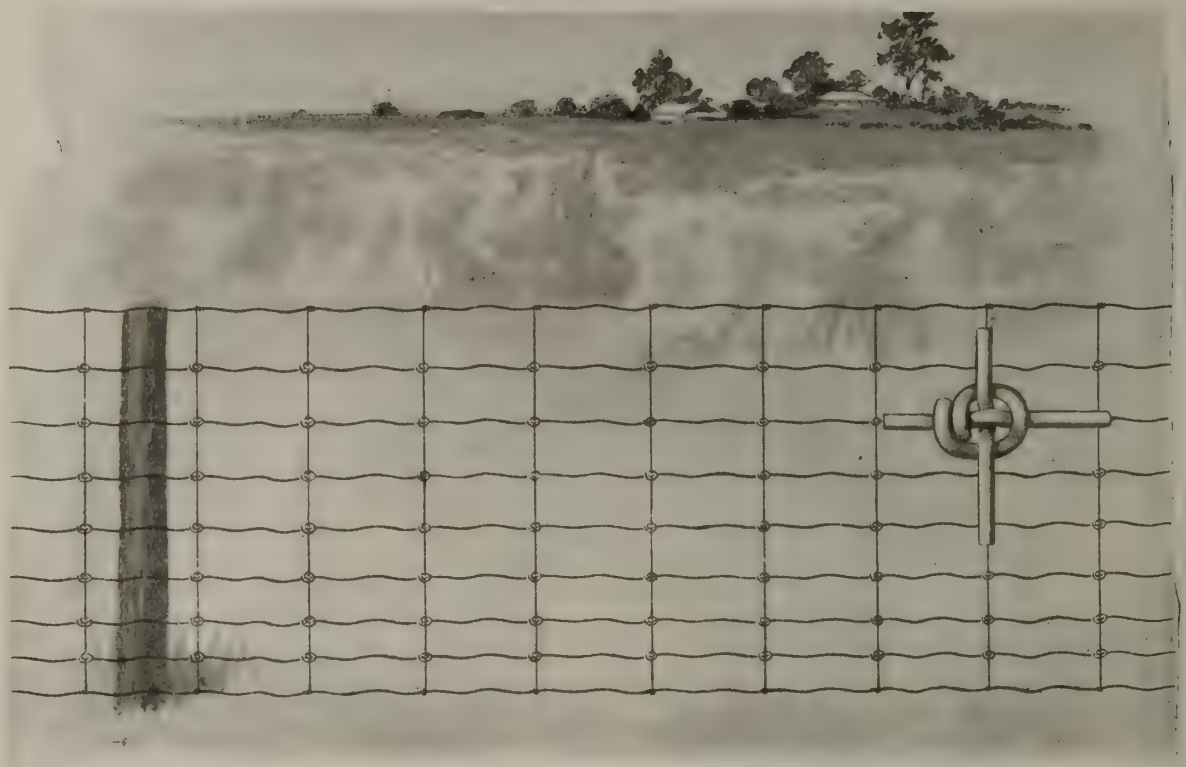
We are anxious to help you get it. We will send you wall files, handsome steel signs and copies of all publications. Our Publicity Department is always glad to answer any inquiries you desire to make. In addition to this service, we send you the names of those farmers in your community who have inquired about concrete, giving you valuable "tips" on prospective purchasers.

Last, but not least, dealers who handle "Canada" Cement are building up a permanent trade on this newly-awakened demand, because they sell the Cement that always gives satisfaction.

Canada Cement Company Limited

Sales Offices at Montreal, Toronto, Calgary, Winnipeg

Publicity Department, Montreal



Have You Considered

that Open Hearth Steel is demanded by railways and bridge builders, and by those who know, for all purposes where durability is required?

The way fence wire has rusted for years back is notorious.

Are you aware that Farm Journals are taking up the question and condemning Bessemer Steel for fencing, or that the United States Department of Agriculture reports Open Hearth Steel as being far superior in lasting qualities?

The new process Open Hearth Steel High Carbon Wire lasts like the old time iron wire. "INVINCIBLE" Fencing is made exclusively from Open Hearth Steel and heavily galvanized.

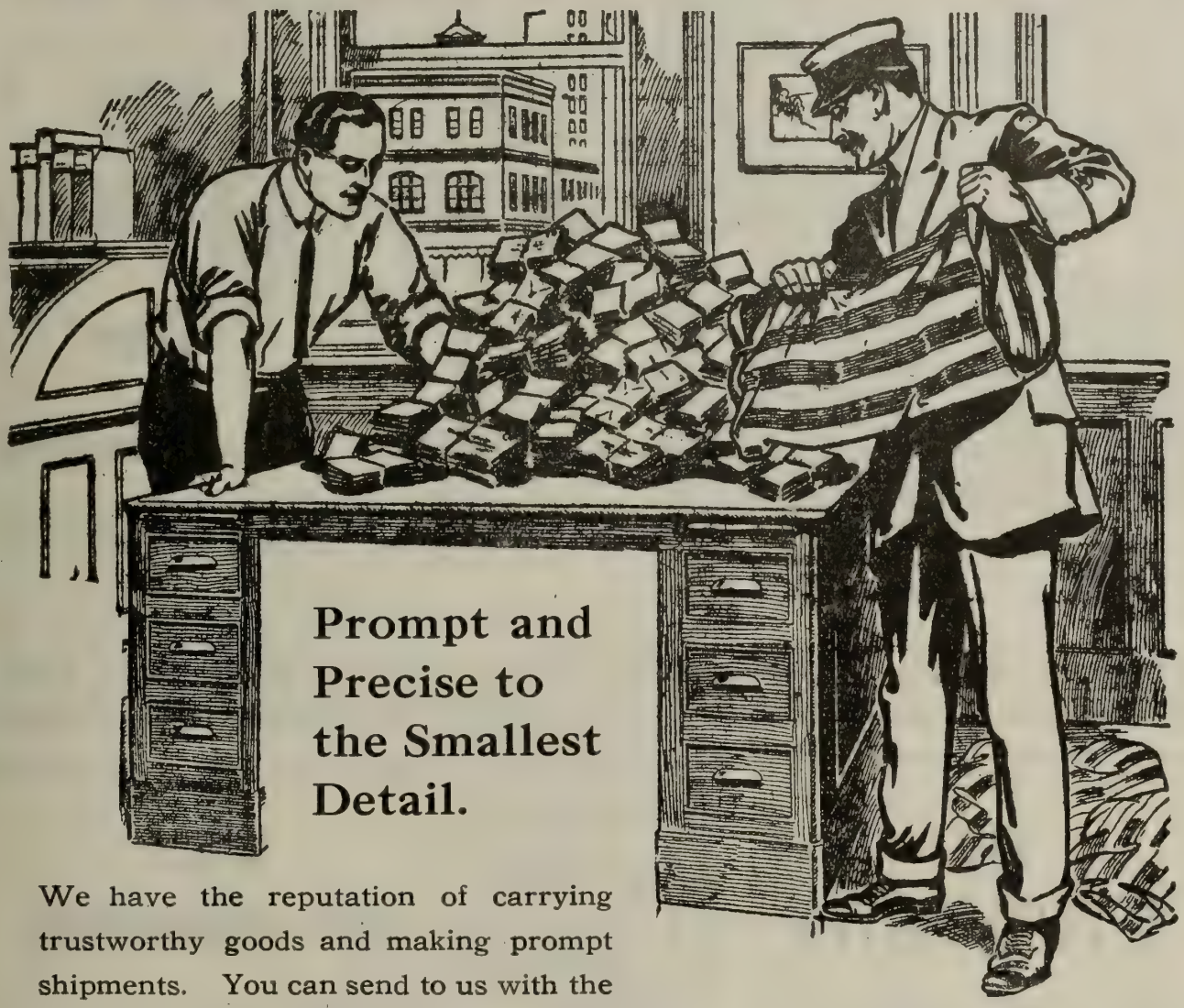
As makers of steel and wire, we are in a position to quote attractive prices. Which do you prefer to handle? Don't wait till your customers refuse anything else but our Open Hearth Steel Fencing. Write for our very latest discounts.

FENCE DEPARTMENT

The Steel Company of Canada, Limited

MONTREAL

HOWLAND'S Letter Order Service



Prompt and Precise to the Smallest Detail.

We have the reputation of carrying trustworthy goods and making prompt shipments. You can send to us with the utmost confidence that qualities will be satisfactory and values good enough to bring you back for more.

This business has been built on value-giving. We hope to perpetuate it by a continuance of the same policy of fair treatment and considering the interests of customers on a par with our own.

H. S. HOWLAND, SONS & CO., Limited

WHOLESALE HARDWARE MERCHANTS

TORONTO

We Ship Promptly

GRAHAM NAILS ARE THE BEST

Our Prices Are Right

LOOKS GOOD

CRESCENT BRAND

C S G Co.

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

WHY A TYPEWRITER

Modern business methods insist that all business correspondence shall be typewritten.

Invoices and statements when typewritten secure more attention—prompter payments.

The typewriter saves time and work. Pen work is laborious.

Typewritten personal letters increase business.

MONARCH VISIBLE

WHY THE MONARCH

The full visibility of the work all of the time is an aid to the operator.

The common sense, complete appliances for all classes of work make typewriting easy.

All the very latest improvements.

Splendid durability.

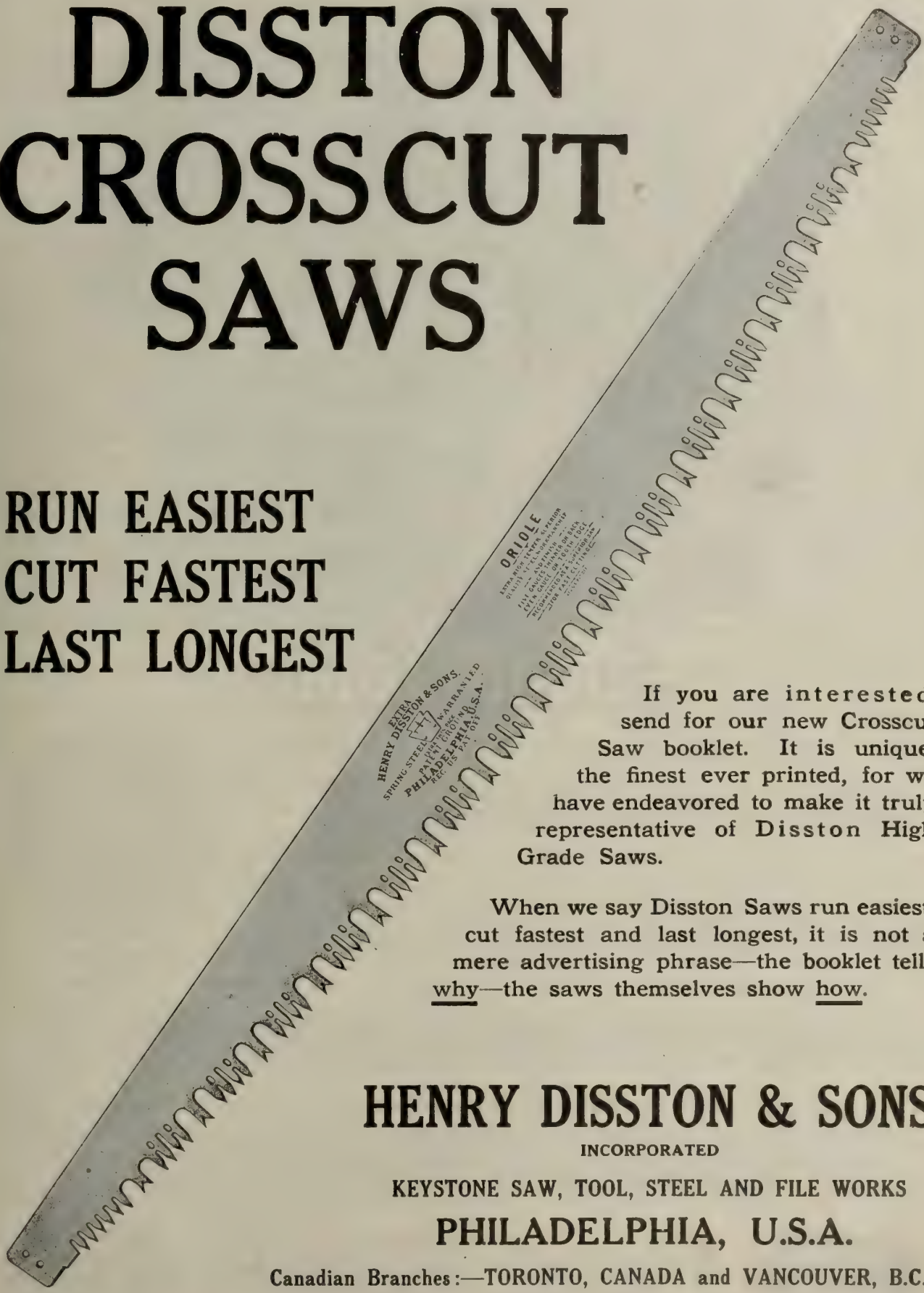
Terms to suit the purchaser.

The MONARCH TYPEWRITER COMPANY, Limited

46 Adelaide Street West, Toronto

Branches: Montreal, Ottawa, London, Hamilton.

DISSTON CROSSCUT SAWS



RUN EASIEST
CUT FASTEST
LAST LONGEST

If you are interested, send for our new Crosscut Saw booklet. It is unique, the finest ever printed, for we have endeavored to make it truly representative of Disston High Grade Saws.

When we say Disston Saws run easiest, cut fastest and last longest, it is not a mere advertising phrase—the booklet tells why—the saws themselves show how.

HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA, U.S.A.

Canadian Branches:—TORONTO, CANADA and VANCOUVER, B.C.

Stanley Tools

In the well-known STANLEY "BED ROCK" PLANES as now constructed we offer the user of high-grade tools a Plane that is the strongest and most perfect in adjustment of any Plane ever manufactured.

The design of the sides, which is a new and distinctive feature, adds greatly to the strength and attractiveness of the Plane, as will readily be seen from the illustration.

The new method of fastening the frog to the seat permits of the frog being adjusted either forward or backward without moving the lever or the cutter.

The shape of the knob has been changed, the new shape permitting a much firmer and easier grip than before.

The high grade of material used and the great care taken in their manufacture enables us to guarantee these Planes in every respect, and repeat what we have already stated—that they surpass all other Planes ever offered to users of wood-working tools.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Sell GLUE in packages--it means less handling--more profit

BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds.

Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

WRITE US FOR ONE.

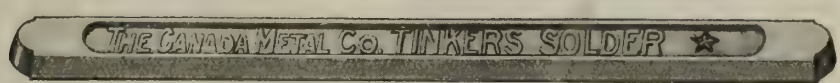
CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

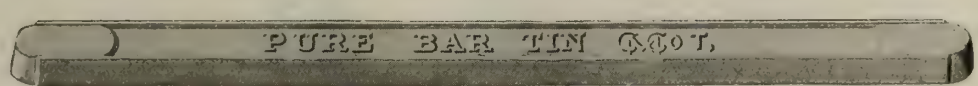
Hardwaremen Stock This Line

Harris Heavy Pressure

The Babbitt Metal without a fault

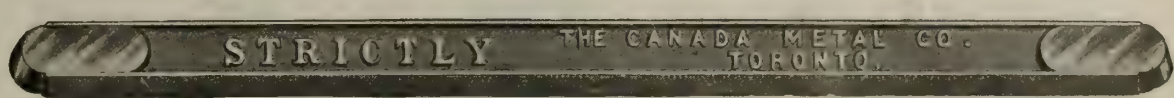


5 bars to the pound



1 pound bars

THESE GOODS BRING REPEAT ORDERS



1¼ pound bars

No Work too Hard for This Babbitt ***A First-class Hardware Babbitt***

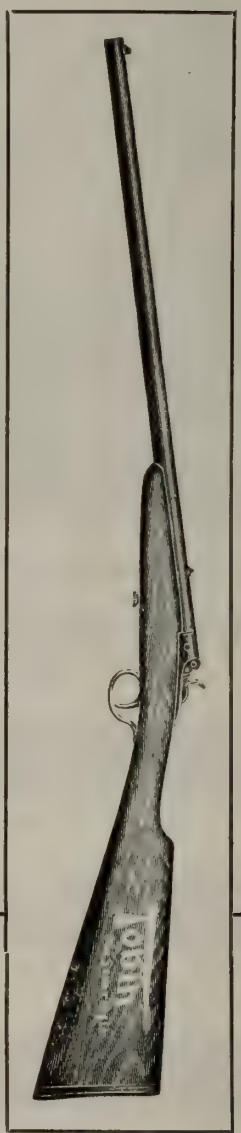
THE CANADA METAL COMPANY, LIMITED

FRASER AVENUE, TORONTO — CHAMBERS STREET, WINNIPEG

Stock Tobin Guns, They Don't Stay Long in Stock

If you do not somebody else, in your immediate vicinity, most likely will, and that means a dead loss to you. We offer terms which make it decidedly advantageous to carry our product.

Every TOBIN Gun possesses some distinctive feature, some easily seen advantage, which makes it a ready seller. It is generally a matter of handing the gun over the counter and ringing up the sale. You don't have to keep pushing, pushing, to sell TOBIN products. They sell themselves.



From every unrepresented district, orders pour in and that is proof positive that it pays to carry our products. TOBIN Guns add to the reputation of any store as a high class hardware emporium. They have been tried and tested and the public want them. A postal card will bring full information.

"Boy Scout" Rifle

This Rifle is one of the TOBIN ready sellers. Every store that handles it backs it up. The same strong guarantee applies to it as to our shot guns.

Tobin Arms Manufacturing Company
LIMITED
WOODSTOCK, ONT.

STEEL RULES

These rules are accurately graduated and plainly figured. You can guarantee them to your customers to be "right."

We offer many widths, thicknesses and styles of rules in a great variety of graduations.

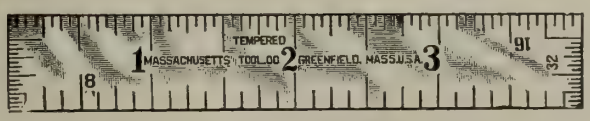
Every dealer should get our proposition before buying elsewhere, for we can help you to good profits.

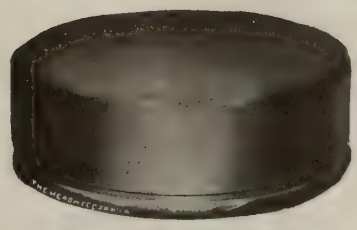
All GOODELL-PRATT TOOLS are trade winners. Stock them.

Goodell-Pratt Company

Toolsmiths

Greenfield, Mass., U.S.A.





Closed.

"The Mug With The Disappearing Handle"

(Patent Pending)

Holds a brimming tumbler full.
Can be used for hot liquids.
Has a sanitary cover.
Folds up flat, like a watch.
Does not drip.
And is

Hero Quality

All through!

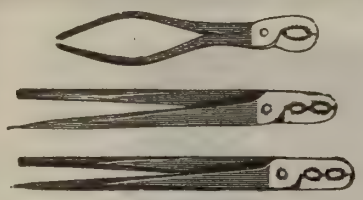
Open

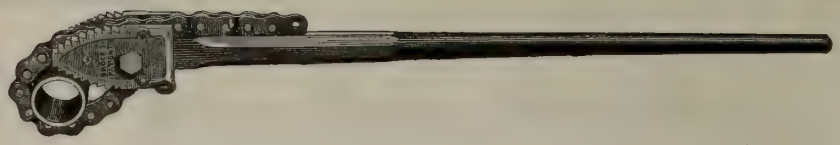
No. 749 Aluminum. No. 750 Brass. Nickel Plated, Silver Plated or Gold Plated, with or without Leather Cases.

Your Jobber has them. Reasonable price.
Order early.

The Hero Mfg. Company,

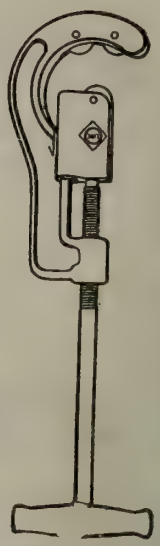
Kensington, Philadelphia, Pa.





We Carry a Full Line of

PIPE FITTERS' and PLUMBERS' TOOLS



When requiring anything in this line, please bear us in mind, as some of the trade feel it is necessary to get these goods from the hardware supply house, whereas it may be much more convenient to include with your plumbing and heating supplies order

STOCKS AND DIES **PIPE VISES** **PIPE CUTTERS AND WRENCHES**

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide Street West, TORONTO

Elite Cut Glass

ELITE

Means Perfection in Cut Glass

Perfection in Blanks and Perfection in Cutting. There are **no pressed Blanks used in our Factory.**

The accompanying Cut shows our Jewel Pattern, the best seller in the market to-day. Write for list of prices on the full line. Complete catalogue on request.

If you are interested in the process of Cutting High Grade Cut Glass, write for our Booklet "Cut Glass Facts."

Gowans, Kent & Co., Limited

Toronto

X Cell Batteries

Are 29 3/10 % Better Than Any Other Make

therefore the dealer who sells them gives his customers 29-3/10% more value for their money and also creates 29-3/10% more satisfaction in his battery department, which eventually means increased business in that line. Mr. Dealer, you should not overlook an opportunity like this—it is a real live wire which is certain to benefit your store.

THE "BLACK CAT" IS OUR GUARANTEE OF SERVICE AND RELIABILITY.

It will pay you to communicate with us at once and get full information and prices.

Canadian Carbon Co., Ltd.

96 King Street W., TORONTO

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Quality Goods for Business Builders

McClary's

1912

GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage.

In quality, style and finish, they out-distance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

Illustration shows
Style E. S. No. 256

The style and finish of this Range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY.

When you see the samples we'll get your stock order.

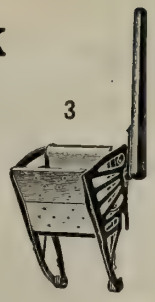
McClary's

"McClary" on Goods is a Quality Name

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon.

McClary's Ship Quick.

Look For This Trademark Then Buy The "White" Mop Wringer



WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery, 6d. and 1s. Canisters.

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

A New Bit that's a Good Buy

There is a great demand for an Auger Bit that will bore extremely fast, yet bore easily and cut a smooth hole. Heretofore, most bits have either bored too hard or not smooth enough. This new

Ford's Electrician's Special

fills the demand perfectly. It bores six turns to the inch, and saves one or two turns more in boring each timber than is possible with any other Bit. With slight pressure it will cut out without stopping or splintering.

Write for circular regarding this Bit Address 7B.

Ford Auger Bit Co.
Holyoke, Mass.

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Profit By The Experience Of Others

by writing us for letters from users and dealers—these letters will convince you that the

PEASE FURNACE

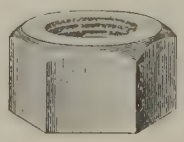
is just as we claim—an economical and efficient heat distributor that is the "choice of the people that know."

This furnace is largely sold on the recommendation of users to their friends through real merit. Quality, Construction and Prices are right.

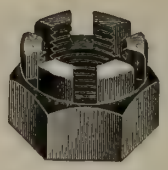
Write to-day for illustrated catalogue.

Let our Heating Engineering Department help you Free of Cost on any heating problem you may have to solve.

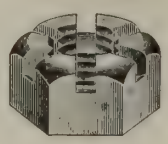
PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg
Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
253



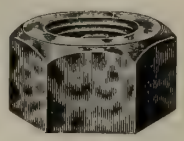
S.A.E. NUTS



PLAIN AND CASTELLATED **MILLED FROM THE BAR**



CUSTOMERS who use Acme Nuts would not go back to the punched or pressed quality because they find Acme Milled Nuts more economical.



These are accurately tapped, have clean cut edges, the hole is central and true, and run accurately to the last one in the box—there's no scrap waste.

YOU can always get them quickly from our complete stock of all kinds at the Montreal Plant.

Ask for special literature and prices.

The National-Acme Manufacturing Co.

MONTREAL, QUEBEC, ST. HENRI and G.T.R.

McClary's

RAILROAD and DELIVERY CANS

STYLE E.

With SAMSON Bottom, Breast and Cover.

Made Up---Ready to Sell

18 Gauge Tinned Iron Body, Steel Barrel Handles. Covers are Interchangeable.

SIZES - 6 - 8 - 10 - 12 Gallons

These are high grade lines that sell easily. Order Stock Now.

McClary's

STYLE G.

With SAMSON Breast and Cover-Anchor Bottom

"McClary" on goods is a quality name.

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick

Some Truths About Horse Clipping Machines

Every Stewart Clipping Machine is sold with an unqualified understanding that it must please the buyer or no sale.

Stewart machines are made in the largest and most modernly equipped factory for the purpose in the world.

They are the simplest, sturdiest and most efficient made anywhere.

Stewart machines turn easier, cut faster and cleaner and the knives stay sharp longer than any others. When dull they can be resharpened to cut like new in a few minutes.

They compete in all the markets of the world and get the business on sheer merit.

More Stewart machines are sold in every country than of all other makes combined.

Dealers selling Stewart machines are backed by a better product, more extensively advertised than any other.

Every time you offer a Stewart machine to your customers you can do so with the understanding that it must prove more satisfactory than any other for the same money or we will refund every cent paid out for it.

From now to May these machines are in greatest demand.

Order from your jobber

Write us for complete 1912 Catalogue and printed matter to distribute to your horseowning customers.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO

METALLIC PACKING

Steam pressure, sliding friction and moisture make it difficult to properly lubricate piston and valve stem rods, hence a self-lubricating metal like Magnolia naturally proves superior to other metals for packing rings. We recently published some splendid letters from Engineers on that subject, and here is another fine letter.

UNITED STATES ENGINEER DEPARTMENT
U.S. DREDGE "WALLOWA"

RIPARIA, WAS., OCTOBER 24th, 1911

Gentlemen:—I use Magnolia Metal for high-pressure steam packing on the main rods of the propelling Engines. These Engines have a piston speed of 150 feet per minute; diameter of rods, 3 inches; steam pressure, 225 lbs. per square inch: Four rings, or eight pieces, bevelled Magnolia Metal rings constitute the packing for each rod. I had a great deal of trouble with packing on the main rods, before using Magnolia Metal, with different kinds of Babbitt metals; the packing would melt or burn and crumble. I have at different times, when renewing packing, taken out from 30 to 48 pieces from each set, out of one stuffing box. Since using Magnolia for the rings, I have had no trouble whatever with the packing and after the rings got conditioned to the rods no steam leaked by. To-day I examined the packing rings and found them in as perfect condition as when I put them in four months ago, with hardly any sign of wear to them, and they look good for years of hard service. I cannot speak too highly of Magnolia Metal. Yours truly,

JOHN OWRE, Steam Engineer on U.S. "Wallowa."

TRADE MARK

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

FOR SALE BY LEADING DEALERS EVERYWHERE, OR BY

MAGNOLIA METAL CO.

225 St. Ambroise Street, Montreal

New York Chicago

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

For Quick Sellers Try Our
Automatic Hand Power and Automatic "TRIUMPH" Electric VACUUM CLEANERS

These vacuum cleaners are strictly in a class by themselves, having won their distinction through their highly efficient and absolutely reliable service.

If you have any doubts as to the quality of these machines, write us for list of users, then write them and get their verdict.

Our proposition is far beyond the ordinary—it will pay you to communicate with us at once.

GET OUR CIRCULARS.

Onward Manufacturing Co.

BERLIN - CANADA

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada

ALL METAL "STELLA" TABLE LAMP

VERY RAPID SELLER
SHOWING GOOD PROFIT

A WELCOME CHANGE
IN LAMP WARE

CANNOT GET OUT OF ORDER
EASILY OPERATED

HIGH IN QUALITY—ATTRACTIVE PRICE
IMMEDIATE DELIVERIES

ONTARIO LANTERN & LAMP CO., LIMITED

ASK YOUR JOBBER

HEAD OFFICE AND FACTORY
HAMILTON

BRANCHES
MONTREAL, WINNIPEG

THE

"BAYARD"

SEMI-AUTOMATIC RIFLE

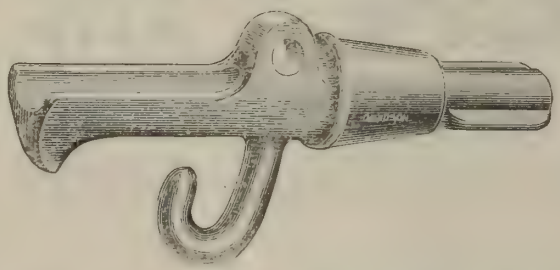
MADE FOR 22 CAL. LONG AND SHORT SMOKELESS RIM FIRE CARTRIDGES

THE STRONGEST SHOOTING RIFLE MADE

"You pull the trigger, the Bayard does the rest." When you shoot the cartridge the recoil automatically opens the breech block, cocks the rifle, throws out the empty shell and leaves it ready for a new cartridge. All you have to do is pull the trigger and drop in a new cartridge alternately. It is the only rifle having automatic features that handles two cartridges, 22 short and long. Strong Shooting, High-Class Workmanship, Handsome Alignment, Simplicity of Mechanism, Parts Interchangeable, are the main features of the Bayard. It has the quick twist rifling which makes it a powerfal shooter. Will penetrate three inches of pine, weighs about 4 lbs., can be taken entirely apart in three minutes for cleaning, the only tool needed is a screwdriver. The rear sight is adjustable for short or long range, and the barrel tapers beautifully from breech to muzzle. Ask your jobber for the Bayard.

FOR SALE BY LEADING WHOLESALE HARDWARE HOUSES.

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINNED AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7/16-INCH BIT WHEN TAPPING and it will be found that with the "EMPIRE" SPOUT every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

WHEN YOU PURCHASE

"Metallic" Ceilings and Walls

FROM US YOU ARE ASSURED OF GETTING MATERIAL THAT IS

well embossed, accurately made, well painted and easy to erect.

Try us on your next order.
Write for our catalogue to-day,
if not already on hand.

There's "Money in Metallic" for the Hardware and Tinsmith trade.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C77

MERMAID

FILES

Every File Tested Before Leaving Works

That do MORE WORK at LESS COST than ANY others on the market

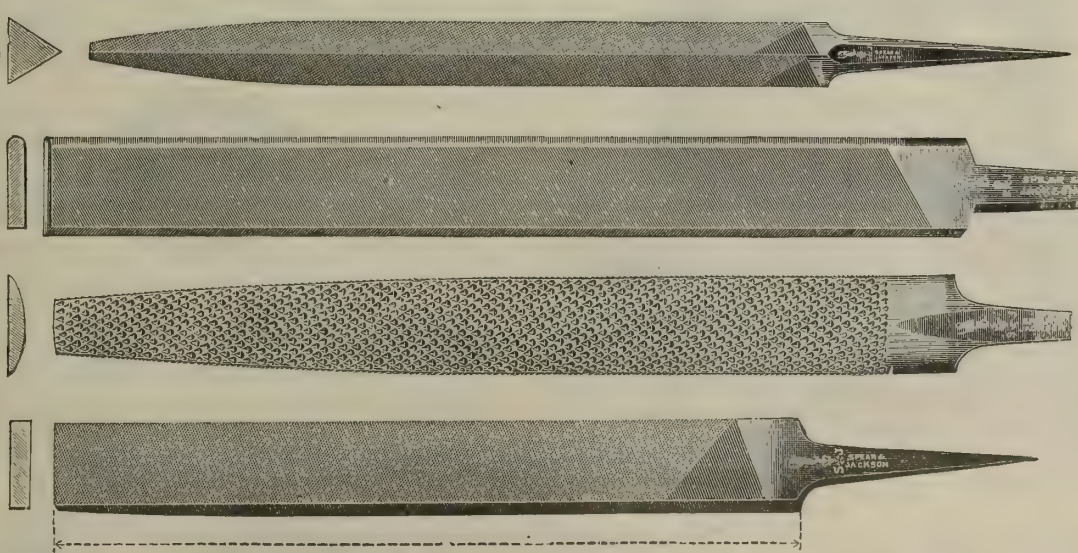
LEAP-FROG

F 127—3 Square File

F 122—Mill Saw File one round edge

F 21—Half Round Rasp

Hand File



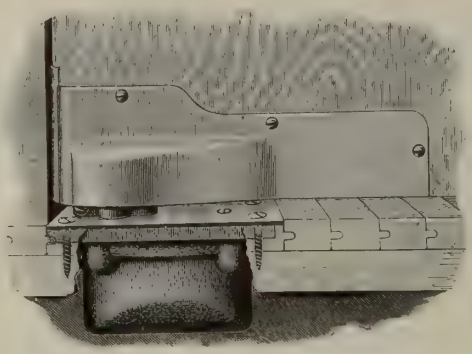
Also **AMERICAN** Pattern at **REDUCED PRICES**

Our Files are used by the LEADING Manufacturers in Canada, for the simple reason they are more EFFICIENT than any others.

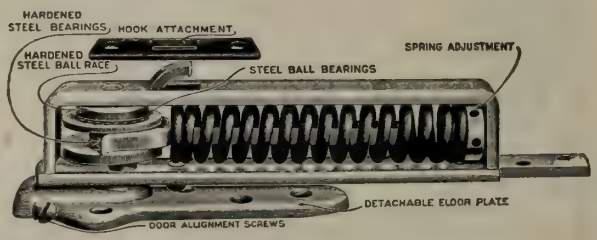
HENDERSON & RICHARDSON
Board of Trade Building, MONTREAL

SPEAR & JACKSON
SHEFFIELD, ENGLAND

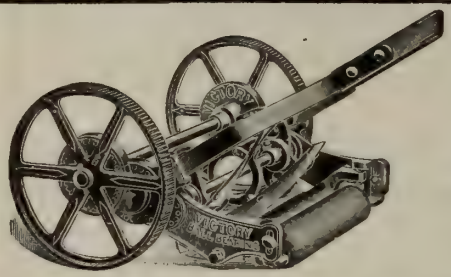
TWO OF THE BEST



"STANDARD" Double-Acting Spring Floor Hinges and "STANDARD" CHECKING HINGES for DOUBLE-ACTING DOORS.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

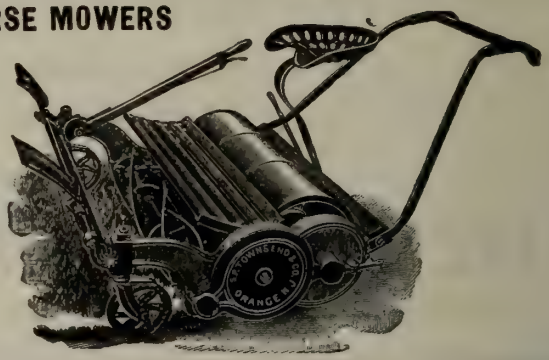


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

MELROSE

A CLASS LEADER IN THE HIGHEST CLOTHES WRINGER CLASS
Especially Designed for MODERN HOMES having Stationary Tubs

Extra Strong Construction
Handsome and Durable Finish

FITTED WITH BALL OR REGULAR BEARINGS

RUBBER ROLLS

The most important part of ANY Wringer

The "BEST OF ALL" Rubber Rolls is our new

The only Roll made that will withstand the strong acids contained in Washing

ANTI CHEMICAL

Compounds without losing their Elasticity or Wearing Qualities.

They will wring drier, and many times outwear the Ordinary Wringer Roll in family use.

THEY ARE FULLY GUARANTEED

Advertised and Sold Everywhere

Rolls either Anti-Chemical or Arrow Brand

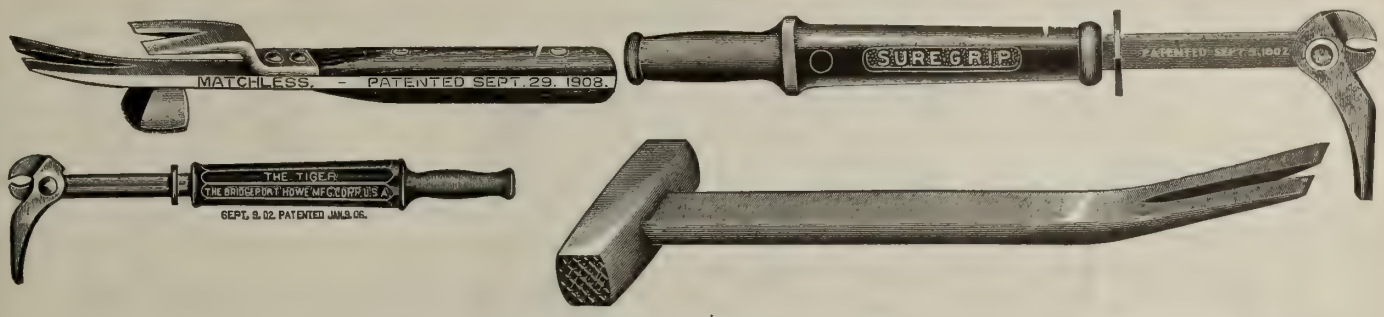
Sizes 11 x 1 3/4; 12 x 1 3/4; 11 x 1 7/8; 12 x 1 7/8

Packed 1/6 Dozen in a Case

AGENTS
W. L. HALDIMAND & SON, Montreal, Que.
H. F. MOULDEN & SON, Winnipeg, Man.

CUMMER-DOWSWELL, Limited

HAMILTON, - CANADA



Write us for CIRCULARS, CATALOG, PRICES.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.

The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

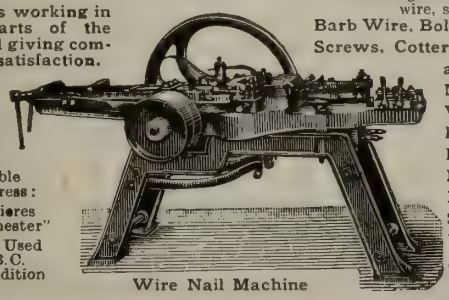
ED. BRAND

Specialist tn the Wire Trade for 15 years.

472 Moss Lane East

MANCHESTER, ENG.

Plants working in all parts of the world giving complete satisfaction.



Wire Nail Machine

Cable Address: "Filieres Manchester"
Code Used A.B.C. 5th Edition

Machinery for

Wire Drawing — Wire Netting
Wire Cutting — Wire Weaving
Wire Testing

AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, Etc., Etc., [redacted] Etc.

Write For The Wholesale Price

It is to Your Interest

This is an exceptional opportunity for any dealer to secure a high grade range made with your name on if you desire,

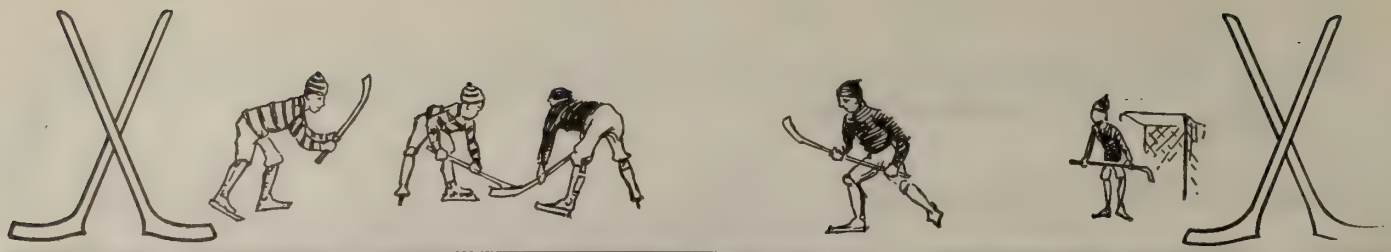
Our ranges are entirely different from other makes and are more effective and more economical in their service.

They are made in all styles, with mirrors, tiled backs, reservoir on either side if desired, and have other prominent features that make them winners.

WRITE, DON'T WAIT.

THE C. H. LePAGE CO., LIMITED

QUEBEC, CANADA

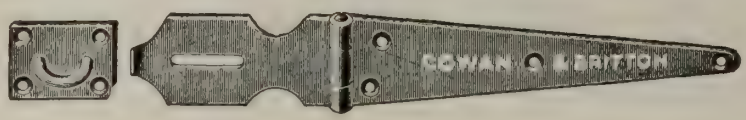


HOCKEY STICK SPECIALISTS

1912 Price List Just Issued

St. Mary's Wood Specialty Co., Ltd.

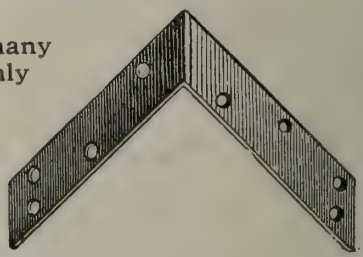
Branches:
WINNIPEG and MONTREAL



Builders' Hardware of Quality

This is a profitable trade pulling line that has won recognition by many leading hardwaremen throughout the country, hardwaremen who buy only quality goods with the aim to give absolute satisfaction with every sale.

We are the oldest and largest makers of Builders' Hardware in Canada and back every order with an ironclad guarantee.

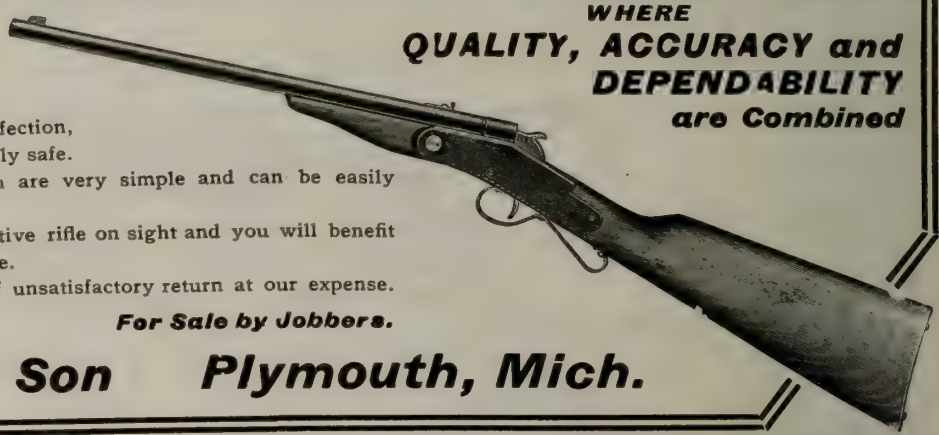


Write at once for Catalog.

Cowan & Britton, :: Gananoque, Ont.

The Hamilton 22 CALIBER RIFLES

WHERE QUALITY, ACCURACY and DEPENDABILITY are Combined



have reached the height of mechanical perfection, being well balanced, accurate and absolutely safe.

They have few working parts, which are very simple and can be easily kept clean.

Both old and young will buy this attractive rifle on sight and you will benefit by their enthusiasm over its excellent service.

Put it in stock—give it a fair trial and if unsatisfactory return at our expense.

GET OUR CIRCULARS AND PRICES.

For Sale by Jobbers.

C. J. Hamilton & Son **Plymouth, Mich.**

We Make "Mule-Hide" Roofing Sales Easy

The dealer who aims to give his roofing customers intrinsic value for money received should stock MULE-HIDE Roofing at once.

We have a proposition by which we do our utmost to help YOU make quick sales not only of MULE-HIDE Roofing but also your general lines. MULE-HIDE Roofing is guaranteed to give absolute satisfaction to all your customers. Communicate with us now. We confine this proposition to one dealer in each town.

The Dominion Roofing Co. of Canada, Ltd.

TORONTO - CANADA

YOU GET NO KICKS

when you sell

"Preston Steel Ceilings and Sidewalls"

"THE BEST IN FIFTY MILE AROUND"

and erect them according to our plans and specifications. We have hundreds of beautiful designs and can serve you in the way you want to be served.

LET'S GET TOGETHER

and get all the orders for this class of work. You can keep your men busy erecting the materials. This is the time of the year for merchants in your town to prepare for the spring trade by fixing up their premises with Preston Steel Ceilings. You get the prospects, and we will help you sell the material.

Write us and tell us your wants. Mention Hardware and Metal.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING CO. LTD

PRESTON ONT. MONTREAL QUE.

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell

Itsimprovedmotion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

McFARLANE'S Common Step-Ladder

This is a good substantial Step-Ladder, being made of good clear lumber with hardwood steps nailed together.

SEND FOR CATALOGUE

McFARLANE LADDER WORKS

Tel. M. 2038 158-160 River St., TORONTO, ONT.

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

FLEXIBLE Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

F. J. SCHUCH

19 JARVIS ST., TORONTO, CAN.

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

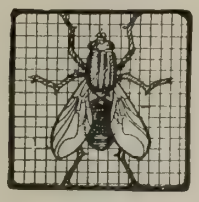
Not an Enterprise for the "Quitter"

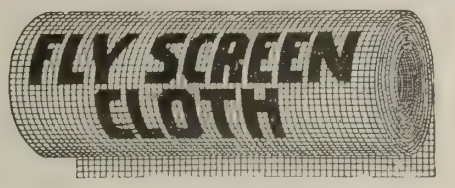
"If there is one enterprise on earth," says John Wanamaker, "that a 'quitter' should leave severely alone, it is advertising. To make a success of advertising one must be prepared to stick like a barnacle on a boat's bottom

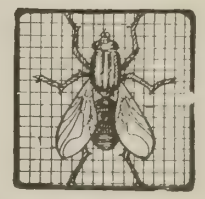
"He must know before he begins it tha he must spend money—lots of it.

"Somebody must tell him that he cannot hope to reap results commensurate with his expenditure early in the game.

"Advertising does not jerk; it pulls. It begins very gently at first, but the pull is steady. It increases day by day and year by year, until it exerts an irresistible power."







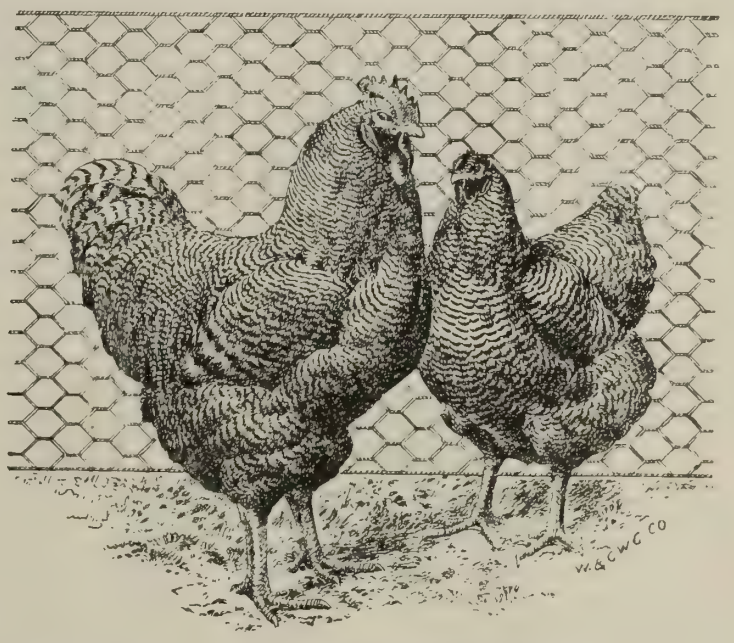
For Screen Doors and Windows

made of 33 gauge steel wire, 12x12 mesh, painted black, in 100 feet rolls.

Widths 18, 20, 22, 24, 26, 28, 30, 32, 34, 36 and 42 inch.

Galvanized Poultry Netting

made from best quality steel wire, galvanized before weaving, insuring a perfect coating of the wire.



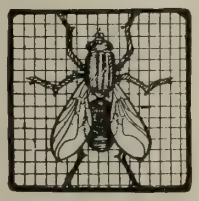
Not being soldered at the joints, it allows for expansion and contraction.

For Poultry Runs, Chicken Coops, Pigeon Houses or Lawn Fences.

For Poultry Net, 2-inch mesh, No. 19 wire.

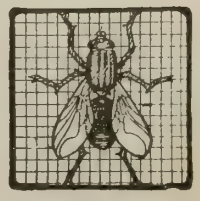
For Lawn Fence, 2-inch mesh, No. 16 wire.

All widths, 12 to 96 inches.



Caverhill Learmont & Co

MONTREAL



A Personal Chat With You About Ourselves

There has been a real dearth of good tinsmiths of late years. The tremendous amount of building construction probably accounts for the scarcity. The demand for tinners has been so great that almost anyone who could handle a soldering iron, has been accepted as a full-fledged journeyman.

It seems too bad that so few tinsmiths of the present day are competent to draft paterns for the tinshop. Yet such is the case. They look with awe, upon tracings and blue prints. And their efficiency would be increased from 50 to 100 per cent., if they could be counted upon to read plans and draft patterns.

Any sheet metal draftsman will tell you that the drawing of tinshop patterns is not such a formidable proposition after all. It does not require a deep knowledge of geometry or mathematics. It can be mastered by any tinsmith who will apply himself to a study of the subject.

The "Complete Course in Sheet Metal Work," which is now running in Hardware and Metal, affords a great opportunity for acquiring a knowledge of pattern drafting.

This course was originally intended as a correspondence course, and it treats the subject very thoroughly from A to Z. The author, L. W. Koser, is one of the most experienced sheet metal draftsmen in Canada, having been connected with such large firms as the Berger Manufacturing Co., Canton, Ohio, Metal Shingle and Siding Co., Preston, Ont., and Galt Art Metal Co., Galt, Ont.

The time spent in studying these articles and practising the drawings given with each lesson, will bring big returns. No tinsmith or draftsman should neglect the opportunity. The third instalment of the series appears in this issue, and the course will run throughout the year.

WE GIVE THE SERVICE.

In the twenty-three years that Hardware and Metal has been making its weekly visits to the trade, the paper has been continually strengthening its hold on its readers, and becoming more and more indispensable to them. It would be difficult to find a newspaper or magazine anywhere which is so highly regarded by its subscribers, as is Hardware and Metal.

If we had not been giving the best possible service to our readers, for almost a quarter of a century, Hardware and Metal would long ago have lost its grip.

But we are to-day giving better value than ever before. Our market reports are newsier and are just as accurate as a big organization of careful and clever men can make them. Our special articles are intensely practical, giving ideas for business getting and business management which are worth many times the subscription price.

Our eyes are always open for ideas which will make Hardware and Metal newsier, more interesting and more helpful. Subscribers can look forward with a fair degree of certainty to each number being better than the one which preceded it.

As time goes by, we receive, more and more regularly letters from our readers, expressing their apprciation of Hardware and Metal. Here are a few samples of letters which have recently come to hand from widely different parts of Canada:

An Inspiration and a Pointer.

"Enclosed you will find cash for our subscription to Hardware and Metal for the current year.

We cannot see how anyone in these kindred lines can do without it. Its pages, all through, are an inspiration and a pointer to every reader.

"G. E. CALKIN & CO.,
Kentville, N. S."

Could Not Miss a Copy.

"Would you please send me the Dec. 30 issue of Hardware and Metal, as it must have gone astray. I notice there are some articles in the Jan. 6 issue referring to previous paper, and as I did not receive my Dec. 30 number, would appreciate very much having you forward same.

"H. STEVENS,
Valley River, Man."

Show Card Articles are Helpful.

"The writer has just noticed in your last issue, article No. 7 on Show Card Writing. One of our clerks here is anxious to get this complete set of articles, and how we ever came to overlook it in the previous issues, we do not know. Would it be possible for you to send us this complete set?

"A. M. BELL & CO.,
Halifax, N.S."

"When first I started to write signs, I drew the letters on pasteboard, cut them out and pencilled around them to get the forms of the letters on the boards. The introduction of the Edwards' Short Cut System in "Hardware and Metal," was a new era for me. Since then, I have discarded pasteboard letters, and can work with five times the speed and ease.

"I am indeed thankful to you for the benefit and knowledge I am getting through Hardware and Metal, and hope that many other clerks will take advantage of the opportunity this valuable course opens to them.

"F. WARE,
with T. M. Nash,
Wellington, Ont."

HARDWARE STORE WINDOWS GETTING BETTER.

On another page of this issue announcement is made of the awards in Hardware and Metal's Christmas Window Competition.

In order to secure an impartial verdict these windows were judged by three different hardwaremen, in Montreal, Toronto and Winnipeg, the result being arrived at by adding the marks assigned each window by all the judges.

One thing which the judges did not fail to remark, was the excellence of the window displays submitted from small towns and villages. They were, on the whole, just about as good as those from the towns over ten thousand population.

How is it that clerks and dealers in small and out-of-the-way places have such good ideas on window dressing?

It is because Hardware and Metal ("the Bible of the Canadian hardware trade") has been for years illustrating and describing the best window displays that have come to our attention. These have been studied by our readers in city, town and village alike with the result that every progressive hardware store in Canada is making window displays that are really fine.

The value of the work that Hardware and Metal has done in raising the standard of window dressing in Canadian hardware stores, can scarcely be estimated.

"ONE MINUTE"

Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line.

ONE MINUTE WASHER CO., - TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta

CANADA STOVE & FURNITURE CO., Montreal

There's a lot of Profit

in the small "hurry-up" orders for belting that you can get coming to you from the mills and shops in your town.

There's bigger profit in larger orders.

But to get and hold this custom you must "deliver the goods."

WRITE US ABOUT A STOCK OF LEATHER BELTING.

Sadler & Haworth

Tanners and Manufacturers

For over 35 years the makers of the best leather belts

MONTREAL
511 William St.

TORONTO
27 Melinda St.

ST. JOHN, N.B.
89 Prince William St.

VANCOUVER
27 Columbia Ave.

WINNIPEG
244 Princess Street

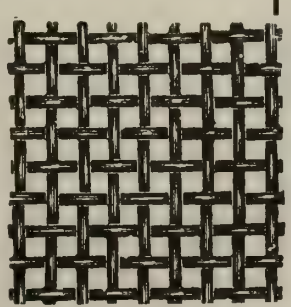
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company

HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

DOMINION CARTRIDGES

MADE IN CANADA

PAY GREATEST PROFITS

Before placing your orders for 1912 requirements, carefully consider the great saving in the purchase price of Dominion as compared with American ammunition, and your selling price, although considerably below foreign brands, pays you a *much greater profit* with *less money invested.*

GUARANTEE

For every defective cartridge packed in a box bearing our trade mark, returned to us direct or through a dealer, we will give a full box free of charge.

We know that Dominion quality is unexcelled and a trial will prove this to the complete satisfaction of any shooter, which will assure you satisfied customers.

Dominion is the best advertised line on the market. Neatly packed in lithographed labeled boxes, which will add to the attractiveness of your shelves,

You can make no mistake by pushing Dominion Ammunition

Dominion Cartridge Company, Limited

MONTREAL -:- CANADA

REMINGTON UMC TRADE MARK

PRICE IS NO OBJECT WHERE THE DAY'S SPORT DEPENDS ON THE AMMUNITION

The Dealer who is awake to the Wants of Sportsmen stocks

Remington-UMC ***Arrow and Nitro Club Smokeless Shot Shells***

because the steel lining gives better pattern, better penetration and greater velocity for the same load.

Remington-UMC ***Steel Lined Shot Shells***

have won the Grand Canadian Handicap for five years straight. Dependability is guaranteed by the name

Remington-UMC

Remington-UMC, the perfect shooting combination.

REMINGTON ARMS : : UNION METALLIC CARTRIDGE CO.

299 BROADWAY NEW YORK CITY

Hardware Convention and Exhibition

A Notable Event at Montreal—Retailers from Province of Quebec Gather There —Addresses by Officers and Prominent Manufacturers at Opening of Exhibition.

Montreal, Feb. 27.—Hardware merchants of Montreal and the Province of Quebec have met in Montreal before, but now for the first time they are having the opportunity of inspecting the product of the various manufacturers. Never before has an exhibit been held in connection with the Quebec Retailers' Convention. The novelty undoubtedly is doing something to make the present gathering a success; and yet not to novelty alone can the success be attributed. Everything possible has been done for the comfort of exhibitor and retailer alike, and exhibitor and retailer alike, are appreciative.

When the hardware section of the Quebec Retail Merchants' Association decided to have an exhibit in connection with their convention, they decided also that as the exhibitors were practically to pay the piper, they should have something to say in calling the tune. So a committee of the manufacturers were asked to act with the retailers, and these two sections, working together, laid the plans for the gathering now in progress. This committee secured the 65th Armory on Pine avenue. This committee made suggestions to J. A. Beaudry, the indefatigable secretary. This committee—keeping the various needs in view—laid the foundations which are rendering possible the present successful gathering.

President Fred C. Lariviere.

The 65th Armory is well nigh an ideal spot for such a convention and exhibition. It is large, well lighted and well heated. The booths are all easily reached. There is little or no chance of a visitor missing any exhibit. From the gallery, which runs around the armory, a fine view may be secured of the whole floor; and the beautifully decorated booths, there under the flag-bedecked ceiling, make a gay scene.

All this afternoon, retailers, visitors and exhibitors moved in and out among the displays. Not a complaint was heard, and when, at 4 o'clock, F. C. Lariviere, the president, formally opened the exhibition and convention there was genuine applause.

Here the opening ceremonies were cut pleasantly short. There was no long address of welcome. No time was taken in prolonged replies. The speeches made were to the point. All were expressive of satisfaction that the exhibition had opened so successfully; all expressive also of the hope that this is but the first of annual exhibitions in which the manufacturers and the retailers may get together for mutual benefit.

When F. C. Lariviere mounted on a box in one of the booths and called all to order many gathered about to listen. But Mr. Lariviere did not waste words. He thanked the exhibitors, not only for showing their goods, but for helping to make the gathering a success by the gift of their ideas. He paid a tribute to Mr. Beaudry the secretary of the association; then expressed the hope that such gatherings might be annual affairs. At this general applause broke out.

J. O. Gareau, President for Montreal, next spoke. He too expressed satisfaction that so many had taken the opportunity to exhibit; and also pointed out the number who were present from out-

The 65th Armory Building, Montreal, where the Convention and Exhibit are being held.

side places. Like Mr. Lariviere Mr. Gareau spoke in both French and English.

J. U. Boivin, President of the Quebec section, had something to say about the sessions of the retailers. These, he said, were not only for Montrealers, but for all dealers who cared to attend. All would be welcome to attend and to take part.

Though still forced to get about on crutches, because of his recent accident, A. A. Bittues, of the Gillette Safety Razor Co., was here, there and everywhere at the exhibition, and was called upon to speak for the newly formed Canadian Hardware Manufacturers' Exhibitors,' Limited, of which he was elected president at the inaugural eeting in Guelph.

"If, in another year," said Mr. Bittues, "the Canadian exhibitors can be the means of bringing a bigger exhibition here the Canadian Exhibitors will be glad to do it. We are not at war with the retailers, you must know. We are merely trying to lift the load a little. We can do much to help these exhibitions. We hope you will want to meet with us again next year; for we surely will want to meet with you."

F. M. Tobin, of the Tobin Arms Manufacturing Co., Woodstock, the vice-president of the Exhibitors, Limited, was also called upon.

"In French, please," shouted C. Smallpiece as Mr. Tobin mounted the box.

Every one joined in the cry, for be it known Mr. Bittues had spoken in French as well as English.

"No, no," replied Mr. Tobin. "Mr. Bittues escaped but I might not." Then he spoke of the exhibit. "We have a gem of an exhibition here," he said. "I think it is as nearly perfect as is possible. We owe a great deal to Mr. Baudry, and the reason he has been able to accomplish so much is because he has French blood in his veins."

"You woulon't say that in Ontario," interrupted Mr. Lariviere.

Everyone laughed, but Mr. Tobin was ready with an answer. "I would not say that in Ontario," he said, "because there are a great many Scotchmen there and it would take two years to explain the joke to them."

"You have called upon me to speak for the Manufacturers' Exhibitors," concluded Mr. Tobin. "We are a baby organization,but I can tell you that we are growing fast and that we stand ready to do all we can to help this association at this and any other time."

J. A. Beaudry, the secretary, also spoke with the others, expressing the hope that the present exhibition would be but the first of many similar gatherings. Then Mr. Lariviere invited all to attend the sessions to-morrow, and the short meeting broke up, all going back to the booths, which were indeed well worth careful inspection.

Need of Retailers' Associations Urged

Several Speakers at Montreal Convention Show What has Already Been Accomplished and Refer to Things Yet to be Done—Manufacturers Exhibitors, Limited, Explained—The "Made in Canada" Cry.

Montreal, Feb. 28.—Important in many ways was this afternoon's meeting of the Retail Merchants' Association. A number of members and visitors spoke. Some merely extended good wishes, but others sounded the call to battle. Retailers, they contended, must work side by side if retailers and those who directly or indirectly depend upon them, are to get a square deal.

Words of Welcome.

The opening moments of the meeting were formal. Mayor Lavallee was unable to attend, but Lieut.-Col. Labelle of the 65th Regiment; Armand Chaput, President of the Chambre de Commerce,, and W. M. Reford, of the Board of Trade, welcomed the members. Then, W. U. Boivin, the Provincial President, who presided, called upon F. C. Lariviere. He responded briefly but exceedingly appropriately.

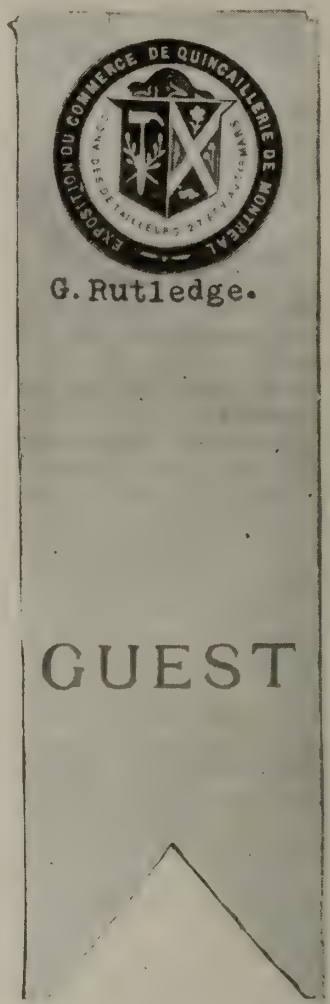
ONTARIO DELEGATION.

The Ontario Retail Hardware and Stove Dealers' Association has been well represented at the Quebec convention. President M. S. Madole, first Vice-president H. Occomore, second Vice-president W. F. Macpherson, past President R. C. Chown, and Treasurer Caslor represented the Ontario body.

After this F. M. Tobin, of the Tobin Arms Co., was called to speak for the manufacturers, A. A. Bittues, of the Gillette Company, President of the Manufacturers Exhibitors, Limited, being absent.

"I don't think you needed to express a welcome," said Mr. Tobin. "We have felt it on every side."

E. M. Trowern, Secretary of the Federal Retail Merchants' Association, made a stirring speech. "The retailers must unite," he said. He told of a great gathering of retailers in the



Convention badge supplied by the Gillette Safety Razor Co.

United States. "There," he said, "the dealers are face to face with the trading stamps and other evils, all of which have been stamped out of Canada through the efforts of the Retailers' Association."

Merchants Deserve Aid.

Later Mr. Trowern had something to say about the government. "I know a man in Winnipeg," he said, "who decided he would make a little garden. He wrote the Dominion Agricultural Department and was supplied with much more seed than he could use. The seed has been coming annually, though the garden has been untilled for seven years."

"It is all right to help the farmers," commented Mr. Trowern, "though in this case much of the assistance was wasted; but in any event the merchant should be remembered. Why," he proceeded ,"do you realize that this is the first year the merchants have been

enumerated? We have counted sheep and hogs but never merchants until this year."

M. S. Madole, President of the Ontario Retail Hardware Association, brought greetings from the sister organization, telling something of the new arrangement entered into at Guelph, whereby the manufacturers take over the direction and control of the exhibition.

Mr. Madole also spoke of the laws, declaring some have been passed which are against the best interests of the retail manufacturer and jobber. "We need associations," he declared, "so that we can guard our own interests."

Mr. Madole closed with a wish for the Montreal Convention's success and sat down amid enthusiastic applause.

J. G. Watson, a former president, pointed out the growth of the association. The hall last year was too small; the larger building this year is still too small. "We'll have to have a larger place next year," he remarked; "of that I'm certain."

"Hear! Hear!" came from all parts of the hall.

"The work of our association," remarked Mr. Watson, "is not done at the Dominion or Provincial Conventions, but in the sections. I'm glad to say these are meeting regularly and are taking an interest in all lines."

A permanent exhibit, Mr. Watson thought, might be a fine idea. He was not sure the time for this had come, but believed in many of the larger places permanent exhibitions might well be held.

Mr. Tobin, who had spoken briefly before, was called upon to explain the Canadian Manufacturers Exhibitors, Limited. He pointed out how this body aims to make the exhibitions more attractive and more satisfactory. "The first place at which the Exhibitors Limited will take an active part," he said, "will likely be Hamilton in 1913, but later the hope is to use the whole power of the organization to make a convention in Montreal or Quebec a huge success."

H. F. Meldrum, Secretary of the Canadian Manufacturers Association, struck a note in favor of the "Made in Canada" cry. Some goods, he conceded, have to be imported, but some are now being brought in which might just as well be produced here. If this unnecessary importation were stopped it would mean the addition all over the Dominion of some 65,000 hands, earnings $33,000,000 wages. "And the goods made would be good goods," concluded Mr. Meldrum. "It is to you merchants' advantage to press home made products, for that will help make the country prosperous, and general prosperity benefits all—the retailer especially."

Variety of Manufactured Goods Shown

Retailers Were Given Object Lessons of the Progress Along Productive Lines Made in Canada During the Past Few Years. Outsiders, Carpenters, Mechanics, Architects and Painters Among Others, were Given Opportunity to Inspect the Various Booths.

Everything tended to make the exhibition held in connection with the Montreal Convention a great success. The 65th Armory was bright and warm—delightful both for those in the booths and those inspecting them. The crowd was entirely satisfactory. It was a buying crowd and one which seemed to promise future buying. The manufacturers could see this the moment they reached the armories. So they made every effort to attractively display their goods, and well indeed they succeeded.

C. Smallpiece, a Prominent Figure at the Convention.

Ermaline Paper Bags.—The booth in which these were displayed was one of the few places from which goods were actually retailed. Miss Antil, of the Montreal Technical School, there demonstrated the good results which might be obtained by a use of the bags. Chops and other meats were cooked and many who watched the work paused to buy. A. L. Dawe was in charge of the booth.

The Ontario Lantern and Lamp Co., Hamilton, had a fine display, not only of lamps and lanterns, but also of electrical fixtures, a new product for this concern. J. W. Moncure and B. W. Moncure were in the booth.

Cummer-Dowswell, of Hamilton, had a booth in which was prominently shown the Playtime washing machine and a combination hand and power washer, devised especially to meet the needs of farmers who use gasoline engines. Geo. B. Dowswell and F. T. Baine explained the machines to the many interested.

The Canadian Keyless Lock Co., Charette Mills, P.Q. Here Geo. E. Bissonnette and G. T. Lemyre demonstrated this new combination house lock—a lock the combination of which can be changed 999 times. Stock was also subscribed at the booth.

The Stinson-Reeb Builders' Supply Co., Montreal, showed a variety of building materials, concrete blocks, flawless hardwall plaster, flawless white finish, bricks of various styles, enameled brick in different colors, Medusa waterproofing and Medusa White Portland Cement. All this was attractively arranged, the various bricks being laid as in a building, cotton batting being used to represent the plaster. J. C. Simpson was in charge.

The Pike Manufacturing Co., New Hampshire, had an attractive display of abrasives—abrasives of every description. In the booth were R. A. Shaw and L. B. Ward.

The Stanley Rule and Level Company, New Britain, gave the hardwaremen and visitors a fine idea of the tools made in their Canadian works; bits, planes, screw drivers and new line vises were shown. F. Greving, D. A. F. Gooszen and M. Coe were in charge.

J. H. Connor & Son, Ottawa, displayed washing machines and wringers, "The Connor Ball-bearing," "The Gem," and the I. X. L. attracting particular attention. In the booth were J. T. Jeffrey and J. D. Morin.

G. L. Griffith & Son, Melbourne, showed some of their Hercules halters, whips and handy hame straps—a line which attracted a good deal of attention. H. L. Griffith was in charge of the display.

The Canadian Buffalo Sled Co., Preston, Ontario, had on view sleighs, snow shovels, coasters and lawn swings. M. E. Seaman was in charge.

The Tobin Arms Manufacturing Co., Woodstock, had a display of rifles, shot guns and high speed bits. Several retailers expressed surprise that such high class goods in this line are manufactured in Canada. F. M. Tobin and L. Jacques showed the strong points of the various lines to the many who were interested.

The Starr Manufacturing Co., Dartmouth, N.S., had a booth which demanded attention. Out of Starr skates a large star was formed; while bolts, nuts, rivets, carriage axles, washers and spikes were also shown, as were hockey sticks. In charge was H. L. Gaetz.

Boeckh Bros., Toronto, showed steel grip lines—paint brushes, whisks, brooms. A. Boeckh and H. E. Smith were on hand to give the retailers facts and figures.

The Gillette Safety Razor Co. had a somewhat different display from that shown at Guelph, but one which attracted fully as much attention. The process of manufacturing this well known razor was shown. There were blades, handles, guards—all the parts which assembled make the finished product. And there were finished razors too, in many styles. A. A. Bittues, J. S. Chadburn and D. P. Cotter were in the booth.

The Carborundum Co., Niagara Falls, showed all kinds of sharpening stones. In charge of the booth were K. D. Rose and W. C. Schwab.

The Onward Manufacturing Co., Berlin, featured sliding shoes, some of which were shown on a miniature brass bed. Electric and hand vacuum cleaners were aiso displayed. In charge of the exhibit were Geo. A. Cox and H. Beaudry.

The International Distributing Company, Montreal, had rubberset brushes of many kinds to show. There were paint brushes, shaving brushes and brushes cut in two, showing how the bristles are set. The Ever-ready and the Yankee safety razors were also shown. In charge were A. A. Fritsch and H. R. Hale.

The Brantford Roofing Co., Brantford, showed a miniature house finished with Christal roofing. Mohawk and Rubber roofings were also displayed. R. C. Sheppard was there to demonstrate the goods.

Pratt & Lambert, Bridgeburg, Ontario, by means of a carefully arranged display, showed to all passing the gums used in making their varnish. Also they showed "61" Floor Varnish undergoing the water test. The work done by the varnish and vitrolite white enamel was also illustrated. J. W. Limoges was in charge of this booth.

J. Wiss & Sons Co., Newark, displayed shears, scissors, manicure sets and similar products. In the same booth were pliers, chisels, wrenches and similar goods manufactured by Kraeuter & Co., Newark.

Starke-Seybold, Montreal, displayed goods carried exclusively by them. "So-Bos-So Kilfly," manufactured by H. Childs & Co., Utica; fencing made by the Republic Fence Co., of Chicago; and baseball goods made by A. J. Reach Co. E. W. Myers and W. M. Leith were in charge.

The Paterson Mfg. Co., Montreal, showed especially "Amatite," "Amazon," and "Everlasting" roofing, as well as tile felt and carpet felt. In charge were F. A. MacLagan, R. H. Povrier, C. W. Cowdry and L. Bourboneriere.

The Corbin Cabinet Lock Co., New Britain, displayed high grade locks, window fasteners and similar lines. **The Savage Arms Co.**, of Utica, N.Y., which occupied the same booth, displayed rifles and automatic revolvers. G. Monette and A. Lariviere were on hand to display these lines.

The Canadian Shovel and Tool Co., Hamilton, displayed shovels, scoops, spades, etc. An especial display was made of the "D" handle which—by eliminating cross grain—gives great strength. W. E. Skelton and J. H. Roper were in the booth.

The Gendron Mfg. Co., Toronto, displayed bathroom fittings especially as well as collapsible go-carts and wagons. J. J. Gagnier was in charge.

The Smith Hardware Co., Montreal, showed in their booths Utica pliers and nippers. The Mephisto bit, screw drivers and locks made by Peter Ludwig Schmidt of Germany, and the Ampere fused lockset, manufactured by the Hamilton Lock and Hardware Co. W. O. Davis was present to explain these lines.

R. S. Muir & Co., Montreal, had fire places, mantels, mosaic pavements and wall tiles in their booth, which was in charge of B. Muir.

Martin-Senour Co., Montreal, displayed especially their "New Tone" flat finish for inside work. Specimens of the work were shown, attracting a good deal of attention. There were present to explain the New Tone and other lines J. A. Naud, G. Tasse and J. Brault.

The Canadian Sporting Goods Manufacturing Co., Berthier, P.Q., displayed toboggans of all shapes and sizes. W. J. Henault was in charge.

The Dunlop Tire and Rubber Co., Toronto, had a display which aimed to bring home to the retailers that this concern does not confine its attentions to the manufacture of automobile tires. Belting, lawn hose, piston packing and horseshoe pads were shown prominently. A. L. Bogart was present to explain the goods.

The National Acme Mfg. Co., Montreal, displayed machine products, especially cap and set screws. H. L. Schneider and M. E. Barden were in charge.

Alex. Bremnier, Montreal, had in a tastefully decorated booth "Everhard" face bricks, Rocalite wall plaster, cement tools and cement boards. J. O. Benoit was in charge.

Brandram-Henderson, Montreal, aimed to show both the variety and quality of the goods which they manufacture. Lead in various stages of the corroding process was shown. English floor paint, Brandram Genuine and Anchor Brand white lead was displayed in the finished state. Floor luster and varnish, carriage gloss and Marbleine was also displayed; while a gallon of B. H. paint placed on a scales in the front of the booth illustrated that the paint weighs from 21 to 22 pounds a gallon. In charge of the booth were Wm. Edwards, John Irwin, A. B. Bremner, F. A. Markham, Nap. Paradis, E. W. Charleton and Alf. Beauchemen.

David Maxwell & Son, St. Mary's displayed "Imperial Electric and "Puritan Electric" washing machines, churns, lawn mowers and barrows. In charge was Jas. S. Parkes.

The Stratford Mfg. Co., Stratford, had a booth filled with step ladders, extension ladders and lawn seats. Jas. S. Parks explained the goods to all inquirers.

Taylor-Forbes Co., Guelph, displayed a wide variety of builders' hardware, shelf brackets, lamp brackets, letter boxes, door knobs; also tailors' irons, lawn mowers and jacks. C. I. Smallpiece was in charge, assisted by A. Vallee and others.

The Standard Sanitary Co., Toronto, featured a sanitary water fountain such as is now being specified for many schools and public buildings. Wash basins, baths and w.c.'s of porcelain enameled iron were also shown. F. Conaugton was in charge.

Robert & Robert, 73 St. Denis Street, Montreal, had their "Jackson" delivery wagon on the floor. P. A. D. Robert was present to demonstrate the machine.

The Window Strip Co., Montreal, exhibited Robbins rustless fly screens and their patent metal window strip. W. A. Stanley, manager of the concern, and R. J. Drake were in the booth.

Shurley-Dietrich Co., Galt, had to rely on the jobbers for an exhibit, since the goods being sent down for the booth were stuck somewhere in a snowdrift. But the Razor Steel saws of various kinds which were secured were arranged in an exceedingly attractive form. **J. A.** Donnelly was present to explain the good points of these saws to all inquiring.

MANY RETAILERS ATTEND.

Montreal, Feb. 29.—Among the retailers attending the Montreal convention this week were the following from Montreal:—A. Wallerand, David Deschampe, J. Delisle, Oscar Fournier, J. Pesant, J. E. Deslauriers, Jos. Lafalle, Denis Demers, Jacques Brault, J. P. Beauvdes, J. E. Beriard, Lucien Beault, Geo. Lebel, R. L. Shepard, M. Grange, J. O. Picard, L. A. Picard, C. Rounin, J. E. Bissonnette, O. Decarie, O. Lemire, A. Rouleau, A. Raymond, Geo. N. Des Roches, O. De Serre, Hercule Masson, W. Boiven, J. A. Labonte, J. O. Benoit, Jas. Haule, J. Bareau, J. Robert, A. E. Blandiard, A. Zaniel, J. W. Jaque, J. S. Bourbonnier, J. H. Roper, Alex. W. Bremner, Thos.

Continued on page 41.

Some Exhibitors at Ontario Convention

Mention of Some of the Booths Was Inadvertently Omitted in Last Week's Report—Some Photographs Secured at the Convention.

A large number of letters have been received complimenting Hardware and Metal on the complete report of the convention at Guelph which appeared in last week's issue. Owing to the haste with which the editorial copy necessarily had to be prepared some omissions occurred.

A number of the exhibitors were inadvertently omitted in the otherwise complete report of the convention. It so happened that among those omitted were some of the most interesting booths in the whole exhibition. A supplementary list is appended.

The Gillette Safety Razor Co., Montreal, had a splendid exhibit of their goods. Every variety of Gillette razor was shown, together with a liberal supply of the selling helps and literature supplied by that company. J. S. Chadburn and D. P. Cotter were in charge. There were countless inquiries at the booth for A. A. Bittues whose absence, as a result of his accident, was much regretted.

The Lufkin Rule Co., Windsor, showed a complete line of their measuring tapes and rules, including steel tapes, woven tapes, steel rules and wood rules. The stock had been capitally arranged and drew the attention of everyone. J. A. Hossack was in charge and E. Russell was also in attendance.

D. Maxwell & Sons, St. Mary's, had a display of their food choppers and washing machines. Two electric motor washers were shown and, being a distinctly new line, they attracted as much attention as any article perhaps in the exhibition. The operation of the electric motor washer proved a matter of keen interest. John L. Maxwell and J. W. Gallagher were in attendance.

S. F. Bowser & Co., Toronto, showed their storage tanks and pumps. These were demonstrated for the benefit of visitors and attracted a great deal of notice. Those in charge were L. Swartz, E. J. Murphy, F. C. Potter, H. T. Sterne and H. C. Christie.

Parker-Whyte Ltd., Winnipeg, showed their line of sanitary closets. As this line is now much in demand, particularly in the country districts, the booth drew its share of attention from the visiting hardwaremen.

F. W. Bird & Son, Hamilton, showed an interesting display of Neponset roofing. Those in attendance were W. J. Shaw, H. F. Collins and Walter MacKay.

Boeckh Bros., Toronto., had an attractive display of brushes and the paint specialties which they manufacture. The representatives of the company present were John Billinghurst and L. J. Levy. This booth attracted much attention.

The Dover Mfg. Co., Canal Dover, Ohio, had a unique booth containing a full line of asbestos sad irons and goods of a like nature. The motion device used created considerable interest. A. S. Howe was in charge.

The booth of the **Success Manufacturing Co.**, Gloucester, Mass., and **Lewis Bros.**, Montreal, was devoted to a display of sheet metal refrigerators. The display proved one of general interest for the hardware visitors. A. R. Payne, T. Houghton and F. Bolger were in charge.

ED. WANLESS.

A new member of the executive committee, who conducted the Question Box.

The W. C. Crawford Co., Tilbury, had an interesting stock of handles to show. Handles were on display for practically every hardware utensil which required handles.

The Pike Mfg. Co., Pike, N.H., showed an interesting display of oil stones, grinders, etc.

The Allan Hills Edge Tools Co., Galt, showed their line of edge tools on a black background. The display was undoubtedly a strong feature. E. E. Rendle was in charge.

The Galt Art Metal Co., Galt, had some of their sheet metal patterns on display. Those in attendance were L. W. Koser, G. A. Gordon and D. G. Speers.

The National Mfg. Co., Sterling, Ill., showed their lines of builders' hardware. E. S. Meikle, who was in charge, demonstrated these goods to all who called.

In the description of the booth of the Queen City Oil Co. the name of Mr. Lapp was inadvertently omitted. Mr. Lapp was in charge of the booth.

The address of the Oneida Community, Limited, was incorrectly stated. The Oneida Community factories are located at Oneida, N.Y., and Buffalo, N.Y.

Question Box Leader.

The chairman of the Question Box session, Ald. Ed. Wanless, of Chatham, conducted the meeting with considerable skill. Although a young man, he showed a wide knowledge of hardware, contributing valuable opinions on most of the questions discussed. Mr. Wanless is now a member of the executive of the association.

A snapshot at the Guelph Convention— Past Presidents D. Cinnamon, R. C. Chown and J. R. Hambly.

HARDWARE AND METAL

(ESTABLISHED 1888)

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THE QUESTION OF LOCATION.

The Convention and Exhibition just concluded in Montreal has been a success—a greater success, perhaps, than was expected. Retailers and manufacturers alike have expressed the hope that the gathering will prove to have been but the first of many. There seems little doubt, indeed, that next year will see another session, so it behooves those who had so much to do with making this year's meeting a success, to consider if there is not yet room for improvement.

The gathering, it must be remembered, is best held in February or March—two of the wildest, roughest, most tempestuous months of the year. This being so, the question of location is of tremendous importance. The 65th Armory in which this year's convention was held, was well nigh perfect—a little small perhaps, but bright, well heated, pleasant for all, yet its situation left something to be desired. The building was too far north. What is wanted is a hall near St. Catherine Street—nearer the centre of the city and the hotels. All attending the Convention must stay at the hotels or their homes. They must go to these for lunch. When the exhibition is in the north as it was this year, this means a long car trip and a good deal of wasted time. A hall nearer the centre of things, therefore, even were it not as good a hall, would yet be better.

WINDOW DRESSING ON NEW PLANE.

The improvement in hardware window dressing has been marked of late years. The cramped window space filled with a miscellaneous collection of incongruous objects has given place to the large and well-lighted windows seen in all up-to-date hardware stores nowadays. Displays can be seen in hardware windows which in point of attractiveness, selling quality and artistic finish are quite the equal of the most elaborate efforts of window dressing experts in the large departmental stores. Hardware window dressing has been set on a new plane.

This truth was evidenced more clearly than ever before in the Christmas window contest conducted by Hardware and Metal. Over twenty contestants entered and the quality of the displays that they submitted was unprecedently high. The originality of design, the artistic qualities and the elaboration of detail shown in the better windows was indeed praiseworthy. The judges, who had a difficult task in selecting the winners, agree that they had never before seen better work.

It is interesting to note that the winners of first place in both contests achieved the same distinction the year before. The members of the editorial staff of Hardware and Metal who acted as judges on that occasion feel that the decision reached by the three judges this year has vindicated them in their awards in the 1910 contest.

The contest was a record breaker in every respect. More interest was shown than in any previous year and the number of contestants was appreciably larger. May the interest continue to grow. Window dressing has become a salient feature of modern merchandising.

A feature of the contest was the interest shown by dealers and clerks in small places. Some highly creditable displays were received from dealers in small villages, where the facilities are not as good and the inducements not as large. It can be accepted as a telling evidence of the all around improvement in merchandising methods which is manifesting itself in the hardware trade.

GIVE THE TRAVELER A CHANCE.

The editorial which appeared in last week's issue, entitled, "Who Pays the Traveler?" has seemingly struck a responsive chord. Words of commendation have been heard on all sides and many have voiced their approval of the sentiments expressed.

A well-known wholesaler writes in to express his endorsation and to add another reason why the retailer should always give the traveler a fair and courteous hearing. He states that merchants located in small centres, frequently lose the opportunity of securing new lines or some useful information through their indifferent reception of traveling salesmen. The dealer in a village or small town does not have the opportunity of watching trade developments as closely as he may desire. The traveler comes in contact with all sorts of people and all conditions and thus acquires a fund of information the benefit of which he is willing to give to the dealer. The dealer, therefore, should regard the traveler as a friend and useful ally.

The point is well taken. It is quite as much in the interests of the merchant as of the traveler that the latter should be accorded a fair chance. Most dealers appreciate this fact, but there are exceptions.

SOME METAL STATISTICS.

The annual book of Metal Statistics published by the "American Metal Market" contains a complete summary of the world's operations in metals during the past year. While it is true that figures are always dry, there is plenty of material in the tables which the volume contains for serious thought. They indicate the trend of the world

industrially and contain a wealth of information for those who follow the metal situation closely.

Among the interesting features is a table which shows the steady and steep increase in the production of copper in the last twenty years. Despite the talk of limitation so frequently heard last year, the estimated figures put the year's production at 885,000 tons—the largest in the world's history.

The ever increasing demand for metal is evidenced by the lead and tin statistics. The world's consumption of lead last year was 1,115,700 fons. In 1902 the total was 889,600. The consumption of tin in the United States last year was 44,300 tons and in 1902 the amount used was 33,900. Even a greater increase is shown in other metals, particularly in spelter. In 1885 the world's production of spelter was 295,480, whereas in 1910 the total production was 797,392. It is impossible as yet to give accurate figures with reference to the total production for 1911, but it is confidently expected that an advance will be found.

It is interesting to note that aluminum has risen from a comparatively unknown metal to one of commonest use in a comparatively short time. The consumption of aluminum in the United States in 1883 was 83 pounds. In 1910 it had grown to 47,734,000 pounds.

The year was marked by price fluctuations. Tin was the most unsettled of all metals. Copper and lead showed unexpected strength near the end of the year.

BUYERS SHOULD USE CAUTION.

The statement is made that there has been a considerable amount of rejected flaxseed offered at a reduced price in the North-West. It is impossible to say whether it has found a market or not, but, in any case, buyers of linseed oil should use caution. Past experience has amply demonstrated that trouble invariably ensues where poor seed is used.

MAIL ORDER HOUSES GAINING.

The menace of the mail order house is growing. The catalogue establishments are continually reaching out, widening their scope and, sad to relate, getting a larger share of the business. It is probably true that most retail dealers realize the seriousness of the situation but they are not fully alive to the necessary methods of meeting this insidious form of opposition.

In a recent issue, a western newspaper gives considerable editorial space to the fact that the operations of the mail order houses are growing more extensive in that district. Twenty mail bags, bulging with spring catalogues, were dumped into the town recently and the contents were distributed throughout the town and district. This is only a repetition of what occurs twice and sometimes thrice a year. The newspaper goes on to do some figuring and estimates that each one of the mail bags contained 100 catalogues. That would mean the distribution of 2,000 catalogues in that neighborhood. Taking the average amount of business brought in as $10 for every catalogue, it figures out that the sum of $20,000 goes semi-annually or tri-annually to the mail order houses—a cash contribution.

The newspaper may be out in the figures thus presented, but the fact remains that the mail order houses are gaining ground, in some sections at least. Every dollar gained in this way is lost by the local merchants.

When everything is considered, the local dealer has many advantages over the catalogue house; only he does not realize the fact and does not use those advantages. The best defence he can put up is to keep his store attractive, his stock up-to-date and his methods businesslike. The catalogue house cannot gain a foothold in sections where the local dealers are right up to the mark.

POINTED EDITORIALS.

Uniformity in advertising is a valuable asset.

* * *

For an initial effort, the exhibition at the Quebec convention was a great success.

* * *

A paint window display now will pave the way for a bigger trade in the spring.

* * *

Fight the mail order house with its own weapons. Advertise.

* * *

The active paint season is not far off. Get ready for it.

* * *

One thing about a really cold winter is that it is pretty sure to be followed by a scorching hot summer.

* * *

The dealer and the painter should work together for the general good of the cause.

* * *

The weather man has not been allied with the merchant this winter. Stormy weather means decreased business.

* * *

Technical phrases are thrown away on the average purchaser of a stove. Make your arguments simple and to the point. One sentence of unvarnished instruction is worth a whole technical treatise.

* * *

Quality and Profit may not be exactly synonyms, but in the retail business they are very close to it. Cut-Price and Bankruptcy are also words which frequently go together.

* * *

The retail dealer is a busy man. So is the traveler. They should mutually respect this fact; the dealer, by giving the traveler a prompt hearing, the traveler by making the interview as brief as he consistently can.

* * *

Great interest is being manifested in the "Complete Course of Sheet Metal Work" now appearing in Hardware and Metal. It is undoubtedly the best series of the kind ever published and will be of incalculable value to tinsmiths and roofers.

Awards in Christmas Window Contest

The Three Judges Have Completed Their Work—The Winning Displays Will be Reproduced in the Annual Spring Number—The Contest Broke all Records.

The Christmas window contest announced by Hardware and Metal last fall created more interest than a similar event has ever aroused in Canada. The response served as a striking evidence of the interest which hardwaremen take in window dressing. Photographs were received from all parts of the Dominion, over twenty contestants in all entering.

The quality of the displays sent in was exceptionally high. Tribute to the good work of the contestants is paid by the three judges selected by Hardware and Metal, who state that without doubt the work was on a distinctly new plane. No more striking testimony to the wonderful improvement effected in hardware window dressing of late years could be paid. More will be said with reference to this matter when the winning displays are reproduced. This will be done in the annual spring special number of Hardware and Metal which will be issued on March 23. It had been intended to defer the publication of the awards until that issue but, in deference to the wishes of those who had entered the contest and were consequently anxious to learn the result, the present announcement is made.

In view of the great interest shown in the contest and the high quality of the displays entered, it was decided to secure as judges three prominent hardwaremen—one in Montreal, one in Toronto and one in Winnipeg. The photographs were first sent to Hector A. Bernier, manager of the hardware store of L. J. A. Surveyer, of Montreal. The next judge to pass upon them was W. J. A. Lytle, manager of the retail department of Aikenhead's Ltd., Toronto. The photos were then sent to Winnipeg, where E. B. Lennox, of the Lennox Hardware Co., passed upon them.

THE WINNERS.

Places Over 5,000.

1—R. H. Thornhill, with P. Hymmen Co., Berlin.

2—A. T. Black, with the Bond Hardware Co., Guelph.

3—Harold Cook, with the Northern Hardware Co., Edmonton.

Places Under 5,000.

1—Peter McNaughton, with Geo. W. Ecclestone, Bracebridge.

2—Blake Phillips, with Sutherland & Stelck, Dauphin, Man.

3—Chas. Byford, with G. A. Binns, Newmarket.

The marks of the three judges were added together and the awards made according to the totals thus reached. It was felt that by leaving the decision to men known to the trade as competent judges the merits of the displays entered would be accurately and fairly judged. The selection of one judge from each of the three centres named was deemed advisable in view of the fact that photographs were received from all parts of the country.

How Judging Was Done.

The judging was carried out on the basis set at the time the contest was announced as follows:

Selling qualities—60.

Attractiveness—30.

Description—10.

The marking was very close in many instances and, when the totals were made up, it was found that the race had been a close one in both contests. The window of P. Hymmen Co., Berlin, which took first prize for places over 5,000, was marked 235 out of a maximum of 300, and that of the Bond Hardware Co. 233. These figures indicate the excellence of the displays, for all three judges were inclined to be severe and they accorded these high marks because they were convinced that they had been fairly merited. Five other contestants in in places over 5,000 were marked over 200. The window of Geo. W. Ecclestone, of Bracebridge, which took first prize for places under 5,000 was marked as high as 241 and that of Sutherland & Stelck, which was placed second, was marked 232.

The prizes in each contest are: First, $5; second, $3; third, $2.

Some Close Contenders.

Many of the other contestants were marked so high that they came close to securing prizes. In accordance with the terms of the contest, the sum of $1.50 will be sent to all who entered without securing prizes, but whose displays are deemed worthy of reproduction in Hardware and Metal. This list is as follows:

T. S. Tait & Sons, Campbellford; D. W. Douglas, Campbellford; McGowan Bros., Uxbridge; The McMurtry Co., St. Thomas; C. Richardson & Son, Harrow; Peterboro Hardware Co.; Kingan Hardware Co., Peterboro; The Fawcett Hardware Co., Tweed; E. A. Whitton, Bracebridge, W. F. Mickus, Preston; McKinley & Northwood, Ottawa.

The Judges.

The three judges selected all have well deserved reputations as window dressers.

Hector A. Bernier, Montreal. W. J. A. Lytle, Toronto. E. B. Lennox, Winnipeg.

Mr. Bernier has won many prizes himself..

After capturing a number of minor prizes Mr. Bernier was awarded first place in a competition held by "Iron Age Hardware" for an article upon the subject, "How to Dress a Hardware Show Window."

A number of years ago Mr. Bernier took the window dressing prize given by Hardware and Metal. He also captured a prize given by the Bissell Carpet Sweeper Company, his window being adjudged the best of all those sent in. Mr. Bernier's advertisement of the Bissell sweeper was also given first place, a $60 prize going to him.

The Dover Asbestos Sad Iron window and advertisement competition was another triumph for this Montrealer. He won first place in both contests, but was only given the one prize.

W. J. A. Lytle was with Whytes Ltd., Collingwood, before taking his present position with Aikenheads Ltd. He has always shown a keen interest in the qestion of advertising and window dressing. During the World's Fair at St. Louis Mr. Lytle paid a visit there for the purpose of studying the window displays and he has also visited Europe, where he studied the methods in vogue carefully.

E. B. Lennox is one of the most progressive young hardwaremen in the West. He has made a success of his business career there and has won a deserved reputation as a clever window dresser.

MANY RETAILERS ATTEND.

(Continued from page 36.)

Dussault, O. Taellefer, J. A. Rochette, O. P. de Montiginy, J. Josselin, J. A. Phaneuf, Z. Bourdeau, Wilfrid Brouillet, A. F. Resol, J. E. Hudon, F. X. Perrault, M. Martaneau, Thos. Dussault, J. P. Gervois, E. Belanger, J. Pesant, O. Fourner, J. H. Hanson, Jas. A. Arcand, A. Rouleau, L. A. Picard, W. A. Boivin, T. O. Ranger, J. C. Benard, J. G. Watson, P. Gooselen, David Deschamps, J. A. Labonte, O. Lemire, J. O. Bouleuce, J. E. Bissonnette, Alex. Gougeon, J. O. Garneau, F. C. Lariviere, J. E. Deslauriers.

A number of retailers also came in from outside places, among these being: W. Boeuful, Sherbrooke; J. L. Demers, Thetford Mines; W. A. Skelton, Hamilton; D. Duford, St. Theodore d' Acton; E. M. Trowern, Toronto; O. Beaudoin, Thetford Mines; Nap. Mercure Neuville, P. Gosselin, Magog; F. Boinet, Quebec; J. A. Champagne, Verdun; Gosselin Paradis, Magog; R. C. Chown, Belleville; John Caslor, Toronto; H. Occomore, Guelph; W. F. Macpherson, Prescott; M. S. Madole, Napanee; P. J. Cote, Quebec; A. Grenier, Quebec; J. D. O. Picard, Jules Verret, Indian Lorette; Jos. Viel, Riviere du Loup; A. E. Michand, Isle Verte; Art. L. Desaulniers, La Perade; Arthur L. Pelletier, Riviere du Loup; Nap Mercure, Neuville; E. J. Turcotte, East Broughton; Alphonse Blais, Thetford Mines; J. Barnet, Quebec; P. E. Beaudoin, Thetford Mines; J. S. Demers, Thetford Mines; Alfred Nand, Deschambault.

Hardware Letter Box

Empire Queen Ranges.

Gleichen Trading Co., Gleichen, Alta. —"Can you tell us who the manufacturers of the Empire Queen ranges are?"

Canadian Heating & Ventilating Co., Owen Sound.

Spring Beds.

Aiken Bros., Allenford, Ont.—"Who are the makers of bed springs and mattresses?"

Ideal Bedding Co., Toronto, and Ham & Holt, Brantford.

Canoe and Tent.

K. Johnson, Kipling, Ont.—"Where can I secure a canoe and a tent?"

Peterborough Canoe Co., Peterboro; Canadian Canoe Co., Peterboro; Raymond Bros., London, are makers of tents.

Keen Kutter Goods.

A Subscriber, Whitby.—"Who are the manufacturers of Keen Kutter hardware?"

Simmons Hardware Co., St. Louis.

Side Cars for Cycles.

Constant Reader, Whitby.— "Are there any manufacturers of side cars for motorcycles in Canada?"

No. Side cars can be obtained, however, from any bicycle jobbing house. Most of the cars used for motorcycles are of English manufacture.

Small Hardware.

J. Moxon & Son, Picton.—"Where can we secure a line of five and ten-cent articles for a five and ten-cent table in a hardware store? Who are makers of the Ohio steam cooker?"

1. Goods of this description can be obtained through your jobber. 2. Toledo Cooker Co., Toledo.

Copper Piping.

Bouthron & Drysdale, Hensall, Ont.—"Where can we obtain copper and brass piping?"

The hardware jobbing houses carry these lines.

Tailors' Stoves.

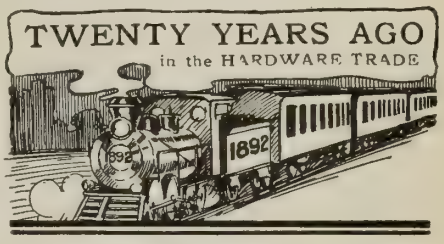
Carnegie Bros., Port Perry.—"Is there a maker of tailors' stoves at Truro, N. S., named J. Albert Lundstrom?"

Can any reader supply this information?

Sliding Ladders.

J. R.Myers, Stratford.—"Who are the manufacturers of sliding store ladders?"

Hamilton Brass Mfg. Co., Hamilton; Richards-Wilcox Mfg. Co., Aurora, Ill.; F. E. Myer & Bro., Ashland, Ohio.



The following items have been taken from the issue of February 27, 1892:

"Home Wall Colors is the name of a line of paints for which Walter H. Cottingham & Co. are the sole Canadian agents."

Editor's Note.—Walter H. Cottingham has since become one of the most prominent figures in America among paint manufacturers. He is now president and general manager of the Sherwin-Williams Co.

* * *

"The Globe File Mfg. Co., situated at Port Hope, Ont., is an industry that is rapidly getting to the front. The company employ about 60 hands in the different departments."

Editor's Note.—The Globe File Mfg. Co. were merged into the Nicholson File Co., who still make the Globe file among other brands.

* * *

"T. J. Trapp & Co., New Westminster, are running an interesting advertisement."

Editor's Note.—The firm of T. J. Trapp & Co. are still among the best known hardwaremen on the Pacific coast.

* * *

Editor's Note.—Our attention is called to an error in the "Twenty Years Ago" column which stated that W. H. Thorne & Co., were successors to Burpee, Thorne & Co. We are informed that, on the dissolution of Clark, Kerr & Thorne, Mr. Kerr formed a partnership with John M. Robertson under the name of Kerr & Robertson, of which Robertson, Foster & Smith are the successors. Burpee, Thorne & Co., went out of business in 1893.

Hardware Store Publicity

Chapter 3.--- Uniformity in Advertising

The most important feature of any advertising campaign is the use of newspaper space. While other schemes can be worked advantageously the newspaper is the most reliable and profitable of all advertising media. It should be regarded as the first consideration and other publicity plans as side issues of varying importance.

Newspaper advertising should not be considered an incidental feature of business. It requires thought, thoroughness and enthusiasm. It should be planned carefully ahead of time. Careless and indifferent handling of advertising work not only means the loss of the money invested but also the loss of the increased business which good advertising would have brought. Read that sentence over again and let the thought sink in.

Drawing the distinction broadly, there are two classes of advertisers. The first is made up of aggressive publicists who have studied their proposition thoroughly and who know as a result what goods to feature at each season of the year, how to feature them and how generally to use the space they have bought so that they will get returns in the shape of bigger business and wider public recognition. In the second class we find the men who write their advertising matter at any odd moment, who do not know what they are going to advertise until they get out their pencils and who treat the subject generally in an off-hand way.

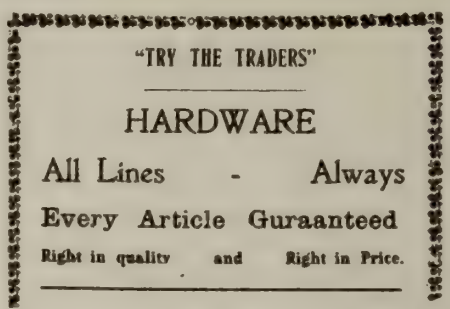
One of the real secrets of successful advertising is to have your campaign planned out ahead of time.

As far as possible, retail hardwaremen should plan out just what they are going to do throughout the whole year. Each advertisement should be a unit in the general plan of campaign.

One of the chief advantages of this system is that a certain uniformity can be maintained in all advertising matter used. There should be certain distinctive features which the public will become familiar with and recognize at a glance. The name plate, the trade mark, the slogan, and even the general form of lay-out can be kept distinctive from all other advertising in the paper. People will come to associate a catch phrase or a distinctive form of heading with Smith's hardware. if Hardwareman Smith uses that phrase or employs that form of heading long enough. This mental association of a certain advertising feature with a certain firm is an asset which every dealer should strive to attain for himself.

In planning out a campaign, therefore, it is well to devise something original which can be maintained right through. Get a catch phrase. A neatly turned sentence, a terse and pointed statement will catch the eye as it skims the pages. Present that same laconic argument day in and day out and people get to know it. They get to believe it. "Try the Traders" is the catch phrase of a western firm. It is a simple form of appeal and, if only used once, might not have particular weight. But used continuously and persistently it begins to acquire weight with remembrance. A person needs some articles of hardware and "tries the Traders." The same firm employ a number of other phrases at the heading of their advertisements. "All lines—always," is one.

"Right in quality; right in price," is another.



A simple appeal used continuously acquires weight.

Other firms use something distinctive at the foot of their advertising matter. Day in and day out Smith & Gaetz, of Red Deer, Alta., make use of the words, "The hardware people." It is not a striking phrase, but to the purchasing public, Smith & Gaetz are "the hardware people." A phrase of that kind sticks.

SMITH & GAETZ

The Hardware People.

A phrase of this kind sticks in the memory.

It is also well to maintain typographical uniformity steadily. See to it that the printer uses the same kind of type in to-morrow's ad. that he used to-day, unless, of course, something peculiarly distinctive is required for the occasion. The form of name plate used by Illsey Bros., of Castor, Alta., is different from that of other firms and for that reason it stands out prominently.

ILLSEY BROS
THE HARDWARE OF QUALITY

This name plate stands out prominently because it is different.

People residing in the districts covered by the Robert Simpson Co. advertising are familiar with the form in which the firm name is invariably presented. It has acquired a distinction all its own. Every dealer can do the same for himself. Arrange for a style which suits and then stick to it.

Uniformity can also be observed in the lay-out of advertising matter. The best newspapers and magazines strive to make their style and make-up so distinctive that people seeing only part of a loose page can tell at once what paper it was torn from. Some of the best known publications have succeeded in this respect to such an extent that the reading public of the continent recognize them at a glance.

The good advertiser should strive for the same effect. A hardware dealer in a Canadian city ran a series of three advertisements on three successive days. The first was cut up into a large number of panels with black borders. The second was made up largely of cuts. The third was devoted to a straight talk set in three-column italics, set off with a single line heading in large light faced type. Each advertisement took up the same subject—a special sale of kitchenware—and each had merit of its own. But taken together, they had only a fraction of the value they might have possessed. Each one of the three was absolutely unlike the other two. Different sized space was used and the firm name was put in different type. Different location in the paper even had been taken.

The Robert **SIMPSON** Company Limited

Everyone in a certain district will recognize this heading at a glance.

Each one of those advertisements had to stand on its own legs, gaining little strength from the others in the series. Something similar, something to connect number three instantly with numbers one and two would have been a great asset.

Continued on page 43.

Veteran Figures in the Hardware Field

No. 9—James Purvis, Sudbury.

Of a judical turn of mind is James Purvis of Sudbury. At the Guelph convention, just closed, he several times mounted the rostrum to set some member right upon a point of law. For instance, when Pres. Madole suggested that the association urge upon the Ontario Provincial secretary the need of some special tax as against the Catalogue houses, Mr. Purvis declared the question to be one for the minister of trade and commerce. Now Mr. Madole contested this point, but no matter who was right the incident shows the judical channels in which Mr. Purvis' mind runs. He has an opinion on every subject, and can enunciate that opinion clearly. No wonder, for Mr. Purvis has taken a keen interest in municipal, provincial, and Federal politics during all the 39 years he has been engaged in the hardware field.

Fads Have Kept Him Young.

Yes it is thirty-nine years since Mr. Purvis started in the hardware business, though to look at him one would not think so. He does not seem as much over fifty, as his years in the trade would imply. But then his hobbies—politics, gardening and fishing—have undoubtedly done much to keep him young.

It was in Barrie, in 1870, that Mr. Purvis started as a store owner. Then he was in partnership with his brother David. For seventeen years they carried along their business; making money and friends, and perhaps a healthy enemy or two, for Mr. Purvis is somewhat of a fighter and quite likely has stirred the ire of a few with whom he has come in contact.

It was while in Barrie that Mr. Purvis entered the field of public service. He doesn't remember himself all the posts he has held, but his friends recall that he was president of the Mechanics' Institute, and served for a number of years as public school trustee.

Sudbury a Garden of Eden.

Moving to Sudbury, 22 years ago Mr. Purvis started business entirely on his own account. Twenty-two years ago Sudbury was not much of a place. Some people will say it is not much of a place now. Let them say so; but not within hearing of Mr. Purvis—not if they are wise. Sudbury, it appears from his statements, is the twentieth century equivalent of the Garden of Eden. To strangers it may seem that the climate there would be a little chilly at seasons for the light clothing affected by those early progenitors, but this may be only an alien opinion.

It is thirty-nine years since Mr. Purvis started in the hardware business, but then his hobbies—politics, gardening and fishing—have undoubtedly done much to keep him young.

Any way Mr. Purvis has lived in Sudbury for twenty-two years, and says he has enjoyed every one of them. His looks add strength to his statement. He is hale and hearty with the robustness that a vigorous climate makes possible.

A Mistake About Sudbury.

By the way the opinion has gone abroad that Sudbury is one of those blasted towns—no bad language that, just a figure of speech to designate that it is necessary to blast to get a foundation for a house. Mr. Purvis denies this impeachment. As has been briefly mentioned above, one of his fads is gardening. Now how could a man garden in a barren, rocky section? The obvious answer is that he counld not; and the obvious conclusion, therefore, is that Sudbury is not altogether barren.

Mr. Purvis takes keen delight out of his garden. He is a practical man and likes profitable ventures, yet he does not take a mercenary view of everything. He does not think with the old Irishman that "the prettiest flower he ever seen is a cauliflower." In his garden—there in the north—are a wide variety of beautiful flowers.

But gardening and politics are not Mr. Purvis' only fads. He is a fisherman. By the way that is another link which connects him with the judiciary. Cleveland in the United States was a fisherman of an inveterate type. Lincoln had the fisherman's story-telling ability. Fishing and the judical point of view undoubtedly go hand in hand.

An Independent Man.

During the 22 years Mr. Purvis has been in the hardware business in Sudbury he has held office on the school board, the municipal council, and the Board of Trade. He was president of the latter body for three years, and took no small part in bringing Sudbury to the front. In these offices Mr. Purvis has been nonpartisan. Indeed in all his politics he takes this attitude. He is a Conservative with a strong list towards independentism; not an independent with a strong list toward conservatism.

But Mr. Purvis has done more than mix in local politics. He has been a joiner of no mean ability. He seems to have seen the good in all the societies, and so to have joined them all. Of late the gardening and the fishing—to say northing of the hardware store— have taken more time, so the societies have been somewhat neglected. But they still find a warm friend in this warm-hearted man.

Veteran With Young Ideas.

By the way, while Mr. Purvis is unquestionably a veteran of the hardware trade he must yet be numbered among the very youngest, if up-to-date views are considered. In his store he is constantly introducing new lines and methods of work. He looks at changing customs without bitterness or fear. Parcels post, he declares, to be something which is bound to come. "Fighting against it," he says, "is fighting against the spirit of the age." There are many who differ with Mr. Purvis on this point, but the statement shows the advanced views of the man.

HARDWARE STORE PROPERTY.

Continued from page 42.

Uniformity need not verge into sameness. People recognize a newspaper by its headlines but that does not make them feel that they know what it contains. A familiar touch brings them to recognize an advertisement but it does not lessen their curiosity as to its contents.

To sum up: Make your advertising so people will know it at first glance. This can be done only by careful preparation in advance.

Complete Course in Sheet Metal Work

By L. W. KOSER—Number 3

Plate No. 4 illustrates different styles of conductor pipe, eave and roof trough, hip and ridges that can be made in any tinsmith shop. The student should carefully draw these details.

We will first develop a square mitre for a molding similar in shape to Fig. 1, plate 5.

Draw the profile Fig. 1, and number each place where there is a bend or brake, as 1, 2, 3, etc.

Below the profile and an inch or so back of it draw the vertical line N-M. This is for the stretchout or girth of Fig. 1, and is called the stretchout line.

Now transfer the different parts of the profile to this line in the following manner: Set one point of the dividers at 1 and the other point at 2 on the profile, and with the dividers thus set transfer the space 1 to 2 to the stretchout line N-M and mark 1-2 as shown. Transfer the space 2 to 3 to the stretchout line, also the spaces 3 to 4 and 4 to 5, and number each space on the stretchout line to correspond to the numbers on the profile.

The line N-M then represents the stretchout or girth of the profile, or in other words, it is the width of the metal necessary to form a molding like Fig. 1.

Now draw lines at right angles to the line N-M from each number on it. These are called measurement lines, and are always at right angles to the stretchout line.

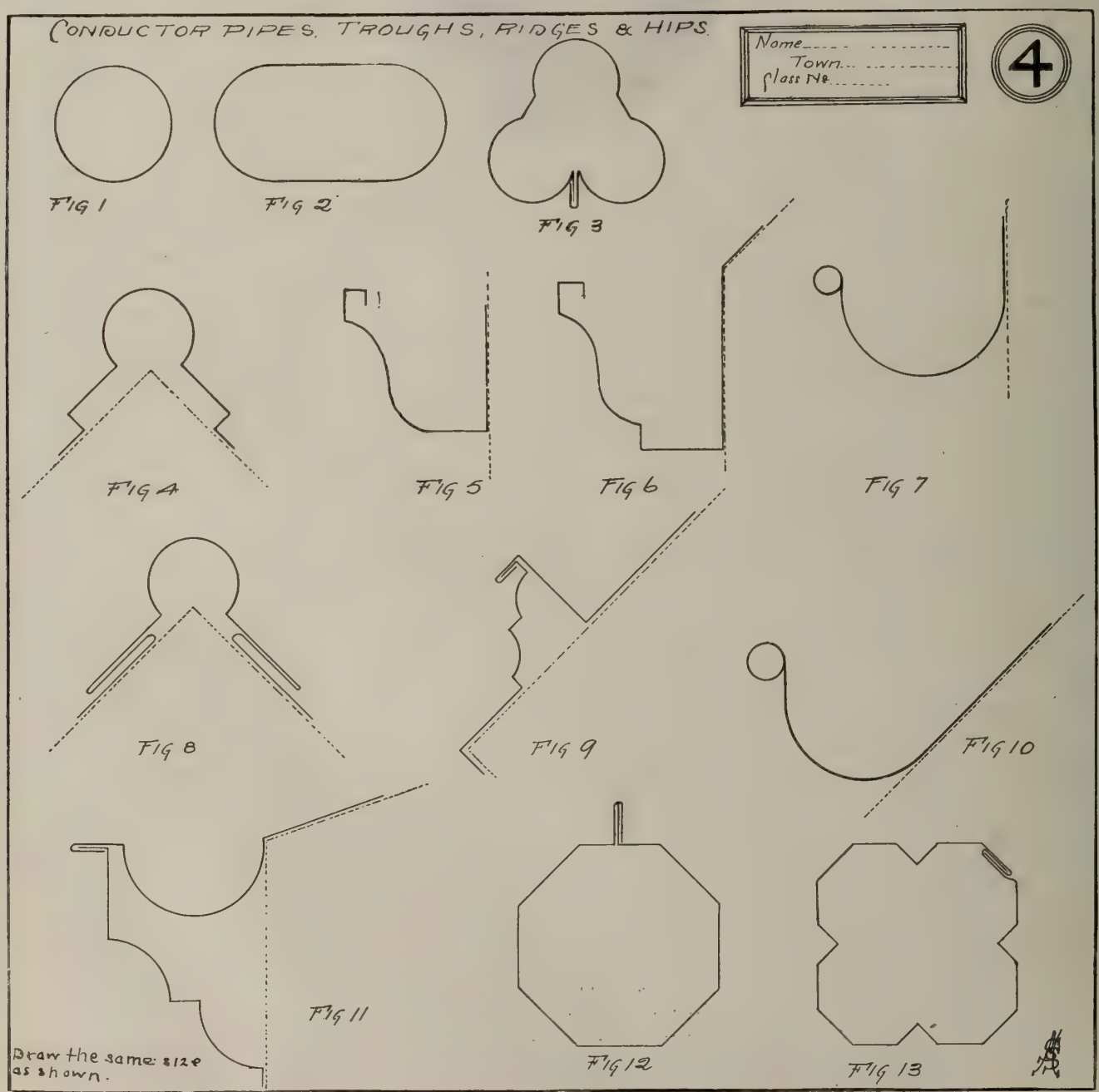
To save confusion we will make another drawing to finish this pattern, but the student can finish it in the one drawing.

It will be noticed that Fig. 3 is the same as Fig. 1 with the addition of more lines.

The line O-P is drawn back of the profile and in line with N-M.

A dotted or light line is carried horizontally from each number on the profile to this line, and marked in some way; for instance, a line is carried from 1 on the profile to the line C-P and is marked A; next a line is carried from 2 and 3 to the line O-P and is marked E. Then a line from 4 and 5 and is marked C.

Now set one point of the dividers at A on the line O-P and the other at 1



on the profile, and transfer this distance to the first measurement line, as 1-A. As the distance from 2 to B is the same as 1 to A, the distance on the No. 2 measurement line will be the same. Now set one point of the dividers at B and the other at 3 and transfer this to the measurement line No. 3. The space 4 to C is the same as 3 to B, so make it the same on the No. 4 measurement line. Now set one point of the dividers at C and the other at 5, and transfer this distance to No. 5 measurement line. Connect the points A, B, E, and C, C, by a line drawn through them and the pattern is developed.

The pattern on the right hand side is for an inside mitre, and the pattern on the left hand side is for an outside mitre.

Cut two outside mitres from paper or metal and form one right and the other left and see that they match together. Also do the same with the inside mitres.

Figs. 5 and 6, problem two shows a patterns developed the same as explained for problem 1, the only difference being in the shape.

Draw Fig. 5. Begin at the top and number the points 1, 2, 3 and 4. Divide the curved part into equal spaces, and number each space. Continue the numbers to the end of the profile.

Lay out the stretchout line N-M and transfer the profile to this line and number to correspond.

Draw the measurement lines from each number.

Draw the back line O-P, and draw a light or dotted line from each number on the profile to this line.

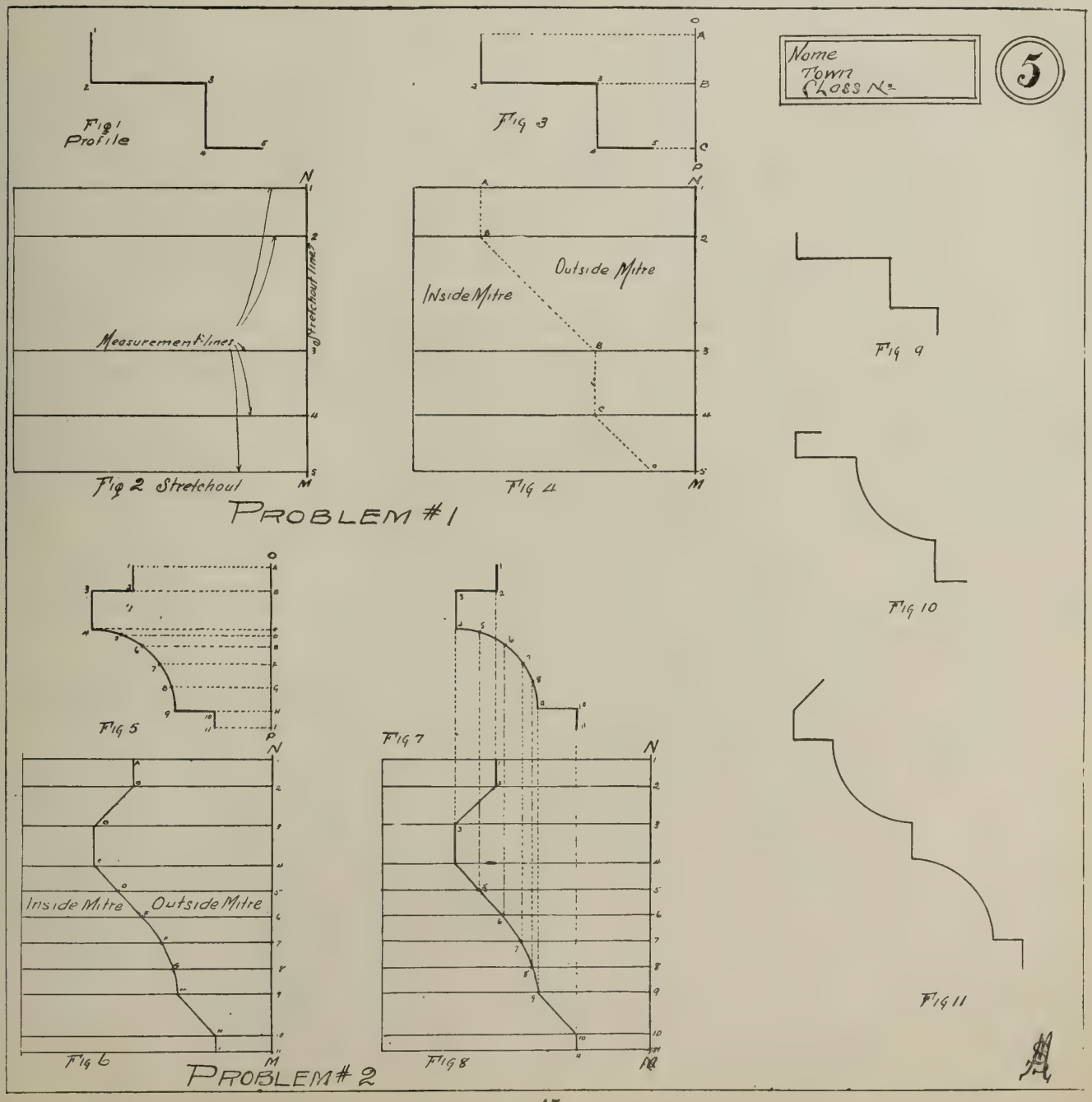
With the dividers transfer the different spaces to the measurement lines having the same numbers.

Connect the different points and the pattern is developed.

Figs. 7 and 8 show the same pattern developed in a different and easier manner. The profile is drawn the same as Fig. 5, and the stretchout the same as Fig. 6, but instead of using the line O-P and the dividers to transfer the spaces to the stretchout line, the T-sqr. is used instead.

This is done in the following manner: Place the T-sqr. parallel to the line N-M and bring it against each number on the profile, and drop a line to the measurement line on the stretchout line having the same number. For instance, with the edge of the T-sqr. placed against 1 and 2 on the profile, connect

(Continued on page 46.)



Progressive Hardware Retailing

Western Firm Deal with the Mail Order Problem, Advancing Some Splendid Arguments—Illsey Bros. are Featuring the Sale of Good Cutlery—Builders' Hardware Featured.

FEATURING CUTLERY.

Castor, Alta.—Illsey Bros. are making a special effort to sell cutlery. They are urging on the public the advisability of having good cutlery. In a recent advertisement they say:

"If your cutlery is poor throw it away and buy new. Buy it where the quality is guaranteed."

Under this caption, they give a strong talk on the merits of the line they are carying, guaranteeing it absolutely.

AFTER FARM TRADE.

Dundurn, Sask.—Under the caption, "Headquarters of the difference between the Real and the Imitation," M. McKenzie & Son, hardware dealers, make an effective advertising appeal for the trade of the farmers of that vicinity. They invite the farmers "whether they buy or not to come in and look over their complete lines." They are advertising a number of cold weather lines.

THE MAIL ORDER PROBLEM.

Red Deer, Alta.—The Day Hardware Co. are advertising stoves and incidentally advancing some very good reasons why people should not buy stoves from the mail order houses. Some of the arguments that they advance are as follows:

"They have your money, you can't be without a stove a month while you are sending it back to get another one, and if it wears out it is never the fault of 'defective material or workmanship,' which their guarantee (?) covers. So when you get right down to the bottom, what are their claims of guarantees but a clever ruse to get your order?

"We are right here where we have to make good what we claim; compare the sizes of our stoves, the weights, and you will find we give you fully as much for your money, to say nothing of seeing what you get, of delivering your stove the day you order it, and saving you freight charges.

"There is a good deal of difference between a guarantee covering "defective material and workmanship' and our guarantee of perfect satisfaction. We are willing to leave the decision to your judgment, but we want you to see our stoves and make the comparison before you buy. It will pay both of us."

The advertising was neatly arranged and illustrated attractively. In another recent advertisement the firm present an exceptionally good talk in favor of "quality" pocket knives. They say:

"The man with a good knife knows that every time he uses it—and there are many every day—it is a source of satisfaction.

"How many times does somebody ask you to borrow your knife? Again, there is a feeling of satisfaction in having a good one.

"A good knife is as convenient and as necessary as a good watch, and there is fully as much satisfaction in carrying one. You woudn't carry a cheap, unreliable watch if you could get a good one for the same money or even for a few cents more.

"Buy your knife on the same basis and you will buy it from us."

SELLING BUILDERS' HARDWARE.

Red Deer, Alta.—The present is a good time to push the sale of builders' hardware. People are planning for the houses and buildings they intend to put up in the spring. They are, therefore, open to propositions on the score of hardware.

Recognizing this fact, Smith & Gaetz, the hardware people, are advertising a line of builders' hardware, which they are carrying. Some goods they are selling from sample or catalogue as their advertising shows. They say:

"It is quite and unobstrusive and is a token of culture and refinement. Now that you may be planning your New House, we want you to come in and see the Catalogue we have to show you.

"Ask to see Mr. Gaetz or Mr. Woodsworth, who will be glad to show you cuts of the various lines and quote you prices on them."

The time is undoubtedly a good one to push the sale of this line for the building season will be opening very shortly now.

ST. JOHN HARDWAREMEN DINE.

St. John, N.B., Feb. 27.—The members of the St. John Hardware Merchants and Manufacturers' Association numbering with their guests about eighty enjoyed a most successful banquet at the Union Club last week, with M. E. Agar making a most capable chairman, and A. M. Rowan in the vice-chair. After an excellent and tempting menu had been fully done justice a round of toasts, speechmaking, musical and literary numbers were carried out. After the toast to the King had been honored in music, the president proposed the toast "Our Association," responded to by John A. McAvity, J. G. Harrison, and S. L. Emerson. "Our City," was proposed by Vice-president Rowan and replied to by Mayor Drink and Ald. McGoldrick. John Keefe proposed the toast to the board of trade, and H. C. Schofield, president of that body, and Herbert B. Schofield made reply. The "Iron and Hardware Manufacturers" was responded to by James Pender, Stanley E. Elkin, T. Malcolm McAvity, John Keefe and C. A. McDonald. The responses to the toasts of "Our Guests" were made by T. H. Bullock, C. B. Allan, A. P. Hazen, F. C. MacNeil, John Neill, of Fredericton, and D. B. Haggie, representing an English hardware house.

Music was furnished by Jones' orchestra, and those contributing to the musical and literary programme besides, were Steve Mathews, Fred C. MacNeil, C. B. Allan, and Gilbert Davidson. The committee in charge of the arrangements for the banquet were John A. McAvity and S. L. Emerson. The affair was pronounced a distinct and enjoyable success by all present.

COURSE IN SHEET METAL WORK.

(Continued from page 45.)

the measurement lines 1 and 2 directly below. Then with the edge of the T-sqr. placed against 3 and 4 on the profile, connect the measurement lines 3 and 4, also draw a line from 2 and 3.

Bring the edge of the T.sqr. against the points 5, 6, 7, 8, 9, 10 and 11 on the profile and cut the measurement lines having the same numbers.

Connect the different points on the measurement lines.

Let the student now draw a square mitre for Figs. 9, 10 and 11 using both of the foregoing methods.

Current News of Hardware Trade

Building New Store.

Hamilton, Ont.—A. J. Wright, James Street, is building a handsome new store. He expects to occupy it by July 1.

Met in Hardware Store.

Mirror, Alta.—A meeting of the local Board of Trade was held in the hardware store of Dentman & Johnson. The question of good roads was taken up.

Secure Agency.

Montreal.—Henderson & Richardson, of this city, have just received the Canadian agency for Francis Greaves & Sons, Sheffield, manufacturers of cheap and medium grades table cutlery, carvers and butcher knives.

Clerks Organize.

Cranbrook, B.C.—The retail clerks have elected officers as follows:—President—F. L. Brown; Vice-president—Wm. Dunstan; Recording Secretary—N. Armstrong; Financial Secretary—S. G. Bassett; Treasurer—F. Pye.

Death of Wm. Darling.

Montreal, Que.—William Darling, 65 years of age, one of the best known hardware men in Montreal, died suddenly at his home, Kelvin Grove, Boyerbourg, Que. He was the son of the late William Darling, founder of the Darling Hardware Company, in St. Sulpice street, many years ago.

Has Assigned.

Montreal.—Upon the demand of Eugene Guay, H. A. Depocas, hardware and iron merchant, of 1984 St. James Street, has assigned. The liabilities, which comprise twenty-four claims, are in the neighborhood of $17,000. Assets comprise stock in trade, fixtures and some Ville Emard realty.

Banquet to Harold Stone.

St. John, N.B.—Harold H. Stone, who has been a valued employee of the firm of W. H. Thorne & Co., Ltd., has resigned and left for Saskatoon where he has accepted a position with the International Harvester Co. Before severing connection with the Thorne employ, he was tendered a banquet by his associates, on whose behalf Charles O. Morris presented to him a handsome gold chain and locket. The banquet was given at Bond's restaurant and an enjoyable time was spent. R. H. Sancton responded to the toast of the firm, and among the clerks who took part in the programme were: Mr. Morris, who presided, J. P. Doherty, Allan Leavitt, R. A. Willett, and R. F. Romley.

Death of A. Munro.

Wroxeter.—The death occurred here after a prolonged illness of eleven months' duration of Alexander Munuro. He was born in Rosshire, Scotland, coming to Canada with his parents and settling in Mornington township, County of Perth. He came to Wroxeter about the year 1892 and entered the hardware buisness with W. A. Rutherford. About eight years ago the partnership was dissolved and Mr. Munro began business on his own account. The deceased took a prominent part in public life. He was reeve several years and occupied a position on the library board for many years. He was also president of the Wroxeter Rural Telephone. The deceased had a well deserved reputation as a debater and was a close student of books.

Fire Losses.

Harrow, Ont.—A fire broke out here which did considerable damage, burning out three stores, one of which was that of Arthur Best, tinsmith. The loss will be heavy.

Toronto, Ont.—A blaze was caused at midnight by defective wires in the basement of 19 Jarvis Street, and the machinery and hardware plant owned by F. J. Schuch, and though an alarm was turned in immediately by the policeman on the beat about $500 damage was done before the fire was brought under control.

Business Changes.

Winnipeg, Man.—D. Coulter is starting a hardware business in this city.

Hartney, Man.—A hardware store is being opened here by George Agnew.

Minnedosa, Man.—J. J. Kirk, tinsmith, of this place, has discontinued business.

Rosenfeld, Man.—J. W. Wiebe, hardware dealer, has sold out his stock to A. Johnston.

Dunrea, Man.—The firm of J. H. Dunlop & Co. has been dissolved and Robert Dunlop will carry on the business.

Hartney, Man.—C. Woodhull, hardware dealer, is removing to Fairford, where he will conduct a hardware business.

Borden, Sask.—A hardware and harness business is being started here by A. H. Wansley.

Lajord, Sask.—H. A. Hanson has taken over the hardware and implement business of E. M. Berg.

Lemberg, Sask.—The firm of Fletcher & Lutz, hardware and implement dealers, has been dissolved and Mr. Lutz will continue the business.

Saskatoon, Sask.—It is stated that Bartholomew & Co., are contemplating the establishment of a branch business at North Battleford in paints, oils and glass.

Vancouver, B.C.—J. A. Simpson has bought the stock of the Grandview Hardware Co.

Toronto, Ont.—J. C. Schmidt has succeeded G. H. Garrett in the hardware business here.

Beaverton, Ont.—Walter King, formerly with Cameron & Cameron has bought out the business of G. Murray, stoves and tinware. Mr. Murray is moving to St. Catharines.

Champion, Alta.—The Baker Hardware Co. have sold out to Moffatt Bros., of Pilot Mound.

Staff Changes.

Oxbow, Sask.—Chas. Hames, who recently returned from a visit with his parents at Proton Station, Ontario, has accepted a position with the Oxbow Hardware Co.

A. E. Dickson has taken a position on the road with W. H. Thorne & Co. He will represent that firm in Nova Scotia.

Beaverton, Ont.—E. Dure, who has been with Cameron & Cameron, has gone to Midland. A. Dobson, formerly with W. Glassford, has taken his place.

Galt, Ont.—C. P. Brown, manager of the McMurtry Hardware Company's store here, left last night for the company's St. Thomas store. Mr. Brown will be away a month.

PERSONAL NOTES.

Works, of Philadelphia, was in Toronto. Works, of Philadelphia, is in Toronto. He went on to Montreal Thursday night.

ENCOURAGING NEWS.

Cleveland, O., Feb. 29.—The Iron Trade Review to-day says: Pittsburg continues to be the most optimistic centre in the iron trade and sends rather encouraging news this week. Many of the Pittsburg mills are well supplied with orders. This is particularly true of plates, and prices on plates and shapes are firmer. The strength of the coke market is also a noteworthy feature. In other sections, however, the tone is not so satisfactory. In the east, particularly, the market drags and prices show a great deal of irregularity. The demand for basic pig iron shows decided improvement. Foundry irons are extremely quiet.

Weekly Market Report --- Metals

PRICE ADVANCES.

The metal market has been featured by advances in the price of copper and antimony. There is a generally active tone to business.

The tie-up on the railroads has resulted in a shortage in some metals, but the situation is not serious.

MONTREAL.

Montreal, Feb. 29.—The inactivity which has characterized the metal market has not shown any material change during the past week. This is the one slack season and anything in the shape of a spurt in business would come as a surprise to the jobbers, for nobody expects very much at this time of the year. There is still somewhat of a scarcity of metals noticed, and all the markets are firm.

A rise is reported in antimony and also in copper.

The recent heavy snowfalls may have the effect of stimulating business to some extent, as transportation will be easier owing to better roads.

A steady volume of business has been done, and is said to be up to the average for the time of year.

Lead.—This market has been very firm during the past week, and the high prices which have been in vogue for some time have been well maintained, and no change is looked for at the present time.

Advance in Copper.

Copper.—As was foretold last week, copper has again gone up in price, and ingot copper is new quoted at $15.50, a further rise of 25 cents per 100 pounds. It is said that there is very little to be had, which is undoubtedly the cause of the rise in price.

Tin is Steady.

Tin.—Tin has been steady during the past week and no change in price has been noted. A fair amount of business has been done, although not out of the ordinary.

Antimony.—A scarcity in antimony has been the cause of a small increase in the price of this metal, which is now quoted at $8.50. A very fair amount of business is reported.

Spelter.—This market has been quite dull during the past week, and shows no outstanding features. Not much business is reported in this line.

Iron.—A steady flow of orders is reported in this metal, but the volume of business reported as having been done is not great. It will be the end of March before any noticeable movement takes place, and then the busy time will commence. Meanwhile jobbers appear to be satisfied with the amount of business done for the time of year.

TORONTO.

Toronto, March 1.—Business is good in metals. The month of February is not usually a brisk month but certainly there has been no room for complaint on the score of February business this year. In addition, there is a great deal of booking for spring being done. The near approach of spring has created more active industrial conditions and metal orders are growing larger.

The tendency in prices is toward firmness. No change is noted except in copper, where a small advance has been made.

Tin.—The usual fluctuations have occurred on the primary markets but locally tin has remained firm. There have been no striking developments in the tin situation, although present indications seem to point to continued firmness. The metal has been very active here. Demand has been heavy and enquiries lead to the belief that this condition will continue right through the winter season. The price has not been changed here.

Lead is Firm.

Lead.—There is a decidedly active movement in lead. Demand is heavy and the price as a result has remained firm. Stocks are light. This same condition is noted in all lines, owing to a large extent to the blockade on the railroads. The shortage in lead has not yet reached serious proportions, however. Now that the weather conditions have improved, there does not seem to be any danger of a serious shortage developing.

An Advance in Copper.

Copper.—A local man sums up the situation in copper by stating that "the demand is immense." There has undoubtedly been a heavy call for this metal and, as stocks are light, an advance of one-quarter of a cent has been declared.

The copper situation the world over seems to be healthy. Consumption has grown sufficiently to warrant the heavy production which weighed on the market during the greater part of last year. Nothing but optimistic references are now heard as to the future of copper.

Spelter.—Stocks in spelter are still light, the railroad blockade having aided materially in bringing about this condition. The price necessarily is firm. Demand has been good during the past week.

Antimony.—There is very little doing in this metal at the present time.

Stocks Very Light.

Plates and Sheets.—The results of the snow blockade have been felt very seriously in respect to plates and sheets. Stocks are quite light and some difficulty is being found in getting fresh supplies. On top of this comes the fact that demand is quite heavy. It is believed, however, that the improvement in weather conditions will relieve the stringency.

Pig Iron Unchanged.

The situation in pig iron is unchanged. Sales continue steady for the time of year. Prices are as follows: Canadian foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3, Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

IMPROVEMENT NEEDED.

The Iron Age says: The finished steel trade is still hopeful that the advance of the active season will bring a material increase in business, but has found no evidence of such improvement in the past week. Until pig iron shows more signs of life expectations of wide-spread betterment in the industry are not likely to be realized.

The encouraging feature of the situation is that the mills have kept up so high a rate of operation, with all the handicaps of severe cold and of freight blockades in February. In the Central West and in the Chicago district a 90 per cent. operation is now carried on, but Eastern works still fall considably short of this. Chicago mills are now less able to make quick shipment than those at Pittsburg—a reversal of conditions a few weeks back.

It is understood that considerable rail business has been closed in the past week with Southern and Western lines, but the details of tonnages have not yet been announced. Awards by the Wabash on 2950 cars and by the Western Maryland on 2750 cars are expected soon. The Bessemer & Lake Erie is dividing 1,500 steel hoppers and gondolas and 500 box cars between two Pittsburg interests. The placing of the St. Paul order for 1,000 steel ballast cars is deferred. The New York Central has bought 20 locomotives and the Rock Island 40.

Weekly Market Report --- Hardware

BLOCKADE EFFECTS FELT.

The blockade on the railroad lines has made business in wholesale hardware lines pretty dull during the past week. The shipment of spring goods has been delayed as a result. It is expected, however, that active business will start again with a rush with the more favorable weather now prevailing.

MONTREAL.

Montreal, Feb. 29.—Retailers who have found things a little slow during January and February are now beginning to prepare for the active spring trade. Some have not got to the ordering stage yet—they are merely planning what they will need—but many are already sending in lists of their requirements. The past week has seen a marked improvement in the orders coming to the wholesalers.

As has been suggested it is for spring goods that the largest demand is being felt. For the staples the call is steady, but now the articles which are needed particularly in the spring are being ordered by the early birds.

A great many of these early birds, be it noted, are situated in the west. Local jobbing houses which do a big business out there are receiving orders daily. From the east, too, the call is coming.

Making Ready for Sporting Goods.

Sporting Goods. — Immediate sales have practically ceased to be. A few hockey sticks are still being sold by the retailers. A puck or two is wanted. But skates, sleighs, snowshoes, these and similar lines are through for this season. Now the dealers handling these lines extensively are waiting for another season to come, with its other sporting goods. Wholesalers are getting their catalogues in shape, so that the retailers will have no trouble in selecting the guns, the fishing tackle, the baseball and tennis goods, and the paddles which they want.

There is quietness in this line now, but a month or little more will see a change.

Builders' Hardware.—The volume of business in this line is becoming greater. For locks a good demand is being felt. Hinges and barn door equipment are in demand. The time has about arrived for buying by the small contractors, and the dealers are preparing to meet this demand. At the exhibition just closing they have placed a good number of orders.

Lumbering Supplies Moving.

Lumbering Supplies.—While there has been a good demand for axes, chain, cant hooks and similar lines for the past two or three months, the camps do not seem fully supplied yet. The men must have good tools, and consequently new axes, saws, etc., have to be purchased to replace those which have been blunted by hard work.

All is now in readiness for the spring drive, too. The skids are near the river, and peeveys, cant hooks and boot caulks which will be needed when the ice melts and the logs are rolled into the water are being largely bought.

Spring Goods.—The heavy snowfalls of the past few days do not seem to point toward spring; yet in less than a month by the calendar the warmer season will be here, and there seems to be a general belief that the season will actually open earlier. It has been an unusually hard winter. To make the balance even the warm days should come somewhat sooner than usual.

Spring Specialties Moving.

In British Columbia and the Maritime Provinces dealers are now ordering their spring supplies largely. Wire cloth, spring hinges for screen doors—these and similar lines are being sought daily. In Quebec and Eastern Ontario there is not so good a demand for these lines. Some of the widest awake dealers are placing their orders for lawn mowers, lawn hose, sprinklers and similar lines, but many are leaving this until a later date. All, however, who do business with farmers blessed with a bit of sugar bush, are laying in stocks of sap bits and sap pails. Egg crates, too, are being bought. Easter is coming and the farmers need these contrivances which enable them to carry eggs to market without danger of breakages.

TORONTO.

Toronto, March 1.—The weather has been so extremely unfavorable during the past two weeks that the wholesale hardware houses have suffered. Trade was slack last week, owing to the presence at the Guelph convention of such a large number of travelers and retailers. This week, according to some jobbers, it is duller still.

The railroad blockade has made it practically imposible to ship goods out to some sections and difficult to ship to any section. There has been a pretty general delay as a result. The same state of affairs, though in a lesser degree, is found in the matter of imports. The jobbers are finding it difficult to bring new stocks in and, although the situation is not serious in this respect, there will be general relief when the blockade is lifted.

Orders have fallen off owing largely to the slowness with which the travelers have been covering the ground.

Winter Lines.—The demand for winter goods, such as mitts, blankets, snow-shovels, etc., is now at a standstill. A few orders of the sorting variety have been received, but they have all been of insignificant proportions.

Spring Goods.—March will be a heavy one in all spring lines. Booking for wire netting, screen doors, spades, rakes and like articles has been going on for some weeks now, and under ordinary circumstances, shipments would have been started by this time. It is expected that an active movement will begin at once, and that stocks will be shipped out steadily.

Builders' Hardware.—The demand for builders is growing apace. Orders are coming in freely, and spring requirements are being filled. Local jobbers state that the demand for high-class lines of builders' supplies is more pronounced this year than ever before.

House Cleaning Goods.

Household Goods.—The demand is setting toward what might be termed "house cleaning goods." Orders are being placed for carpet stretchers, step-ladders, vacuum cleaners, etc. There has been a certain amount of booking done for summer lines such as refrigerators, ice chests and ice cream freezers.

Heavy Hardware.—There has been a big demand for some lines of heavy hardware, particularly nails. Booking for March and April delivery has been heavy. Price quotations are:—Discounts on carriage bolts, 3/8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods.—There is some call now for spring sporting goods, but the volume is not very large. Skates and hockey supplies are at a complete standstill.

A STOVE SALE.

Mitchell, Ont.—C. J. Werner has been holding a special sale of stoves for the past two weeks. Finding that he had quite a number of heaters and ranges on hand, Mr. Werner decided to clear them out. Accordingly he has been advertising the stoves he has on hand, the list including seven ranges and ten heaters, at reduced rates. It is understood that the sale has been quite successful.

The Story Of a

How Pratt & Lambert T

You! what did you say last Fall when we promised to triple s
You knew we did it with "61" Floor Varnish. But did you s
bad—why other manufacturers are withdrawing their support—
Now, you'll be interested to know just how that decision affected you

50%—100%—150%—200%

That's how Dealers' Sales on Vitralite began climbing.

Profits For Dealers

And more, this advertising, specializing on Vitralite and "61" Floor Varnish, carried the whole Pratt & Lambert Line. A general Pratt & Lambert Varnish Demand was created—not merely a "specialty" demand. Pratt & Lambert "38" Preservative Varnish, Spar Finishing Varnish, Alcolac Liquid Wood Filler, Pratt's Patent Liquid Dryer—and all the rest for every conceivable purpose—they were all selling.

Demand Increases — Dealers Reorder—Factory Works Nights—New Four-Story Building Erected.

Meanwhile Vitralite sales increased like a flood tide—orders poured in—dealers had to reorder—the factory was working nights to keep up with the tremendous demand—a new four-story building was erected for the manufacture of Vitralite.

The Verdict—Quality

A few months ago, Vitralite was not the well-known enamel it is now. True, it was the standard high-grade white enamel of Europe for over a quarter of a century, and was used on such work as the coaches and private trains of Royalty; made and sold by our European associate house, Robt. Ingham Clark & Co. We were satisfied on Vitralite by our own tests. But the final verdict must come from the highest court and jury in the world on the quality of painting materials—the great army of painters. Would Vitralite measure up to that same quality as its brothers in the P. & L. Line, with them? Letters from painters came in—from presidents of painters' associations. "There's never been its equal before," they said, "nothing with such free and easy labor-saving working qualities—that covers so many square feet per gallon—that has such "hiding" properties. Why! one coat of Vitralite over a mahogany board is almost equivalent to two coats of ordinary enamel applied over the same board. And color and durability! Nothing can compare with it for whiteness—will not turn yellow. Clings like a leach—does not crack, craze nor chip off." But what's the use of repeating what all these painters said. *Vitralite had arrived.* It was but another demonstration of P. & L. Quality.

A Promise Made Good

The Three Year Mark Reached in Six Months

And the sales barometer rose—it kept on rising—each day higher and higher. And it came. Surely—steadily. The mark was reached. Vitralite sales were tripled in six months. And all this in the face of adverse conditions.

The Reason Why!

This tremendous success surpassed our every expectation. There was only one reason: Pratt & Lambert advertising has been steady and consistent—not the "flash in the pan" kind to load up the dealers' shelves. Its aim has been to create a logical consistent demand on the dealer for Pratt & Lambert Varnishes. This steady pounding has created an indelible impression on the minds of the people so that now Pratt & Lambert stands for in varnish what *Ivory* stands for in soap, *Victor* in phonographs, *Shredded Wheat* and *Kelloggs* in cereals.

Now This Spring

What are you going to do about it? That Pratt & Lambert advertising can sell varnish for you has been proven by actual accomplishment. This Spring these same methods of campaign will be continued—but on a larger scale—and with conditions with us—with everything favorable for a large paint and varnish trade. Get aboard.

The Campaign in Action

After The Painter For You

Figure out—the big bulk of your varnish trade the painter forms. And every one of these men, the very backbone of your varnish trade, are

Great Campaign

ipled White Enamel Sales

es on Vitralite, The Long-Life White Enamel in three years? "Well, floor varnish is different. Besides, trade conditions are s going to be a bad paint and varnish season. I'll hold off." *profits.*

being reached for you four times this Spring through *Varnish Talks*, the Pratt & Lambert Painters' Magazine, also through a big campaign of advertising in the painters' papers.

Getting the Great Public to Your Store

You know that great Pratt & Lambert general magazine advertising campaign to the general public, a campaign such as no other varnish house in the trade offers—a campaign that reaches every one of those people in your community who can afford to buy varnish—the people who can afford to buy these magazines. *You know that you've only got to let these people know you carry Pratt & Lambert Varnishes to get that trade.*

All Hitched to Your Store

And all this advertising is hitched right to your store through store signs, window trims, etc., booklets and printed matter, framed panels and free newspaper electrotypes—everything to tell that man, Mr. Painter, and that Mrs. Varnish User, where they can buy Pratt & Lambert Varnishes, after they know all about them through all this other advertising.

Right on Your Own Firing Line

And we're going further. Our advertising Department will help you right on your own firing line. Plan local advertising campaigns to help you increase your field of business—write advertisements for you on varnish or on any other line. Letters to painters and property owners—catalogs, booklets, slips and folders, newspaper advertisements—all these are included in this special service—service you'd pay your local advertising men fives and tens of dollars for.

Getting You Those New Building Orders

And what would you say if you knew you had a special department in action for you, to get the architects in your town to specify Pratt & Lambert Varnishes on all the new building work? Yet that's just what the Pratt & Lambert Architectural Department is doing.

Are You Going to Fill the Demand?

You must decide this question now for yourself. If you don't, your competitor surely will. What were your varnish profits last year? How much increase? How much increase do you look forward to this year? Your varnish department is but part of your business. But the success of your business depends on the success of each individual department. That varnish department of yours must be made to pay you more profits. *If you held off last Fall,* when we promised tripled sales in three years, *you lost.*

There is no longer any question of the tremendous sales of Pratt & Lambert Varnishes. That has been conclusively proven by our last great campaign. And right now—on the eve of another great campaign—when the whole varnish selling mechanism for the Pratt & Lambert Dealer is in action—*investigate—find out.* It will put you under no obligations to us. Just use the coupon.

PRATT & LAMBERT-Inc.

VARNISH MAKERS

24 Courtwright St., Bridgeburg, Ont.

FACTORIES:

NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG

PRATT & LAMBERT 24 Courtwright St.
BRIDGEBURG, ONTARIO

Please send me your complete proposition to dealers. I am interested in increasing my varnish sales and profits.

NAME .....

ADDRESS .....

Stoves, Furnaces and Accessories

Avoid Technical Talk to Customers

Store Salesmen Should Not Make Their Explanations Hard to Understand—A Customer appreciates a Simple Demonstration of the Operation of a Store—Something ab out Salesmanship and the Folly of Over Glibness.

One of the best features undoubtedly of the convention of the Ontario Retail Hardware and Stove Dealers Association at Guelph last week was the discussion on "Retail Salesmanship." The discussion on stoves brought out an abundance of practical ideas and aggressive suggestion. Owing to the shortness of the time allotted, it was impossible to take up any one point at any length and a fuller discussion of some of the ideas brought out will be in order.

Referring to the report which appeared in Hardware and Metal, one finds that a very good point was made by E. Holt Gurney on the necessity of avoiding technical language in talking stoves to customers.

> "A salesman must remember to make his demonstration simple," said Mr. Gurney. "It is so easy to talk duplex drafts, etc. Why you might as well talk about the chemistry of steel."

The point is one well worth attention. The knowledge that the average person possesses on the subject of stoves is elementary. People know a draft from a grate but their knowledge does not go much further. At the same time, when the question of a stove purchase comes up, the purchaser wants to understand all about the article he is getting. He knows that he has got to live with that stove for some years and that his comfort will depend largely on his ability to get best results out of it. It is highly unsatisfactory, therefore, when the salesman explains the various points with a mixture of technical words which are unintelligible to the customer. In many cases the customer will go to some other dealer where he can get an ordinary, common sense explanation of how to operate the stove. A command of technical terms is a valuable asset for any salesman but it should be kept under control. Over knowledge linked with verbosity can become quite as injurious as complete ignorance.

Why it is Done.

Indulgence in technical terms is, after all, a natural instinct. When a man obtains a certain knowledge, he likes to parade it. A lecturer on a scientific subject will go off into high flights of technically tinctured rhetoric which dazzle and, perhaps, numb the minds of his hearers. One recalls a certain rogue in the "Vicar of Wakefield" who built up a reputation for deep learning by the systematic use of a memorized jargon, relating to the beginning of the world.

Sometimes it pays. The scientific lecturer impresses and edifies his hearers, because they do not expect to ever have to make use of the information he has retailed. Had the audience gone to hear him for the express purpose of turning the knowledge obtained to practical use, there would have been a clamoring for simpler, more intelligible language. When it comes down to business, people do not appreciate anything that they cannot understand.

The salesman should, therefore, restrain his natural desire to impress the customer with the extent of his knowledge on the subject of stoves and endeavor instead to make the customer himself understand the stove under inspection. That is the short cut to sales making.

Don't Talk too Much.

The question opens up some other important considerations. Many salesmen apparently entertain the belief that glibness is the only quality required in salesmanship. They try to talk their customers into buying, assailing the barricade of their indecision with a fusilade of words. It is possible that, in some cases, such tactics pay, but the cases are rare indeed. A salesman who monopolizes the talk, who hurries the customer along from point to point and impetuously talks down all objections is more likely to antagonize than to convince.

One of the best salesmen the writer has ever known was a merchant who believed in letting the customer do considerable of the talking. "To sell a stove," he explained, "you have to offer something which suits the customer perfectly and you can only find out what suits by letting the customer talk."

His policy was to give his customers every opportunity to explain their views and preferences, reserving his own efforts for closing up the sale. He would describe the stove fully, simply and briefly. At the end he would bring his heavy guns into action, introducing his best arguments, shaping them to meet the views and arguments advanced earlier by the customer. This method of attack he found much better than scattering his arguments and leaving the customer to bring up his objections at the end when the deal should be in shape to close.

No dogmatic rule can be laid down, of course. There are people who have to be railroaded into making a purchase by sheer force of words, just as there are loquacious persons who insist on monopolizing every phase of the negotiations, relegating the salesman to a background of monosyllabic acquiescence. But the salesman should always give the customer a chance to talk, to explain and to ask questions. As was stated by the same speaker at the convention, the purchase of a $50 stove is an event in the lives of most people. They feel that they are about to place an important order with the dealer and that they are deserving of every consideration. If the salesman brushes their objections aside and glibly refuses to give them a chance to express their views, they are inclined to take offence. They feel that he is underrating the importance of their position in the deal.

Avoid Future Trouble.

To hark back to the original subject, it should be pointed out that very frequently the use of technical terms in explaining a stove leads to considerable trouble after the deal is made. Some people will imagine they understand or will not feel like exposing their ignorance by asking for further instructions. As a result, they do not know how to operate the stove properly and they fail to get satisfactory results. This means a trip to the house by a representative of the firm or, worse still, the harboring of a grudge on the part of the customer who thinks that he has been loaded up with an inferior stove.

STOVE MAKERS START.

Montreal, Feb. 28.—The A.B.C. Stove Manufacturing Co. of Battle Creek, Michigan have commenced operations in Maissoneuve. It is understood that the concern are not making stoves for general sale, but merely to supply the Montreal Light, Heat & Power Co., which sells upward of 6,000 gas ranges a year. The work in Maissoneuve is more assembling than manufacturing.

Veteran Figures in the Hardware Field

No. 9—James Purvis, Sudbury.

Of a judical turn of mind is James Purvis of Sudbury. At the Guelph convention, just closed, he several times mounted the rostrum to set some member right upon a point of law. For instance, when Pres. Madole suggested that the association urge upon the Ontario Provincial secretary the need of some special tax as against the Catalogue houses, Mr. Purvis declared the question to be one for the minister of trade and commerce. Now Mr. Madole contested this point, but no matter who was right the incident shows the judical channels in which Mr. Purvis' mind runs. He has an opinion on every subject, and can enunciate that opinion clearly. No wonder, for Mr. Purvis has taken a keen interest in municipal, provincial, and Federal politics during all the 39 years he has been engaged in the hardware field.

Fads Have Kept Him Young.

Yes it is thirty-nine years since Mr. Purvis started in the hardware business, though to look at him one would not think so. He does not seem as much over fifty as his years in the trade would imply. But then his hobbies—politics, gardening and fishing—have undoubtedly done much to keep him young.

It was in Barrie, in 1870, that Mr. Purvis started as a store owner. Then he was in partnership with his brother David. For seventeen years they carried along their business; making money and friends, and perhaps a healthy enemy or two, for Mr. Purvis is somewhat of a fighter and quite likely has stirred the ire of a few with whom he has come in contact.

It was while in Barrie that Mr. Purvis entered the field of public service. He doesn't remember himself all the posts he has held, but his friends recall that he was president of the Mechanics' Institute, and served for a number of years as public school trustee.

Sudbury a Garden of Eden.

Moving to Sudbury, 22 years ago Mr. Purvis started business entirely on his own account. Twenty-two years ago Sudbury was not much of a place. Some people will say it is not much of a place now. Let them say so; but not within hearing of Mr. Purvis—not if they are wise. Sudbury, it appears from his statements, is the twentieth century equivalent of the Garden of Eden. To strangers it may seem that the climate there would be a little chilly at seasons for the light clothing affected by those early progenitors, but this may be only an alien opinion.

It is thirty-nine years since Mr. Purvis started in the hardware business, but then his hobbies—politics, gardening and fishing—have undoubtedly done much to keep him young.

Any way Mr. Purvis has lived in Sudbury for twenty-two years, and says he has enjoyed every one of them. His looks add strength to his statement. He is hale and hearty with the robustness that a vigorous climate makes possible.

A Mistake About Sudbury.

By the way the opinion has gone abroad that Sudbury is one of those blasted towns—no bad language that, just a figure of speech to designate that it is necessary to blast to get a foundation for a house. Mr. Purvis denies this impeachment. As has been briefly mentioned above, one of his fads is gardening. Now how could a man garden in a barren, rocky section? The obvious answer is that he counld not; and the obvious conclusion, therefore, is that Sudbury is not altogether barren.

Mr. Purvis takes keen delight out of his garden. He is a practical man and likes profitable ventures, yet he does not take a mercenary view of everything. He does not think with the old Irishman that "the prettiest flower he ever seen is a cauliflower." In his garden—there in the north—are a wide variety of beautiful flowers.

But gardening and politics are not Mr. Purvis' only fads. He is a fisherman. By the way that is another link which connects him with the judiciary. Cleveland in the United States was a fisherman of an inveterate type. Lincoln had the fisherman's story-telling ability. Fishing and the judical point of view undoubtedly go hand in hand.

An Independent Man.

During the 22 years Mr. Purvis has been in the hardware business in Sudbury he has held office on the school board, the municipal council, and the Board of Trade. He was president of the latter body for three years, and took no small part in bringing Sudbury to the front. In these offices Mr. Purvis has been nonpartisan. Indeed in all his politics he takes this attitude. He is a Conservative with a strong list towards independentism; not an independent with a strong list toward conservatism.

But Mr. Purvis has done more than mix in local politics. He has been a joiner of no mean ability. He seems to have seen the good in all the societies, and so to have joined them all. Of late the gardening and the fishing—to say northing of the hardware store— have taken more time, so the societies have been somewhat neglected. But they still find a warm friend in this warm-hearted man.

Veteran With Young Ideas.

By the way, while Mr. Purvis is unquestionably a veteran of the hardware trade he must yet be numbered among the very youngest, if up-to-date views are considered. In his store he is constantly introducing new lines and methods of work. He looks at changing customs without bitterness or fear. Parcels post, he declares, to be something which is bound to come. "Fighting against it," he says, "is fighting against the spirit of the age." There are many who differ with Mr. Purvis on this point, but the statement shows the advanced views of the man.

HARDWARE STORE PROPERTY.

Continued from page 42.

Uniformity need not verge into sameness. People recognize a newspaper by its headlines but that does not make them feel that they know what it contains. A familiar touch brings them to recognize an advertisement but it does not lessen their curiosity as to its contents.

To sum up: Make your advertising so people will know it at first glance. This can be done only by careful preparation in advance.

Complete Course in Sheet Metal Work

By L. W. KOSER---Number 3

Plate No. 4 illustrates different styles of conductor pipe, eave and roof trough, hip and ridges that can be made in any tinsmith shop. The student should carefully draw these details.

We will first develop a square mitre for a molding similar in shape to Fig. 1, plate 5.

Draw the profile Fig. 1, and number each place where there is a bend or brake, as 1, 2, 3, etc.

Below the profile and an inch or so back of it draw the vertical line N-M. This is for the stretchout or girth of Fig. 1, and is called the stretchout line.

Now transfer the different parts of the profile to this line in the following manner: Set one point of the dividers at 1 and the other point at 2 on the profile, and with the dividers thus set transfer the space 1 to 2 to the stretchout line N-M and mark 1-2 as shown. Transfer the space 2 to 3 to the stretchout line, also the spaces 3 to 4 and 4 to 5, and number each space on the stretchout line to correspond to the numbers on the profile.

The line N-M then represents the stretchout or girth of the profile, or in other words, it is the width of the metal necessary to form a molding like Fig. 1.

Now draw lines at right angles to the line N-M from each number on it. These are called measurement lines, and are always at right angles to the stretchout line.

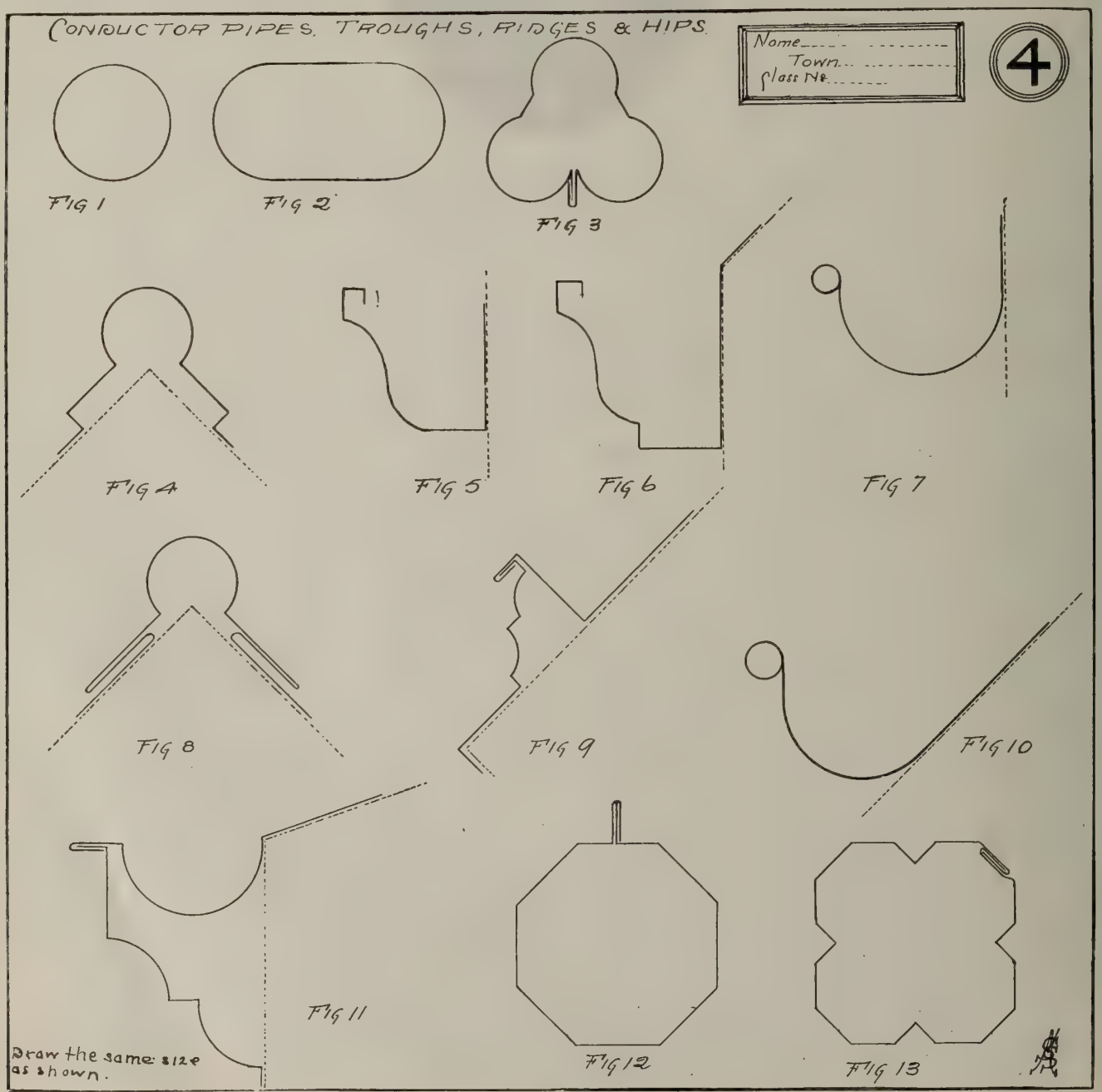
To save confusion we will make another drawing to finish this pattern, but the student can finish it in the one drawing.

It will be noticed that Fig. 3 is the same as Fig. 1 with the addition of more lines.

The line O-P is drawn back of the profile and in line with N-M.

A dotted or light line is carried horizontally from each number on the profile to this line, and marked in some way; for instance, a line is carried from 1 on the profile to the line C-P and is marked A; next a line is carried from 2 and 3 to the line O-P and is marked E. Then a line from 4 and 5 and is marked C.

Now set one point of the dividers at A on the line O-P and the other at 1



on the profile, and transfer this distance to the first measurement line, as 1-A. As the distance from 2 to B is the same as 1 to A, the distance on the No. 2 measurement line will be the same. Now set one point of the dividers at B and the other at 3 and transfer this to the measurement line No. 3. The space 4 to C is the same as 3 to B, so make it the same on the No. 4 measurement line. Now set one point of the dividers at C and the other at 5, and transfer this distance to No. 5 measurement line. Connect the points A, B, E, and C, C, by a line drawn through them and the pattern is developed.

The pattern on the right hand side is for an inside mitre, and the pattern on the left hand side is for an outside mitre.

Cut two outside mitres from paper or metal and form one right and the other left and see that they match together. Also do the same with the inside mitres.

Figs. 5 and 6, problem two shows a patterns developed the same as explained for problem 1, the only difference being in the shape.

Draw Fig. 5. Begin at the top and number the points 1, 2, 3 and 4. Divide the curved part into equal spaces, and number each space. Continue the numbers to the end of the profile.

Lay out the stretchout line N-M and transfer the profile to this line and number to correspond.

Draw the measurement lines from each number.

Draw the back line O-P, and draw a light or dotted line from each number on the profile to this line.

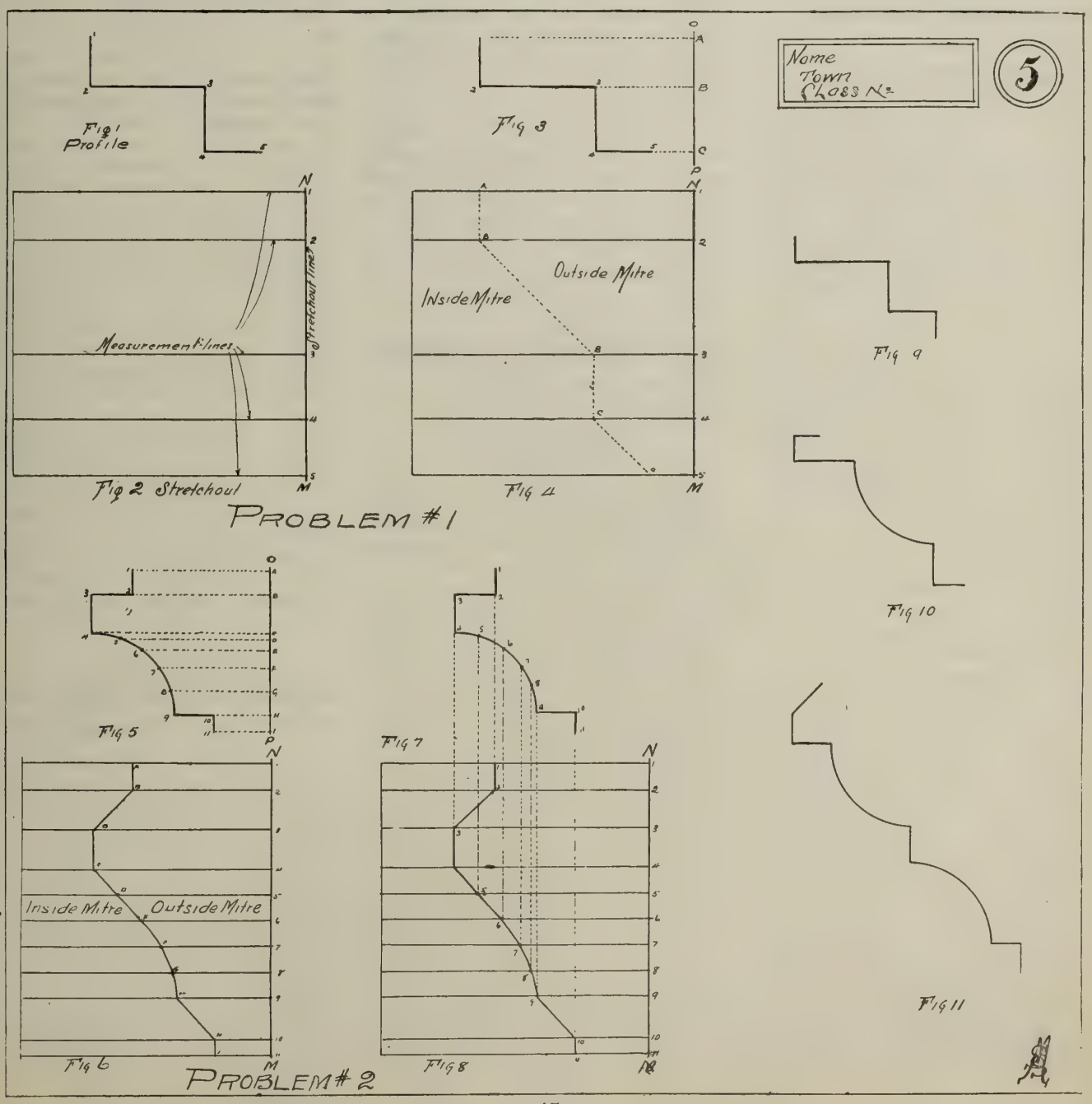
With the dividers transfer the different spaces to the measurement lines having the same numbers.

Connect the different points and the pattern is developed.

Figs. 7 and 8 show the same pattern developed in a different and easier manner. The profile is drawn the same as Fig. 5, and the stretchout the same as Fig. 6, but instead of using the line O-P and the dividers to transfer the spaces to the stretchout line, the T-sqr. is used instead.

This is done in the following manner: Place the T-sqr. parallel to the line N-M and bring it against each number on the profile, and drop a line to the measurement line on the stretchout line having the same number. For instance, with the edge of the T-sqr. placed against 1 and 2 on the profile, connect

(Continued on page 46.)



Progressive Hardware Retailing

Western Firm Deal with the Mail Order Problem, Advancing Some Splendid Arguments—Illsey Bros. are Featuring the Sale of Good Cutlery—Builders' Hardware Featured.

FEATURING CUTLERY.

Castor, Alta.—Illsey Bros. are making a special effort to sell cutlery. They are urging on the public the advisability of having good cutlery. In a recent advertisement they say:

"If your cutlery is poor throw it away and buy new. Buy it where the quality is guaranteed."

Under this caption, they give a strong talk on the merits of the line they are carying, guaranteeing it absolutely.

AFTER FARM TRADE.

Dundurn, Sask.—Under the caption, "Headquarters of the difference between the Real and the Imitation," M. McKenzie & Son, hardware dealers, make an effective advertising appeal for the trade of the farmers of that vicinity. They invite the farmers "whether they buy or not to come in and look over their complete lines." They are advertising a number of cold weather lines.

THE MAIL ORDER PROBLEM.

Red Deer, Alta.—The Day Hardware Co. are advertising stoves and incidentally advancing some very good reasons why people should not buy stoves from the mail order houses. Some of the arguments that they advance are as follows:

"They have your money, you can't be without a stove a month while you are sending it back to get another one, and if it wears out it is never the fault of 'defective material or workmanship,' which their guarantee (?) covers. So when you get right down to the bottom, what are their claims of guarantees but a clever ruse to get your order?

"We are right here where we have to make good what we claim; compare the sizes of our stoves, the weights, and you will find we give you fully as much for your money, to say nothing of seeing what you get, of delivering your stove the day you order it. and saving you freight charges.

"There is a good deal of difference between a guarantee covering "defective material and workmanship' and our guarantee of perfect satisfaction. We are willing to leave the decision to your judgment, but we want you to see our stoves and make the comparison before you buy. It will pay both of us."

The advertising was neatly arranged and illustrated attractively. In another recent advertisement the firm present an exceptionally good talk in favor of "quality" pocket knives. They say:

"The man with a good knife knows that every time he uses it—and there are many every day—it is a source of satisfaction.

"How many times does somebody ask you to borrow your knife? Again, there is a feeling of satisfaction in having a good one.

"A good knife is as convenient and as necessary as a good watch, and there is fully as much satisfaction in carrying one. You woudn't carry a cheap, unreliable watch if you could get a good one for the same money or even for a few cents more.

"Buy your knife on the same basis and you will buy it from us."

SELLING BUILDERS' HARDWARE.

Red Deer, Alta.—The present is a good time to push the sale of builders' hardware. People are planning for the houses and buildings they intend to put up in the spring. They are, therefore, open to propositions on the score of hardware.

Recognizing this fact, Smith & Gaetz, the hardware people, are advertising a line of builders' hardware, which they are carrying. Some goods they are selling from sample or catalogue as their advertising shows. They say:

"It is quite and unobstrusive and is a token of culture and refinement. Now that you may be planning your New House, we want you to come in and see the Catalogue we have to show you.

"Ask to see Mr. Gaetz or Mr. Woodsworth, who will be glad to show you cuts of the various lines and quote you prices on them."

The time is undoubtedly a good one to push the sale of this line for the building season will be opening very shortly now.

ST. JOHN HARDWAREMEN DINE.

St. John, N.B., Feb. 27.—The members of the St. John Hardware Merchants and Manufacturers' Association numbering with their guests about eighty enjoyed a most successful banquet at the Union Club last week, with M. E. Agar making a most capable chairman, and A. M. Rowan in the vice-chair. After an excellent and tempting menu had been fully done justice a round of toasts, speechmaking, musical and literary numbers were carried out. After the toast to the King had been honored in music, the president proposed the toast "Our Association," responded to by John A. McAvity, J. G. Harrison, and S. L. Emerson. "Our City," was proposed by Vice-president Rowan and replied to by Mayor Drink and Ald. McGoldrick. John Keefe proposed the toast to the board of trade, and H. C. Schofield, president of that body, and Herbert B. Schofield made reply. The "Iron and Hardware Manufacturers" was responded to by James Pender, Stanley E. Elkin, T. Malcolm McAvity, John Keefe and C. A. McDonald. The responses to the toasts of "Our Guests" were made by T. H. Bullock, C. B. Allan, A. P. Hazen, F. C. MacNeil, John Neill, of Fredericton, and D. B. Haggie, representing an English hardware house.

Music was furnished by Jones' orchestra, and those contributing to the musical and literary programme besides, were Steve Mathews, Fred C. MacNeil, C. B. Allan, and Gilbert Davidson. The committee in charge of the arrangements for the banquet were John A. McAvity and S. L. Emerson. The affair was pronounced a distinct and enjoyable success by all present.

COURSE IN SHEET METAL WORK.

(Continued from page 45.)

the measurement lines 1 and 2 directly below. Then with the edge of the T-sqr. placed against 3 and 4 on the profile, connect the measurement lines 3 and 4, also draw a line from 2 and 3.

Bring the edge of the T.sqr. against the points 5, 6, 7, 8, 9, 10 and 11 on the profile and cut the measurement lines having the same numbers.

Connect the different points on the measurement lines.

Let the student now draw a square mitre for Figs. 9, 10 and 11 using both of the foregoing methods.

Current News of Hardware Trade

Building New Store.

Hamilton, Ont.—A. J. Wright, James Street, is building a handsome new store. He expects to occupy it by July 1.

Met in Hardware Store.

Mirror, Alta.—A meeting of the local Board of Trade was held in the hardware store of Dentman & Johnson. The question of good roads was taken up.

Secure Agency.

Montreal.—Henderson & Richardson, of this city, have just received the Canadian agency for Francis Greaves & Sons, Sheffield, manufacturers of cheap and medium grades table cutlery, carvers and butcher knives.

Clerks Organize.

Cranbrook, B.C.—The retail clerks have elected officers as follows:—President—F. L. Brown; Vice-president—Wm. Dunstan; Recording Secretary—N. Armstrong; Financial Secretary—S. G. Bassett; Treasurer—F. Pye.

Death of Wm. Darling.

Montreal, Que.—William Darling, 65 years of age, one of the best known hardware men in Montreal, died suddenly at his home, Kelvin Grove, Boyerbourg, Que. He was the son of the late William Darling, founder of the Darling Hardware Company, in St. Sulpice street, many years ago.

Has Assigned.

Montreal.—Upon the demand of Eugene Guay, H. A. Depocas, hardware and iron merchant, of 1984 St. James Street, has assigned. The liabilities, which comprise twenty-four claims, are in the neighborhood of $17,000. Assets comprise stock in trade, fixtures and some Ville Emard realty.

Banquet to Harold Stone.

St. John, N.B.—Harold H. Stone, who has been a valued employee of the firm of W. H. Thorne & Co., Ltd., has resigned and left for Saskatoon where he has accepted a position with the International Harvester Co. Before severing connection with the Thorne employ, he was tendered a banquet by his associates, on whose behalf Charles O. Morris presented to him a handsome gold chain and locket. The banquet was given at Bond's restaurant and an enjoyable time was spent. R. H. Sancton responded to the toast of the firm, and among the clerks who took part in the programme were: Mr. Morris, who presided, J. P. Doherty, Allan Leavitt, R. A. Willett, and R. F. Romley.

Death of A. Munro.

Wroxeter.—The death occurred here after a prolonged illness of eleven months' duration of Alexander Munuro. He was born in Rosshire, Scotland, coming to Canada with his parents and settling in Mornington township, County of Perth. He came to Wroxeter about the year 1892 and entered the hardware buisness with W. A. Rutherford. About eight years ago the partnership was dissolved and Mr. Munro began business on his own account. The deceased took a prominent part in public life. He was reeve several years and occupied a position on the library board for many years. He was also president of the Wroxeter Rural Telephone. The deceased had a well deserved reputation as a debater and was a close student of books.

Fire Losses.

Harrow, Ont.—A fire broke out here which did considerable damage, burning out three stores, one of which was that of Arthur Best, tinsmith. The loss will be heavy.

Toronto, Ont.—A blaze was caused at midnight by defective wires in the basement of 19 Jarvis Street, and the machinery and hardware plant owned by F. J. Schuch, and though an alarm was turned in immediately by the policeman on the beat about $500 damage was done before the fire was brought under control.

Business Changes.

Winnipeg, Man.—D. Coulter is starting a hardware business in this city.

Hartney, Man.—A hardware store is being opened here by George Agnew.

Minnedosa, Man.—J. J. Kirk, tinsmith, of this place, has discontinued business.

Rosenfeld, Man.—J. W. Wiebe, hardware dealer, has sold out his stock to A. Johnston.

Dunrea, Man.—The firm of J. H. Dunlop & Co. has been dissolved and Robert Dunlop will carry on the business.

Hartney, Man.—C. Woodhull, hardware dealer, is removing to Fairford, where he will conduct a hardware business.

Borden, Sask.—A hardware and harness business is being started here by A. H. Wansley.

Lajord, Sask.—H. A. Hanson has taken over the hardware and implement business of E. M. Berg.

Lemberg, Sask.—The firm of Fletcher & Lutz, hardware and implement dealers, has been dissolved and Mr. Lutz will continue the business.

Saskatoon, Sask.—It is stated that Bartholomew & Co., are contemplating the establishment of a branch business at North Battleford in paints, oils and glass.

Vancouver, B.C.—J. A. Simpson has bought the stock of the Grandview Hardware Co.

Toronto, Ont.—J. C. Schmidt has succeeded G. H. Garrett in the hardware business here.

Beaverton, Ont.—Walter King, formerly with Cameron & Cameron has bought out the business of G. Murray, stoves and tinware. Mr. Murray is moving to St. Catharines.

Champion, Alta.—The Baker Hardware Co. have sold out to Moffatt Bros., of Pilot Mound.

Staff Changes.

Oxbow, Sask.—Chas. Hames, who recently returned from a visit with his parents at Proton Station, Ontario, has accepted a position with the Oxbow Hardware Co.

A. E. Dickson has taken a position on the road with W. H. Thorne & Co. He will represent that firm in Nova Scotia.

Beaverton, Ont.—E. Dure, who has been with Cameron & Cameron, has gone to Midland. A. Dobson, formerly with W. Glassford, has taken his place.

Galt, Ont.—C. P. Brown, manager of the McMurtry Hardware Company's store here, left last night for the company's St. Thomas store. Mr. Brown will be away a month.

PERSONAL NOTES.

Works, of Philadelphia, was in Toronto. Works, of Philadelphia, is in Toronto. He went on to Montreal Thursday night.

ENCOURAGING NEWS.

Cleveland, O., Feb. 29.—The Iron Trade Review to-day says: Pittsburg continues to be the most optimistic centre in the iron trade and sends rather encouraging news this week. Many of the Pittsburg mills are well supplied with orders. This is particularly true of plates, and prices on plates and shapes are firmer. The strength of the coke market is also a noteworthy feature. In other sections, however, the tone is not so satisfactory. In the east, particularly, the market drags and prices show a great deal of irregularity. The demand for basic pig iron shows decided improvement. Foundry irons are extremely quiet.

Weekly Market Report --- Metals

PRICE ADVANCES.

The metal market has been featured by advances in the price of copper and antimony. There is a generally active tone to business.

The tie-up on the railroads has resulted in a shortage in some metals, but the situation is not serious.

MONTREAL.

Montreal, Feb. 29.—The inactivity which has characterized the metal market has not shown any material change during the past week. This is the one slack season and anything in the shape of a spurt in business would come as a surprise to the jobbers, for nobody expects very much at this time of the year. There is still somewhat of a scarcity of metals noticed, and all the markets are firm.

A rise is reported in antimony and also in copper.

The recent heavy snowfalls may have the effect of stimulating business to some extent, as transportation will be easier owing to better roads.

A steady volume of business has been done, and is said to be up to the average for the time of year.

Lead.—This market has been very firm during the past week, and the high prices which have been in vogue for some time have been well maintained, and no change is looked for at the present time.

Advance in Copper.

Copper.—As was foretold last week, copper has again gone up in price, and ingot copper is new quoted at $15.50, a further rise of 25 cents per 100 pounds. It is said that there is very little to be had, which is undoubtedly the cause of the rise in price.

Tin is Steady.

Tin.—Tin has been steady during the past week and no change in price has been noted. A fair amount of business has been done, although not out of the ordinary.

Antimony.—A scarcity in antimony has been the cause of a small increase in the price of this metal, which is now quoted at $8.50. A very fair amount of business is reported.

Spelter.—This market has been quite dull during the past week, and shows no outstanding features. Not much business is reported in this line.

Iron.—A steady flow of orders is reported in this metal, but the volume of business reported as having been done is not great. It will be the end of March before any noticeable movement takes place, and then the busy time will commence. Meanwhile jobbers appear to be satisfied with the amount of business done for the time of year.

TORONTO.

Toronto, March 1.—Business is good in metals. The month of February is not usually a brisk month but certainly there has been no room for complaint on the score of February business this year. In addition, there is a great deal of booking for spring being done. The near approach of spring has created more active industrial conditions and metal orders are growing larger.

The tendency in prices is toward firmness. No change is noted except in copper, where a small advance has been made.

Tin.—The usual fluctuations have occurred on the primary markets but locally tin has remained firm. There have been no striking developments in the tin situation, although present indications seem to point to continued firmness. The metal has been very active here. Demand has been heavy and enquiries lead to the belief that this condition will continue right through the winter season. The price has not been changed here.

Lead is Firm.

Lead.—There is a decidedly active movement in lead. Demand is heavy and the price as a result has remained firm. Stocks are light. This same condition is noted in all lines, owing to a large extent to the blockade on the railroads. The shortage in lead has not yet reached serious proportions, however. Now that the weather conditions have improved, there does not seem to be any danger of a serious shortage developing.

An Advance in Copper.

Copper.—A local man sums up the situation in copper by stating that "the demand is immense." There has undoubtedly been a heavy call for this metal and, as stocks are light, an advance of one-quarter of a cent has been declared.

The copper situation the world over seems to be healthy. Consumption has grown sufficiently to warrant the heavy production which weighed on the market during the greater part of last year. Nothing but optimistic references are now heard as to the future of copper.

Spelter.—Stocks in spelter are still light, the railroad blockade having aided materially in bringing about this condition. The price necessarily is firm. Demand has been good during the past week.

Antimony.—There is very little doing in this metal at the present time.

Stocks Very Light.

Plates and Sheets.—The results of the snow blockade have been felt very seriously in respect to plates and sheets. Stocks are quite light and some difficulty is being found in getting fresh supplies. On top of this comes the fact that demand is quite heavy. It is believed, however, that the improvement in weather conditions will relieve the stringency.

Pig Iron Unchanged.

The situation in pig iron is unchanged. Sales continue steady for the time of year. Prices are as follows: Canadian foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3, Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

IMPROVEMENT NEEDED.

The Iron Age says: The finished steel trade is still hopeful that the advance of the active season will bring a material increase in business, but has found no evidence of such improvement in the past week. Until pig iron shows more signs of life expectations of wide-spread betterment in the industry are not likely to be realized.

The encouraging feature of the situation is that the mills have kept up so high a rate of operation, with all the handicaps of severe cold and of freight blockades in February. In the Central West and in the Chicago district a 90 per cent. operation is now carried on, but Eastern works still fall considably short of this. Chicago mills are now less able to make quick shipment than those at Pittsburg—a reversal of conditions a few weeks back.

It is understood that considerable rail business has been closed in the past week with Southern and Western lines, but the details of tonnages have not yet been announced. Awards by the Wabash on 2950 cars and by the Western Maryland on 2750 cars are expected soon. The Bessemer & Lake Erie is dividing 1,500 steel hoppers and gondolas and 500 box cars between two Pittsburg interests. The placing of the St. Paul order for 1,000 steel ballast cars is deferred. The New York Central has bought 20 locomotives and the Rock Island 40.

Weekly Market Report --- Hardware

BLOCKADE EFFECTS FELT.

The blockade on the railroad lines has made business in wholesale hardware lines pretty dull during the past week. The shipment of spring goods has been delayed as a result. It is expected, however, that active business will start again with a rush with the more favorable weather now prevailing.

MONTREAL.

Montreal, Feb. 29.—Retailers who have found things a little slow during January and February are now beginning to prepare for the active spring trade. Some have not got to the ordering stage yet—they are merely planning what they will need—but many are already sending in lists of their requirements. The past week has seen a marked improvement in the orders coming to the wholesalers.

As has been suggested it is for spring goods that the largest demand is being felt. For the staples the call is steady, but now the articles which are needed particularly in the spring are being ordered by the early birds.

A great many of these early birds, be it noted, are situated in the west. Local jobbing houses which do a big business out there are receiving orders daily. From the east, too, the call is coming.

Making Ready for Sporting Goods.

Sporting Goods. — Immediate sales have practically ceased to be. A few hockey sticks are still being sold by the retailers. A puck or two is wanted. But skates, sleighs, snowshoes, these and similar lines are through for this season. Now the dealers handling these lines extensively are waiting for another season to come, with its other sporting goods. Wholesalers are getting their catalogues in shape, so that the retailers will have no trouble in selecting the guns, the fishing tackle, the baseball and tennis goods, and the paddles which they want.

There is quietness in this line now, but a month or little more will see a change.

Builders' Hardware.—The volume of business in this line is becoming greater. For locks a good demand is being felt. Hinges and barn door equipment are in demand. The time has about arrived for buying by the small contractors, and the dealers are preparing to meet this demand. At the exhibition just closing they have placed a good number of orders.

Lumbering Supplies Moving.

Lumbering Supplies.—While there has been a good demand for axes, chain, cant hooks and similar lines for the past two or three months, the camps do not seem fully supplied yet. The men must have good tools, and consequently new axes, saws, etc., have to be purchased to replace those which have been blunted by hard work.

All is now in readiness for the spring drive, too. The skids are near the river, and peeveys, cant hooks and boot caulks which will be needed when the ice melts and the logs are rolled into the water are being largely bought.

Spring Goods.—The heavy snowfalls of the past few days do not seem to point toward spring; yet in less than a month by the calendar the warmer season will be here, and there seems to be a general belief that the season will actually open earlier. It has been an unusually hard winter. To make the balance even the warm days should come somewhat sooner than usual.

Spring Specialties Moving.

In British Columbia and the Maritime Provinces dealers are now ordering their spring supplies largely. Wire cloth, spring hinges for screen doors—these and similar lines are being sought daily. In Quebec and Eastern Ontario there is not so good a demand for these lines. Some of the widest awake dealers are placing their orders for lawn mowers, lawn hose, sprinklers and similar lines, but many are leaving this until a later date. All, however, who do business with farmers blessed with a bit of sugar bush, are laying in stocks of sap bits and sap pails. Egg crates, too, are being bought. Easter is coming and the farmers need these contrivances which enable them to carry eggs to market without danger of breakages.

TORONTO.

Toronto, March 1.—The weather has been so extremely unfavorable during the past two weeks that the wholesale hardware houses have suffered. Trade was slack last week, owing to the presence at the Guelph convention of such a large number of travelers and retailers. This week, according to some jobbers, it is duller still.

The railroad blockade has made it practically imposible to ship goods out to some sections and difficult to ship to any section. There has been a pretty general delay as a result. The same state of affairs, though in a lesser degree, is found in the matter of imports. The jobbers are finding it difficult to bring new stocks in and, although the situation is not serious in this respect, there will be general relief when the blockade is lifted.

Orders have fallen off owing largely to the slowness with which the travelers have been covering the ground.

Winter Lines.—The demand for winter goods, such as mitts, blankets, snow-shovels, etc., is now at a standstill. A few orders of the sorting variety have been received, but they have all been of insignificant proportions.

Spring Goods.—March will be a heavy one in all spring lines. Booking for wire netting, screen doors, spades, rakes and like articles has been going on for some weeks now, and under ordinary circumstances, shipments would have been started by this time. It is expected that an active movement will begin at once, and that stocks will be shipped out steadily.

Builders' Hardware.—The demand for builders is growing apace. Orders are coming in freely, and spring requirements are being filled. Local jobbers state that the demand for high-class lines of builders' supplies is more pronounced this year than ever before.

House Cleaning Goods.

Household Goods.—The demand is setting toward what might be termed "house cleaning goods." Orders are being placed for carpet stretchers, step-ladders, vacuum cleaners, etc. There has been a certain amount of booking done for summer lines such as refrigerators, ice chests and ice cream freezers.

Heavy Hardware.—There has been a big demand for some lines of heavy hardware, particularly nails. Booking for March and April delivery has been heavy. Price quotations are:—Discounts on carriage bolts, 3/8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods.—There is some call now for spring sporting goods, but the volume is not very large. Skates and hockey supplies are at a complete standstill.

A STOVE SALE.

Mitchell, Ont.—C. J. Werner has been holding a special sale of stoves for the past two weeks. Finding that he had quite a number of heaters and ranges on hand, Mr. Werner decided to clear them out. Accordingly he has been advertising the stoves he has on hand, the list including seven ranges and ten heaters, at reduced rates. It is understood that the sale has been quite successful.

The Story Of a

How Pratt & Lambert Tr

You! what did you say last Fall when we promised to triple s You knew we did it with "61" Floor Varnish. But did you sa bad—why other manufacturers are withdrawing their support— *Now, you'll be interested to know just how that decision affected your*

50%—100%—150%—200%

That's how Dealers' Sales on Vitralite began climbing.

Profits For Dealers

And more, this advertising, specializing on Vitralite and "61" Floor Varnish, carried the whole Pratt & Lambert Line. A general Pratt & Lambert Varnish Demand was created—not merely a "specialty" demand. Pratt & Lambert "38" Preservative Varnish, Spar Finishing Varnish, Alcolac Liquid Wood Filler, Pratt's Patent Liquid Dryer—and all the rest for every conceivable purpose—they were all selling.

Demand Increases — Dealers Reorder—Factory Works Nights—New Four-Story Building Erected.

Meanwhile Vitralite sales increased like a flood tide—orders poured in—dealers had to reorder—the factory was working nights to keep up with the tremendous demand—a new four-story building was erected for the manufacture of Vitralite.

The Verdict—Quality

A few months ago, Vitralite was not the well-known enamel it is now. True, it was the standard high-grade white enamel of Europe for over a quarter of a century, and was used on such work as the coaches and private trains of Royalty; made and sold by our European associate house, Robt. Ingham Clark & Co. We were satisfied on Vitralite by our own tests. But the final verdict must come from the highest court and jury in the world on the quality of painting materials—the great army of painters. Would Vitralite measure up to that same quality as its brothers in the P. & L. Line, with them? Letters from painters came in—from presidents of painters' associations. "There's never been its equal before," they said, "nothing with such free and easy labor-saving working qualities—that covers so many square feet per gallon—that has such "hiding" properties. Why! one coat of Vitralite over a mahogany board is almost equivalent to two coats of ordinary enamel applied over the same board. And color and durability! Nothing can compare with it for whiteness—will not turn yellow. Clings like a leach—does not crack, craze nor chip off." But what's the use of repeating what all these painters said. *Vitralite had arrived.* It was but another demonstration of P. & L. Quality.

A Promise Made Good

The Three Year Mark Reached in Six Months

And the sales barometer rose—it kept on rising—each day higher and higher. And it came. Surely—steadily. The mark was reached. Vitralite sales were tripled in six months. And all this in the face of adverse conditions.

The Reason Why!

This tremendous success surpassed our every expectation. There was only one reason: Pratt & Lambert advertising has been steady and consistent—not the "flash in the pan" kind to load up the dealers' shelves. Its aim has been to create a logical consistent demand on the dealer for Pratt & Lambert Varnishes. This steady pounding has created an indelible impression on the minds of the people so that now Pratt & Lambert stands for in varnish what *Ivory* stands for in soap, *Victor* in phonographs, *Shredded Wheat* and *Kelloggs* in cereals.

Now This Spring

What are you going to do about it? That Pratt & Lambert advertising can sell varnish for you has been proven by actual accomplishment. This Spring these same methods of campaign will be continued—but on a larger scale—and with conditions with us—with everything favorable for a large paint and varnish trade. Get aboard.

The Campaign in Action

After The Painter For You

Figure out—the big bulk of your varnish trade the painter forms. And every one of these men, the very backbone of your varnish trade, are

Great Campaign

ipled White Enamel Sales

es on Vitralite, The Long-Life White Enamel in three years? "Well, floor varnish is different. Besides, trade conditions are s going to be a bad paint and varnish season. I'll hold off." *rofits.*

being reached for you four times this Spring through *Varnish Talks*, the Pratt & Lambert Painters' Magazine, also through a big campaign of advertising in the painters' papers.

Getting the Great Public to Your Store

You know that great Pratt & Lambert general magazine advertising campaign to the general public, a campaign such as no other varnish house in the trade offers—a campaign that reaches every one of those people in your community who can afford to buy varnish—the people who can afford to buy these magazines. *You know that you've only got to let these people know you carry Pratt & Lambert Varnishes to get that trade.*

All Hitched to Your Store

And all this advertising is hitched right to your store through store signs, window trims, etc., booklets and printed matter, framed panels and free newspaper electrotypes—everything to tell that man, Mr. Painter, and that Mrs. Varnish User, where they can buy Pratt & Lambert Varnishes, after they know all about them through all this other advertising.

Right on Your Own Firing Line

And we're going further. Our advertising Department will help you right on your own firing line. Plan local advertising campaigns to help you increase your field of business—write advertisements for you on varnish or on any other line. Letters to painters and property owners—catalogs, booklets, slips and folders, newspaper advertisements—all these are included in this special service—service you'd pay your local advertising men fives and tens of dollars for.

Getting You Those New Building Orders

And what would you say if you knew you had a special department in action for you, to get the architects in your town to specify Pratt & Lambert Varnishes on all the new building work? Yet that's just what the Pratt & Lambert Architectural Department is doing.

Are You Going to Fill the Demand?

You must decide this question now for yourself. If you don't, your competitor surely will. What were your varnish profits last year? How much increase? How much increase do you look forward to this year? Your varnish department is but part of your business. But the success of your business depends on the success of each individual department. That varnish department of yours must be made to pay you more profits. *If you held off last Fall,* when we promised tripled sales in three years, *you lost.*

There is no longer any question of the tremendous sales of Pratt & Lambert Varnishes. That has been conclusively proven by our last great campaign. And right now—on the eve of another great campaign—when the whole varnish selling mechanism for the Pratt & Lambert Dealer is in action—*investigate—find out.* It will put you under no obligations to us. Just use the coupon.

PRATT & LAMBERT-Inc.

VARNISH MAKERS

24 Courtwright St., Bridgeburg, Ont.

FACTORIES:

NEW YORK BUFFALO CHICAGO
LONDON PARIS HAMBURG

PRATT & LAMBERT 24 Courtwright St. BRIDGEBURG, ONTARIO

Please

I am interested in increasing my varnish sales and profits. send me your complete proposition to dealers.

NAME .....

ADDRESS .....

Stoves, Furnaces and Accessories

Avoid Technical Talk to Customers

Store Salesmen Should Not Make Their Explanations Hard to Understand—A Customer appreciates a Simple Demonstration of the Operation of a Store—Something ab out Salesmanship and the Folly of Over Glibness.

One of the best features undoubtedly of the convention of the Ontario Retail Hardware and Stove Dealers Association at Guelph last week was the discussion on "Retail Salesmanship." The discussion on stoves brought out an abundance of practical ideas and aggressive suggestion. Owing to the shortness of the time allotted, it was impossible to take up any one point at any length and a fuller discussion of some of the ideas brought out will be in order.

Referring to the report which appeared in Hardware and Metal, one finds that a very good point was made by E. Holt Gurney on the necessity of avoiding technical language in talking stoves to customers.

> "A salesman must remember to make his demonstration simple," said Mr. Gurney. "It is so easy to talk duplex drafts, etc. Why you might as well talk about the chemistry of steel."

The point is one well worth attention. The knowledge that the average person possesses on the subject of stoves is elementary. People know a draft from a grate but their knowledge does not go much further. At the same time, when the question of a stove purchase comes up, the purchaser wants to understand all about the article he is getting. He knows that he has got to live with that stove for some years and that his comfort will depend largely on his ability to get best results out of it. It is highly unsatisfactory, therefore, when the salesman explains the various points with a mixture of technical words which are unintelligible to the customer. In many cases the customer will go to some other dealer where he can get an ordinary, common sense explanation of how to operate the stove. A command of technical terms is a valuable asset for any salesman but it should be kept under control. Over knowledge linked with verbosity can become quite as injurious as complete ignorance.

Why it is Done.

Indulgence in technical terms is, after all, a natural instinct. When a man obtains a certain knowledge, he likes to parade it. A lecturer on a scientific subject will go off into high flights of technically tinctured rhetoric which dazzle and, perhaps, numb the minds of his hearers. One recalls a certain rogue in the "Vicar of Wakefield" who built up a reputation for deep learning by the systematic use of a memorized jargon, relating to the beginning of the world.

Sometimes it pays. The scientific lecturer impresses and edifies his hearers, because they do not expect to ever have to make use of the information he has retailed. Had the audience gone to hear him for the express purpose of turning the knowledge obtained to practical use, there would have been a clamoring for simpler, more intelligible language. When it comes down to business, people do not appreciate anything that they cannot understand.

The salesman should, therefore, restrain his natural desire to impress the customer with the extent of his knowledge on the subject of stoves and endeavor instead to make the customer himself understand the stove under inspection. That is the short cut to sales making.

Don't Talk too Much.

The question opens up some other important considerations. Many salesmen apparently entertain the belief that glibness is the only quality required in salesmanship. They try to talk their customers into buying, assailing the barricade of their indecision with a fusilade of words. It is possible that, in some cases, such tactics pay, but the cases are rare indeed. A salesman who monopolizes the talk, who hurries the customer along from point to point and impetuously talks down all objections is more likely to antagonize than to convince.

One of the best salesmen the writer has ever known was a merchant who believed in letting the customer do considerable of the talking. "To sell a stove," he explained, "you have to offer something which suits the customer perfectly and you can only find out what suits by letting the customer talk."

His policy was to give his customers every opportunity to explain their views and preferences, reserving his own efforts for closing up the sale. He would describe the stove fully, simply and briefly. At the end he would bring his heavy guns into action, introducing his best arguments, shaping them to meet the views and arguments advanced earlier by the customer. This method of attack he found much better than scattering his arguments and leaving the customer to bring up his objections at the end when the deal should be in shape to close.

No dogmatic rule can be laid down, of course. There are people who have to be railroaded into making a purchase by sheer force of words, just as there are loquacious persons who insist on monopolizing every phase of the negotiations, relegating the salesman to a background of monosyllabic acquiescence. But the salesman should always give the customer a chance to talk, to explain and to ask questions. As was stated by the same speaker at the convention, the purchase of a $50 stove is an event in the lives of most people. They feel that they are about to place an important order with the dealer and that they are deserving of every consideration. If the salesman brushes their objections aside and glibly refuses to give them a chance to express their views, they are inclined to take offence. They feel that he is underrating the importance of their position in the deal.

Avoid Future Trouble.

To hark back to the original subject, it should be pointed out that very frequently the use of technical terms in explaining a stove leads to considerable trouble after the deal is made. Some people will imagine they understand or will not feel like exposing their ignorance by asking for further instructions. As a result, they do not know how to operate the stove properly and they fail to get satisfactory results. This means a trip to the house by a representative of the firm or, worse still, the harboring of a grudge on the part of the customer who thinks that he has been loaded up with an inferior stove.

STOVE MAKERS START.

Montreal, Feb. 28.—The A.B.C. Stove Manufacturing Co. of Battle Creek, Michigan have commenced operations in Maissoneuve. It is understood that the concern are not making stoves for general sale, but merely to supply the Montreal Light, Heat & Power Co., which sells upward of 6,000 gas ranges a year. The work in Maissoneuve is more assembling than manufacturing.

Weekly Market Reports---Stoves

LARGE WESTERN ORDERS.

There is an awakened activity in stoves. Large orders are being received from Western points and the manufacturers as a result have been kept busy.

Gas stoves are being booked for delivery in March so that shipments will start very shortly now.

MONTREAL.

Montreal, Feb. 29.—Though ranges are exceedingly quiet for the time being; and though there is not a great deal of activity in furnaces; manufacturers of stoves and accessories report a satisfactory condition of affairs. Ordering of spring lines has been going along well. There are some dealers who seem unable to make up their minds what they will want until the customers begin making their wants known, but many have put in their requisitions in good time. The result of this is that the manufacturers are finding themselves in a good position now. They have got their early shipments off, and are ready to pay prompt attention to orders coming in immediately.

Keen Fight Expected.

Everything seems to point toward a keen fight for the gas range business here this year. The Montreal Light, Heat & Power Co., has contracted with a United States firm to supply them with the 6,000 odd stoves they need. This takes business away from those firms which supplied the M.L.H. & P. Co. last year. Naturally this has not brought universal pleasure, and it is already stated that the concerns which have lost a part of the Power Co.'s business will make a determined effort to make up by securing more business in other fields.

Credit is reported good. Many in placing their spring order are taking advantage of the cash discount. Other accounts are being settled satisfactorily. There are some slow dealers—soms men who keep putting off and putting off, but the majority appear able and ready to pay promptly.

Ranges and Heaters Quiet.

Ranges, Heaters and Furnaces.—As yet the dealers have not started to order largely for spring. Many have a few models left over from the fall. These they expect to use for the very early trade, so that they will not be placing their large spring orders for a month or more. Heaters have been moving fairly until the last few days. From now all will be quiet until spring, when a fair sale of the cheaper lines may be expected, as then those who are starting early for their summer homes will be buying.

Gas Stoves.—As has been hinted, indications are that there will be keen competition in this line during the coming spring and summer. Some of the local manufacturers feel that their field has been invaded. They, therefore, are preparing to fight hard for business. That they are meeting some success in their efforts is evident, for during the past week several hundred gas ranges have been sold.

Gas Stoves Needed.

The retail demand for these gas stoves has not grown very large as yet, but it is only a question of a week or two now until the heavy call commences. Many new houses have to be equipped with these ranges as yet.

Kitchen Furnishings.—Though copper has advanced still higher, and though there has not been any drop in the price of tin, no higher rate has been struck for kitchenware. A few lines have been advanced, but generally the prices remain at the figures which have obtained for some months.

For milk cans and sap buckets the call has been heavy. Yet from a study of the sales made last year the manufacturers see that the real demand has only commenced. They expect a great rush for this class of goods within the next few weeks.

"I do not think," said one manufacturer," that we will be able to fill all the orders promptly. But we will do the best we can. It will be a case of first come first served."

TORONTO.

Toronto, March 1.—The situation has shown a very considerable stimulation of interest during the past few weeks. Stoves are starting to move out for the spring trade. While business in Ontario is not yet particularly heavy, large shipments are being sent from Ontario points to the West.

There is a very healthy demand from Western points, in fact. One firm have made a shipment of seven carloads for Edmonton alone. Stove manufacturers state that they are sending out practically all that they can make and the Western demand is largely responsible. Some orders are being placed in Ontario but, even in these cases the dealers require the goods to supply customers who are leaving for the west.

Gas Stoves.—The feature of the stove market here is the heavy booking being done for gas stoves. Shipments will start in real earnest early in March; it is possible that some shipping would have been done by this time had not the unfavorable conditions precluded this. Manufacturers state that the large booking done points to a heavy spring trade in gas stoves.

Ranges.—The range trade has picked up considerably. Most of the orders coming from the West are for ranges and this has kept the manufacturers busy.

Heaters.—There is not a great deal doing in heaters. Some orders for delivery in late summer have been placed but orders for immediate shipment are few and far between. Oil stoves are still selling but the demand here is also slumping off. A few sorting demands only are being met.

Dairy Supplies.—The demand is not quite as heavy for trimmings but the finished articles are now moving well.

Kitchen Sundries.—There is a first-class call for all lines. Enamelware is selling in large bulk. Tinware is reported brisk.

Shipments Delayed.

The effect of the storm has been felt in all lines. The railroads have not been able to handle the goods and shipments have been tied up as a result. Freight is now starting to move, however.

THE MERGER ONCE MORE.

Montreal, Feb. 29.—Talk of a merger of the local wholesale hardware houses is still in the air. Apparently, a wealthy American has made an offer for the various establishments. Little is being said about this, but apparently the offer is being considered. The head of one of the concerns, however, expressed his opinion that this attempt to merge the houses will fall through, as did the effort made in the fall. The task is a big one, and the men vitally interested will not move until they have proof positive that the negotiations have reached a sound basis.

EXPLOSIVE CO. PLANT BURNED.

Wallaceburg, Ont.—The Dominion Carlite Explosive Company's plant here was almost completely destroyed by fire. The loss and cause are unknown.

Weekly Western Market Report

Goods are Now Being Shipped Out in Large Bulk—Stoves are Selling for the Spring Trade—The Spring Rush in Paints is on.

Winnipeg, Feb. 29.—With the arrival of milder weather spring shipments have been going out in regular order and the rush may be said to have started. Travelers are all out and very satisfactory orders are being received with the result that the trade accomplished so far this year shows a great advance over this period last year. Freight conditions are decidedly better and satisfaction is being given at the present time by the railroads. Of course a certain amount of delay is still being encountered but this is due in the majority of cases to the conditions prevailing in winter.

The market this week shows little change as far as prices are concerned but the tone is decidedly stronger and healthy. All spring lines are moving and many late orders are being rushed forward as quickly as possible, especially lines which are needed by the farmers for spring work. All indications at the present time point to an early spring and as a result the majority of the hardware merchants are preparing for it.

Stoves Selling Well.

In this line cooking stoves are going out with a rush as well as all general lines. The prospects for spring and summer trading is decidedly good and a large number of orders have already been booked ahead by travelers for cooking ranges. Several car-loads from Eastern factories have been passing through Winnipeg for Western distributing points during the week and as far as could be learnt they were devoted almost exclusively to the carrying of stoves. The demand in the city for gas ranges is just starting and it is expected that this will increase as the spring and summer approaches. All other lines such as enamel and tinware and all description of shelf goods are also moving out to city as well as country points. Several new hardware and tinsmiths' shops are opening up in the city as well as country points and as a result many of the large wholesale firms have been busy stocking these The tone of the entire market may be said to be decidedly healthy and inclinations point towards advances rather than declines. Orders in general lines show a great advance over the corresponding period last year. Quotation in general lines remain as follows:

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4 18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3 65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in., $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 :and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3 05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in.,$5.45 ;1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Sisal, 8½c; Pure Manilla 10¾c; British Manilla, 8½c; Lath yard, 9¼c.

Spring Rush in Paints.

The spring rush in these lnes may be said to be at its height and shipments are being forwarded daily to Western points. The demand has been constant for all lines of mixed paints, varnishes, stains, dry color, brushes, etc., and a healthy tone is prevailing. Turpentine and linseed oil are also in great demand but remain unchanged from previous quotations. The former is now selling at 80c in bbls., and 85c in quantities less than bbl. lots, with an extra advance for packages. Raw linseed oil is still quoted at $1.05; while boiled is sold at $1.08 with the usual advance of 5c for smaller quantities. It is expected that orders in these lines will show a large increase over last year as present prospects point to an enormous increase in the amount of building ' that will be carried on throughout the West this year. From large as well as small towns increased building permits are being reported and a healthy trade can be expected.

With the rush in paints, etc., a decline in window glass and putty is noticed as very little of these are being used at the present time. Lead is also quet but it is expected to increase in demand shortly.

Methods of Retailing Paints and Varnishes

Preliminary Work For Spring Trade

Measures Should be Taken at the Present Time to Stimulate the Spring Demand—Good Results Obtained by a Window Display.

Paint requires skillful handling if the best of results are desired. The dealer who lets his paint stock sell itself may, if he carries a good make and is located in a thriving place, sell quite a little at the busy seasons. It is certain, however, that his trade during the duller periods and particularly during the winter will be light.

"I haven't sold ten dollars' worth of stuff in my paint department since the first of the year," was the complaint voiced by an Eastern Ontario dealer the other day. After glancing over his store, the reason for this lack of business was obvious. The paint department was hidden out of sight at the back of the store. To catch a glimpse of it, one had to skirt a miscellaneous collection of lawn mowers, washing machines and kegs of nails which barred the back end of the establishment and peer around a rack hung with mitts. The paint on the shelves consisted of the odd lines of stock left over from the fall trade. Dust had taken possession of every nook and cranny. The only wonder was that he had sold as much as he had.

In contrast to this deplorable method, there are many hardwaremen who get just as much business during the winter months as it is possible to get. They push paints for all they are worth, keeping the stock to the front in the store, using paint window displays and not neglecting to talk paints when the opportunity presents itself. They find it profitable labor, for trade generally during the mid-winter months is dull. Anything calculated to help along the daily sales is well worth trying.

The accompanying illustration is of a paint window display in the store of the Vokes Hardware Co., Queen street east, Toronto. It was put in during the week of February 19 by Gordon McKinley, who has charge of the window dressing work. The display has many exceptionally good features.

Despite the fact that the weather during the week was rough and stormy, this display brought direct results. The sales in the paint department picked up and, although the improvement could not be termed large, it was noticeable nevertheless.

The best results of a paint window display at this time of year are more likely to be felt later on. "People may not buy paint now," explained Mr. Funston, the manager of the retail department, "but they notice the display and it has its effect later on in the season when they finally make their purchase. It quite frequently happens that a man will decide where he is going to buy his paint some weeks, even months, before he intends to buy."

This point is well worth bearing in mind. It may seem futile to deck out a window with an assortment of paint when the snow lies deep on the ground

February paint window display in the stors of the Vokes Hardware Co., Queen Street, Toronto.

and winter winds preclude all possibility of outside painting being done. It is true, however, that quite a few of the men who drop in to buy paint when the spring comes will have noticed the displays in the store window some months before and been influenced thereby. There is no reason why a display in February or March should not create a certain amount of immediate business; but the chief result obtained will be in the impetus given to the spring trade which opens later.

Every dealer who desires to do a large spring trade in paint should begin to prepare for it not later than the first of March. Several window displays should be arranged before the opening of the spring season. This method will not only attract attention to the store as the headquarters for paint, but will also have the effect of inducing early buying.

TWO PROMOTIONS AT A. RAMSAY & SONS.

Montreal, Feb. 28.—Arthur D. Brown, for eighteen years with the firm of A. Ramsay & Son, which is now celebrating the seventieth anniversary of its formation, has recently been appointed sales manager; while W. A. Ramsay, lately representing the firm in British Columbia, has been brought back to Montreal to assume the duties of warehouse and factory manager.

Arthur D. Brown for eighteen years with A. Ramsay & Son, now appointed sales manager.

Practically all the time Mr. Brown has been with this old house he has worked on the road. He has sold paint from Halifax to Vancouver, from the start having made a financial success of traveling. Mr. Brown's reliability and his genial manner have made him popular with all with whom he has had dealings; and they will be glad to hear not only of his appointment to this important post, but also to learn that he will still visit them from time to time. Mr. Brown, on account of his executive ability and intimate knowledge of the field, should prove an exceedingly valuable man to his firm. He will reside in Montreal.

W. A. Ramsay, who is taking over the management of the warehouse and factory has been with the firm nine years, having passed through all branches of the work from the very bottom. He returns to Montreal from Vancouver.

The Dealer and Painter Should Co-operate

It is not wise to attempt to ignore the painter, although some dealers endeavor to do this. The painter has it in his power to "knock" any brand of paint, just as effectually as he can "boost" it if he so desires. He can either do the local dealer a great deal of good or an equal amount of harm.

If the paint dealer does not do anything to keep the painters in town in line, he will lose a great deal of business. Householders who contemplate painting, very frequently go to the painter first. It is then morally certain that the advice of the painter as to the kind of paint to be used will be accepted. The owner of the house concludes that the painter knows his business and that his advice is likely to be good. He, therefore, lets the painter pick what brand of paint he prefers and lets it go at that. What chance has the dealer who has never gone to the trouble of getting into touch with the master painters?

This occurs very frequently. For that reason, the dealer must work with the painter as closely as he can. A certain amount of reciprocity will redound to the advantage of both.

Applying the Paint.

The writer has heard some dealers declare that they endeavor to sell paint direct to the house owner, the latter undertaking to do the work himself. This is not altogether a wise position to assume. The average man's knowledge of paint is purely superficial. He cannot do the work as well as a regular painter would. He may make some very serious error. It very frequently happens, when an amateur handles the brush, that the results are not all that had been expected. Who does he blame? Himself? Not at all. He blames the paint, of course. Unwilling to concede that he himself did not know enough about the work to insure good results, he concludes that it was poor paint. If the work had been done by a painter the results would have been better and there would not have been the trouble which is bound to ensue in the other case.

Touching on this point, the Paint, Oil and Drug Review says:

"The dealer who encourages 'I painted my own house' kind, is doing a great harm to the line he represents. Don't forget your interests and the maker's are identical—you are one. If you encourage the wrong side of the trade you are responsible to the manufacturer for the complaint. Remember his paint that is in no way at fault is being blamed for something you did, and could have been obviated had you encouraged a painter doing the work.

"There are plenty of good, honest and intelligent painters. Get one to make a working agreement with you. It will benefit you as well as the goods you handle, and the customer will not only be saved money, but their property will be benefited."

PAINT BOOKLETS.

The January number of "The Little Blue Flag," published by Lowe Bros., is called a "School of Salesmanship" number. It contains a report of the convention of the Lowe Brothers' staff at Dayton, Ohio, and gives a number of addresses delivered before that gathering, all dealing with the important subject of paint salesmanship. Prof. W. D. Scott gave a lengthy address on "Influencing Men in Business," showing the potent force of habit in securing that influence. Advertising Director Shuey gave an outline of the selling help campaign to be inaugurated this year.

"A Message from Minerva," is the title of an unique booklet issued by the Pinchin-Johnson Co., Toronto. The cover represents the firm trade as a star from which a stream of light radiates. The booklet contains mention of the full line of Minerva paints manufactured by the company.

CORBIN CLUB BANQUET.

Hartford, Conn.—The sixth annual banquet of the P. F. Corbin Club was held here on Feb. 15. There was a large attendance. M. H. Norton, president of the club, was in the chair and, after full justice had been done to the splendid menu provided, a number of speeches were made by prominent members of the firm and the club.

Free Help for Every Decorator

Our new service department will help you plan the interior and exterior painting and decoration of any house or of a part. In place of a small job, you can get a big one, well planned and done. Remember the

S for every decorator or dealer to get him good business.

M-L MAPLE LEAF

Every decorative problem properly answered for best results.

DECORATIVE AID DEPARTMENT

M. L. PAINT is best-lasting exterior paint, improved during 20 years of careful tests. The kind that helps your business when you sell it. Ready to use. FLOORGLAZE, a flint-hard glass-like and beautiful floor finish that applies easily, stands wear, resists scratches. Best interior floor finish.

is at your free service. Just send us your problem. We give you exactly the right shades and line of goods to use. We give you suggestions. Give areas and we tell exactly how much paint you need, or varnish, or flat wall color. Stencil suggestions, too. Get booklet.

ELASTILITE, an indoor or outdoor varnish that is applied easily and perfectly. You can guarantee it. It gives every satisfaction. A beautiful finish. M. L. FLAT WALL, an easy-to-clean wall paint for plaster, burlap or wood, in beautiful interior shades. Sanitary, clean and adapted to stenciling.

Samples of the above finishes on request. The Decorative Aid Dept. supplies suggestions, estimates and stencil designs (stencils also at low cost) to any decorator, painter or dealer who wants to give his customers the best and most modern service. Freely at the service of the entire retail trade. Send your problems.

IMPERIAL VARNISH & COLOR COMPANY, LIMITED

108 Princess St., WINNIPEG 6-24 Morse St., TORONTO 365 Water St., VANCOUVER

INVESTMENT vs. EXPENSE

There's as much difference in paint results as there is in advertising results.

For a consumer to use good paint—"High Standard" Paint is an investment and not an expense. It protects, beautifies, and gives such lasting satisfaction that it is really cheaper to paint than not to paint.

To promote paint sales for the dealer in the Lowe Brothers' way of advertising, is an investment and not an expense. It is no experiment with us—we know beforehand what the results will be just as we know beforehand what the results will be in the use of "High Standard" Paints.

We know—that's the powerful reason behind our success—the difference we want to show progressive dealers in territory not already taken up.

Are you willing to be shown?

Lowe Brothers LIMITED

TORONTO, DAYTON, NEW YORK, BOSTON, CHICAGO, KANSAS CITY.

Weekly Market Report --- Paints

AN ACTIVE TONE.

Reports are to the effect that activity dominates the paint situation. Conditions have not been exactly favorable but business is proceeding apace nevertheless.

Most lines are firm in price but in Toronto linseed oil has dropped 2 cents and turpentine 1 cent. Spring booking is brisk.

MONTREAL.

Montreal, Feb. 29.—With snow piled high on the streets preparations for the spring sale of paint are yet going rapidly ahead. Retailers in all parts of the country are ready. Stock taking is over. The merchants know what they have on hand. They know what they sold last year; and with these two facts to go upon they have little difficulty in determining upon their early order.

There was a time when the early demand for paint was small, when merchants bought only enough to assure them of a supply to meet the very early trade. But this time has passed. Now the first order is a large one. The merchants are not afraid of having stock left on their hands. More and more paint is coming to be a commodity which sells the year round—at some seasons much better than others it is true, still never dead.

A Banner Year in Prospect.

This year the early ordering has been exceptionally large. "I think," said one sales manager, "that this is going to be a banner year. We are getting bigger orders than ever before." It certainly seems that the retailers are expecting a big demand.

White Lead.—Orders for this line have remained large. Quantities are always sold about housecleaning seasons. There seems no reason to doubt the continuance of this demand. Indeed retailers are now laying in a supply which will enable them to meet a heavy call.

Some Fluctuations.

Linseed Oil.—Still the market is somewhat unsettled. A report comes in that cars are scarce and that flax seed can not be brought forward. As a result prices tend to rise. A day later the word is that crops are being moved. and there is a tendency downward. So it goes. But the fluctuation is of minor importance and prices remain at about 92 for raw and 95 for boiled oil.

Putty.—Always in demand at the spring of the year, this material is now being large bought. Building operations are undoubtedly going to be large. This will mean large orders from the contractors. Boats are to be caulked at this season, too. There is another cause for large ordering. The manufacturers have none too heavy stocks on hand. All winter the demand has kept up. They have not been able to get as far ahead as usual. Probably they will be able to fill all orders, but it will be the early bird who is sure of his supply.

Some Records Broken.

Mixed Paints.—It is in this line that the greatest activity is shown. "We took the biggest order we have ever had from a retail store, this week," remarked one manufacturer, "an order for $9,000 worth of paint. We established another record, too—seven car loads shipped in five days. Oh, I can't see anything for it but a banner year."

Other manufacturers report similarly auspicious openings of the season. They are working hard for business, but they are getting it.

Glass.—Indications are that this material will be scarce for a little time. Stocks are none too large. Until navigation opens there will be a tendency to conserve the supply. After that prices may rise.

TORONTO.

Toronto, March 1.—There is noticeable activity in the paint and oil market. Booking is proceeding briskly and shipments have also started, though not a great deal is being sent out yet. There is every evidence of a busy spring ahead.

Paint, glass and white lead prices remain firm but linseed oil and turpentine have shown a weaker tendency.

Linseed Oil Lower.

In regard to linseed oil, there has been some slight decline both in Great Britain and by the crushers in Canada. As a result local prices have been cut down to 2 cents, making the quotations 92 cents for raw and 95 cents for boiled. As the first of March is usually the time for spring deliveries, it is expected that there will be an immediate stimulation in trade, which will be helped along by the present decline. This will result, it is thought, in higher price levels. Stocks are known to be pretty light and it is certain, therefore, that the demand will be very considerably augmented. Paint and oil men are of the opinion that oil is now at the lowest level that it is likely to reach.

Turpentine Lower.

The turpentine market continues weak, which is a great surprise to the trade at the receiving points in the Southern States. The naval stores people complain that the weather is still very adverse to operations in the woods and that, whereas last year new turpentine was arriving in the early part of February, there has been very little new gum gathered this year owing to the continued inclement weather. It is believed that all consumers, including manufacturers of varnish have bought very sparingly in the past months and that, when the spring opens, the demand will be greater than usual for turpentine.

The local price has been cut to 67 cents, a reduction of one cent.

White Lead Firm.

White Lead.—Extreme firmness is noted in white lead. The strength shown in pig lead has reacted very rapidly on white lead and it is now assured that the price of that commodity will remain firm. There has been a good demand for this season of year.

Glass.—The demand is not heavy, although some shipments are being made. Spring booking is proceeding very satisfactorily.

Putty.—The same applies to putty. There has been a fairly good demand in putty for this early date. Prices are as usual. Standard bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same; Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.00.

Prepared Paints.—There is a brisk demand for spring stocks but orders for immediate delivery are not by any means heavy yet. Some spring shipments are being made but there will not be a great deal doing in that way until the weather becomes more favorable.

Varnishes and japans are in satisfactory demand.

OPEN WESTERN OFFICE.

With the purpose of facilitating their operations in the west, R. C. Jameson & Co., Montreal, have opened a branch warehouse and office at Vancouver, B.C. Thos. Pearson, for a number of years one of the firm's representatives in eastern Ontario and Quebec, has been appointed manager of the new branch.

Weekly Market Reports---Stoves

LARGE WESTERN ORDERS.

There is an awakened activity in stoves. Large orders are being received from Western points and the manufacturers as a result have been kept busy.

Gas stoves are being booked for delivery in March so that shipments will start very shortly now.

MONTREAL.

Montreal, Feb. 29.—Though ranges are exceedingly quiet for the time being; and though there is not a great deal of activity in furnaces; manufacturers of stoves and accessories report a satisfactory condition of affairs. Ordering of spring lines has been going along well. There are some dealers who seem unable to make up their minds what they will want until the customers begin making their wants known, but many have put in their requisitions in good time. The result of this is that the manufacturers are finding themselves in a good position now. They have got their early shipments off, and are ready to pay prompt attention to orders coming in immediately.

Keen Fight Expected.

Everything seems to point toward a keen fight for the gas range business here this year. The Montreal Light, Heat & Power Co., has contracted with a United States firm to supply them with the 6,000 odd stoves they need. This takes business away from those firms which supplied the M.L.H. & P. Co. last year. Naturally this has not brought universal pleasure, and it is already stated that the concerns which have lost a part of the Power Co.'s business will make a determined effort to make up by securing more business in other fields.

Credit is reported good. Many in placing their spring order are taking advantage of the cash discount. Other accounts are being settled satisfactorily. There are some slow dealers—soms men who keep putting off and putting off, but the majority appear able and ready to pay promptly.

Ranges and Heaters Quiet.

Ranges, Heaters and Furnaces.—As yet the dealers have not started to order largely for spring. Many have a few models left over from the fall. These they expect to use for the very early trade, so that they will not be placing their large spring orders for a month or more. Heaters have been moving fairly until the last few days. From now all will be quiet until spring, when a fair sale of the cheaper lines may be expected, as then those who are starting early for their summer homes will be buying.

Gas Stoves.—As has been hinted, indications are that there will be keen competition in this line during the coming spring and summer. Some of the local manufacturers feel that their field has been invaded. They, therefore, are preparing to fight hard for business. That they are meeting some success in their efforts is evident, for during the past week several hundred gas ranges have been sold.

Gas Stoves Needed.

The retail demand for these gas stoves has not grown very large as yet, but it is only a question of a week or two now until the heavy call commences. Many new houses have to be equipped with these ranges as yet.

Kitchen Furnishings.—Though copper has advanced still higher, and though there has not been any drop in the price of tin, no higher rate has been struck for kitchenware. A few lines have been advanced, but generally the prices remain at the figures which have obtained for some months.

For milk cans and sap buckets the call has been heavy. Yet from a study of the sales made last year the manufacturers see that the real demand has only commenced. They expect a great rush for this class of goods within the next few weeks.

"I do not think," said one manufacturer," that we will be able to fill all the orders promptly. But we will do the best we can. It will be a case of first come first served."

TORONTO.

Toronto, March 1.—The situation has shown a very considerable stimulation of interest during the past few weeks. Stoves are starting to move out for the spring trade. While business in Ontario is not yet particularly heavy, large shipments are being sent from Ontario points to the West.

There is a very healthy demand from Western points, in fact. One firm have made a shipment of seven carloads for Edmonton alone. Stove manufacturers state that they are sending out practically all that they can make and the Western demand is largely responsible. Some orders are being placed in Ontario but, even in these cases the dealers require the goods to supply customers who are leaving for the west.

Gas Stoves.—The feature of the stove market here is the heavy booking being done for gas stoves. Shipments will start in real earnest early in March; it is possible that some shipping would have been done by this time had not the unfavorable conditions precluded this. Manufacturers state that the large booking done points to a heavy spring trade in gas stoves.

Ranges.—The range trade has picked up considerably. Most of the orders coming from the West are for ranges and this has kept the manufacturers busy.

Heaters.—There is not a great deal doing in heaters. Some orders for delivery in late summer have been placed but orders for immediate shipment are few and far between. Oil stoves are still selling but the demand here is also slumping off. A few sorting demands only are being met.

Dairy Supplies.—The demand is not quite as heavy for trimmings but the finished articles are now moving well.

Kitchen Sundries.—There is a first-class call for all lines. Enamelware is selling in large bulk. Tinware is reported brisk.

Shipments Delayed.

The effect of the storm has been felt in all lines. The railroads have not been able to handle the goods and shipments have been tied up as a result. Freight is now starting to move, however.

THE MERGER ONCE MORE.

Montreal, Feb. 29.—Talk of a merger of the local wholesale hardware houses is still in the air. Apparently, a wealthy American has made an offer for the various establishments. Little is being said about this, but apparently the offer is being considered. The head of one of the concerns, however, expressed his opinion that this attempt to merge the houses will fall through, as did the effort made in the fall. The task is a big one, and the men vitally interested will not move until they have proof positive that the negotiations have reached a sound basis.

EXPLOSIVE CO. PLANT BURNED.

Wallaceburg, Ont.—The Dominion Carlite Explosive Company's plant here was almost completely destroyed by fire. The loss and cause are unknown.

Weekly Western Market Report

Goods are Now Being Shipped Out in Large Bulk—Stoves are Selling for the Spring Trade—The Spring Rush in Paints is on.

Winnipeg, Feb. 29.—With the arrival of milder weather spring shipments have been going out in regular order and the rush may be saio to have started. Travelers are all out and very satisfactory orders are being received with the result that the trade accomplished so far this year shows a great advance over this period last year. Freight conditions are decidedly better and satisfaction is being given at the present time by the railroads. Of course a certain amount of delay is still being encountered but this is due in the majority of cases to the conditions prevailing in winter.

The market this week shows little change as far as prices are concerned but the tone is decidedly stronger and healthy. All spring lines are moving and many late orders are being rushed forward as quickly as possible, especially lines which are needed by the farmers for spring work. All indications at the present time point to an early spring and as a result the majority of the hardware merchants are preparing for it.

Stoves Selling Well.

In this line cooking stoves are going out with a rush as well as all general lines. The prospects for spring and summer trading is decidedly good and a large number of orders have already been booked ahead by travelers for cooking ranges. Several car-loads from Eastern factories have been passing through Winnipeg for Western distributing points during the week and as far as could be learnt they were devoted almost exclusively to the carrying of stoves. The demand in the city for gas ranges is just starting and it is expected that this will increase as the spring and summer approaches. All other lines such as enamel and tinware and all description of shelf goods are also moving out to city as well as country points. Several new hardware and tinsmiths' shops are opening up in the city as well as country points and as a result many of the large wholesale firms have been busy stocking these The tone of the entire market may be said to be decidedly healthy and inclinations point towards advances rather than declines. Orders in general lines show a great advance over the corresponding period last year. Quotation in general lines remain as follows:

Winnipeg Hardware Quotations.

Axe Handles.—Oval and octagon, s.g. hickory, $3.50 ; No. 1, $2.00 ; 2, $1.60 ; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½ ; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65 ; 7-16 and larger, 55 ; machine, ⅜ and under, 60 and 5 ; 7-16 and over, 55; machine set screws, 65 ; plough bolts, 50 ; square and hexagon nuts, cases, 3 ; small lots, 2½ ; stove bolts, 77½.

Bar Iron—Bar iron, $2.50 ; Swedish iron, $4.25 ; sleigh shoe steel, $2.65 ; spring steel, $3.40 ; machinery steel, $3.50 ; tool steel, Black Diamond, 100 lbs., $8.50 ; Jessop, $15.

Blocks—Steel, 50 per cent ; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg ; $2.35 Fort William.

Copper.—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire 3 inch gage, 24c, to 20 inch gage 29c.

Crowbars—4½c. per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87 ; 26 gauge, $4.18 ; pressed standing seamed roofing, 28, painted, $2.84 ; 26, $3.24.

Canada Plates.—Firm. Half polish, 6 and 7-inch, $3.65 ; 8-inch, $3.90 ; full polish, 6 and 7-inch, $4.40 ; 8-inch, $4.65.

Clevices—7½c. per lb.

Enamelware—Canada, 50 ; Imperial, 60 ; Premier, 50 ; Colonial, 60 ; white, 70 and 5 ; diamond, 50 ; granite, 60 per cent.

Files—American, 75 ; Black Diamond, 60 ; Nicholson's 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80 ; 18, $3.85; 20, $3.90; 22 and 24, $4 ; 6, $4.20 ; 28, $4.60 ; 30 gauge or 10¾ oz., $4.80 ; Queen's Head, 20, $4 ; 24, $4.20 ; 26, $4.60 ; 28, $4.80.

Galvanized Iron Pipe.—⅜ in., $3.25 ; ½ in., $4.05 ; ¾ in., $5.00 ; 1 in., $7.20 ; 1¼ in , $9.80 ; 1½ in., $11.80 ; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 p.c. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90 ; No. 2, and larger, $4.65 ; snowshoes, No. 0 to No. 1, $5.15 ; No. 2 and larger, $4.90 ; steel No. 0 to 1, $5.35 ; No. 2 :and larger, $5.10 ; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30 ; 4, $3.80 ; 5, $2.75 ; 6 $3.30 ; 7, $3.05 ; 8, $2.85 ; 9, $2.75 ; 10 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 p.c.

Hinges—Light T and strap, 65 p.c.

Hooks—Brush, heavy, per dozen, $8.75 ; grass, $1.70.

Iron Washers—Full box, 40 per cent., smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15 ; ¼ in., $2.30 ; ⅜ in., $2.35 ; ½ in., $3.15 ; ¾ in., $3.80 ; 1 in.,$5.45 ;1¼ in., $7.45 ; 1½ in., $8.95 ; 2 in., $11.55 ; 2½ in., $18.40 ; 3 in., $24.15 ; 3½ in., $32.25, 4 in., $36.75; 4½ in., $42.50 ; 5 in., $47.50 ; 6 in., $61.50 ; 7 in., $95.50 ; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6 ; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7 coppered, $9 ; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46c; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Sisal, 8½c; Pure Manilla 10¾c; British Manilla, 8½c; Lath yard, 9¼c.

Spring Rush in Paints.

The spring rush in these lnes may be said to be at its height and shipments are being forwarded daily to Western points. The demand has been constant for all lines of mixed paints, varnishes, stains, dry color, brushes, etc., and a healthy tone is prevailing. Turpentine and linseed oil are also in great demand but remain unchanged from previous quotations. The former is now selling at 80c in bbls., and 85c in quantities less than bbl. lots, with an extra advance for packages. Raw linseed oil is still quoted at $1.05; while boiled is sold at $1.08 with the usual advance of 5c for smaller quantities. It is expected that orders in these lines will show a large increase over last year as present prospects point to an enormous increase in the amount of building that will be carried on throughout the West this year. From large as well as small towns increased building permits are being reported and a healthy trade can be expected.

With the rush in paints, etc., a decline in window glass and putty is noticed as very little of these are being used at the present time. Lead is also quet but it is expected to increase in demand shortly.

Methods of Retailing Paints and Varnishes

Preliminary Work For Spring Trade

Measures Should be Taken at the Present Time to Stimulate the Spring Demand—Good Results Obtained by a Window Display.

Paint requires skillful handling if the best of results are desired. The dealer who lets his paint stock sell itself may, if he carries a good make and is located in a thriving place, sell quite a little at the busy seasons. It is certain, however, that his trade during the duller periods and particularly during the winter will be light.

"I haven't sold ten dollars' worth of stuff in my paint department since the first of the year," was the complaint voiced by an Eastern Ontario dealer the other day. After glancing over his store, the reason for this lack of business was obvious. The paint department was hidden out of sight at the back of the store. To catch a glimpse of it, one had to skirt a miscellaneous collection of lawn mowers, washing machines and kegs of nails which barred the back end of the establishment and peer around a rack hung with mitts. The paint on the shelves consisted of the odd lines of stock left over from the fall trade. Dust had taken possession of every nook and cranny. The only wonder was that he had sold as much as he had.

In contrast to this deplorable method, there are many hardwaremen who get just as much business during the winter months as it is possible to get. They push paints for all they are worth, keeping the stock to the front in the store, using paint window displays and not neglecting to talk paints when the opportunity presents itself. They find it profitable labor, for trade generally during the mid-winter months is dull. Anything calculated to help along the daily sales is well worth trying.

The accompanying illustration is of a paint window display in the store of the Vokes Hardware Co., Queen street east, Toronto. It was put in during the week of February 19 by Gordon McKinley, who has charge of the window dressing work. The display has many exceptionally good features.

Despite the fact that the weather during the week was rough and stormy, this display brought direct results. The sales in the paint department picked up and, although the improvement could not be termed large, it was noticeable nevertheless.

The best results of a paint window display at this time of year are more likely to be felt later on. "People may not buy paint now," explained Mr. Funston, the manager of the retail department, "but they notice the display and it has its effect later on in the season when they finally make their purchase. It quite frequently happens that a man will decide where he is going to buy his paint some weeks, even months, before he intends to buy."

This point is well worth bearing in mind. It may seem futile to deck out a window with an assortment of paint when the snow lies deep on the ground

February paint window display in the stors of the Vokes Hardware Co., Queen Street, Toronto.

and winter winds preclude all possibility of outside painting being done. It is true, however, that quite a few of the men who drop in to buy paint when the spring comes will have noticed the displays in the store window some months before and been influenced thereby. There is no reason why a display in February or March should not create a certain amount of immediate business; but the chief result obtained will be in the impetus given to the spring trade which opens later.

Every dealer who desires to do a large spring trade in paint should begin to prepare for it not later than the first of March. Several window displays should be arranged before the opening of the spring season. This method will not only attract attention to the store as the headquarters for paint, but will also have the effect of inducing early buying.

TWO PROMOTIONS AT A. RAMSAY & SONS.

Montreal, Feb. 28.—Arthur D. Brown, for eighteen years with the firm of A. Ramsay & Son, which is now celebrating the seventieth anniversary of its formation, has recently been appointed sales manager; while W. A. Ramsay, lately representing the firm in British

Arthur D. Brown for eighteen years with A. Ramsay & Son, now appointed sales manager.

Columbia, has been brought back to Montreal to assume the duties of warehouse and factory manager.

Practically all the time Mr. Brown has been with this old house he has worked on the road. He has sold paint from Halifax to Vancouver, from the start having made a financial success of traveling. Mr. Brown's reliability and his genial manner have made him popular with all with whom he has had dealings; and they will be glad to hear not only of his appointment to this important post, but also to learn that he will still visit them from time to time. Mr. Brown, on account of his executive ability and intimate knowledge of the field, should prove an exceedingly valuable man to his firm. He will reside in Montreal.

W. A. Ramsay, who is taking over the management of the warehouse and factory has been with the firm nine years, having passed through all branches of the work from the very bottom. He returns to Montreal from Vancouver.

The Dealer and Painter Should Co-operate

It is not wise to attempt to ignore the painter, although some dealers endeavor to do this. The painter has it in his power to "knock" any brand of paint, just as effectually as he can "boost" it if he so desires. He can either do the local dealer a great deal of good or an equal amount of harm.

If the paint dealer does not do anything to keep the painters in town in line, he will lose a great deal of business. Householders who contemplate painting, very frequently go to the painter first. It is then morally certain that the advice of the painter as to the kind of paint to be used will be accepted. The owner of the house concludes that the painter knows his business and that his advice is likely to be good. He, therefore, lets the painter pick what brand of paint he prefers and lets it go at that. What chance has the dealer who has never gone to the trouble of getting into touch with the master painters?

This occurs very frequently. For that reason, the dealer must work with the painter as closely as he can. A certain amount of reciprocity will redound to the advantage of both.

Applying the Paint.

The writer has heard some dealers declare that they endeavor to sell paint direct to the house owner, the latter undertaking to do the work himself. This is not altogether a wise position to assume. The average man's knowledge of paint is purely superficial. He cannot do the work as well as a regular painter would. He may make some very serious error. It very frequently happens, when an amateur handles the brush, that the results are not all that had been expected. Who does he blame? Himself? Not at all. He blames the paint, of course. Unwilling to concede that he himself did not know enough about the work to insure good results, he concludes that it was poor paint. If the work had been done by a painter the results would have been better and there would not have been the trouble which is bound to ensue in the other case.

Touching on this point, the Paint, Oil and Drug Review says:

"The dealer who encourages 'I painted my own house' kind, is doing a great harm to the line he represents. Don't forget your interests and the maker's are identical—you are one. If you encourage the wrong side of the trade you are responsible to the manufacturer for the complaint. Remember his paint that is in no way at fault is being blamed for something you did, and could have been obviated had you encouraged a painter doing the work.

"There are plenty of good, honest and intelligent painters. Get one to make a working agreement with you. It will benefit you as well as the goods you handle, and the customer will not only be saved money, but their property will be benefited."

PAINT BOOKLETS.

The January number of "The Little Blue Flag," published by Lowe Bros., is called a "School of Salesmanship" number. It contains a report of the convention of the Lowe Brothers' staff at Dayton, Ohio, and gives a number of addresses delivered before that gathering, all dealing with the important subject of paint salesmanship. Prof. W. D. Scott gave a lengthy address on "Influencing Men in Business," showing the potent force of habit in securing that influence. Advertising Director Shuey gave an outline of the selling help campaign to be inaugurated this year.

"A Message from Minerva," is the title of an unique booklet issued by the Pinchin-Johnson Co., Toronto. The cover represents the firm trade as a star from which a stream of light radiates. The booklet contains mention of the full line of Minerva paints manufactured by the company.

CORBIN CLUB BANQUET.

Hartford, Conn.—The sixth annual banquet of the P. F. Corbin Club was held here on Feb. 15. There was a large attendance. M. H. Norton, president of the club, was in the chair and, after full justice had been done to the splendid menu provided, a number of speeches were made by prominent members of the firm and the club.

Free Help for Every Decorator

Our new service department will help you plan the interior and exterior painting and decoration of any house or of a part. In place of a small job, you can get a big one, well planned and done. Remember the

S for every decorator or dealer to get him good business.

M·L MAPLE LEAF

Every decorative problem properly answered for best results.

DECORATIVE AID DEPARTMENT

M. L. PAINT is best-lasting exterior paint, improved during 20 years of careful tests. The kind that helps your business when you sell it. Ready to use.

FLOORGLAZE, a flint-hard glass-like and beautiful floor finish that applies easily, stands wear, resists scratches. Best interior floor finish.

is at your free service. Just send us your problem. We give you exactly the right shades and line of goods to use. We give you suggestions. Give areas and we tell exactly how much paint you need, or varnish, or flat wall color. Stencil suggestions, too. Get booklet.

ELASTILITE, an indoor or outdoor varnish that is applied easily and perfectly. You can guarantee it. It gives every satisfaction. A beautiful finish.

M. L. FLAT WALL, an easy-to-clean wall paint for plaster, burlap or wood, in beautiful interior shades. Sanitary, clean and adapted to stenciling.

Samples of the above finishes on request. The Decorative Aid Dept. supplies suggestions, estimates and stencil designs (stencils also at low cost) to any decorator, painter or dealer who wants to give his customers the best and most modern service. Freely at the service of the entire retail trade. Send your problems.

IMPERIAL VARNISH & COLOR COMPANY, LIMITED

108 Princess St., WINNIPEG 6-24 Morse St., TORONTO 365 Water St., VANCOUVER

INVESTMENT vs. EXPENSE

There's as much difference in paint results as there is in advertising results.

For a consumer to use good paint—"High Standard" Paint is an investment and not an expense. It protects, beautifies, and gives such lasting satisfaction that it is really cheaper to paint than not to paint.

To promote paint sales for the dealer in the Lowe Brothers' way of advertising, is an investment and not an expense. It is no experiment with us—we know beforehand what the results will be just as we know beforehand what the results will be in the use of "High Standard" Paints.

We know—that's the powerful reason behind our success—the difference we want to show progressive dealers in territory not already taken up.

Are you willing to be shown?

Lowe Brothers LIMITED

TORONTO, DAYTON, NEW YORK, BOSTON, CHICAGO, KANSAS CITY.

Weekly Market Report --- Paints

AN ACTIVE TONE.

Reports are to the effect that activity dominates the paint situation. Conditions have not been exactly favorable but business is proceeding apace nevertheless.

Most lines are firm in price but in Toronto linseed oil has dropped 2 cents and turpentine 1 cent. Spring booking is brisk.

MONTREAL.

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Some Fluctuations.

Linseed Oil.—Still the market is somewhat unsettled. A report comes in that cars are scarce and that flax seed can not be brought forward. As a result prices tend to rise. A day later the word is that crops are being moved. and there is a tendency downward. So it goes. But the fluctuation is of minor importance and prices remain at about 92 for raw and 95 for boiled oil.

Putty.—Always in demand at the spring of the year, this material is now being large bought. Building operations are undoubtedly going to be large. This will mean large orders from the contractors. Boats are to be caulked at this season, too. There is another cause for large ordering. The manufacturers have none too heavy stocks on hand. All winter the demand has kept up. They have not been able to get as far ahead as usual. Probably they will be able to fill all orders, but it will be the early bird who is sure of his supply.

Some Records Broken.

Mixed Paints.—It is in this line that the greatest activity is shown. "We took the biggest order we have ever had from a retail store, this week," remarked one manufacturer, "an order for $9,000 worth of paint. We established another record, too—seven car loads shipped in five days. Oh, I can't see anything for it but a banner year."

Other manufacturers report similarly auspicious openings of the season. They are working hard for business, but they are getting it.

Glass.—Indications are that this material will be scarce for a little time. Stocks are none too large. Until navigation opens there will be a tendency to conserve the supply. After that prices may rise.

TORONTO.

Toronto, March 1.—There is noticeable activity in the paint and oil market. Booking is proceeding briskly and shipments have also started, though not a great deal is being sent out yet. There is every evidence of a busy spring ahead.

Paint, glass and white lead prices remain firm but linseed oil and turpentine have shown a weaker tendency.

Linseed Oil Lower.

In regard to linseed oil, there has been some slight decline both in Great Britain and by the crushers in Canada. As a result local prices have been cut down to 2 cents, making the quotations 92 cents for raw and 95 cents for boiled. As the first of March is usually the time for spring deliveries, it is expected that there will be an immediate stimulation in trade, which will be helped along by the present decline. This will result, it is thought, in higher price levels. Stocks are known to be pretty light and it is certain, therefore, that the demand will be very considerably augmented. Paint and oil men are of the opinion that oil is now at the lowest level that it is likely to reach.

Turpentine Lower.

The turpentine market continues weak, which is a great surprise to the trade at the receiving points in the Southern States. The naval stores people complain that the weather is still very adverse to operations in the woods and that, whereas last year new turpentine was arriving in the early part of February, there has been very little new gum gathered this year owing to the continued inclement weather. It is believed that all consumers, including manufacturers of varnish have bought very sparingly in the past months and that, when the spring opens, the demand will be greater than usual for turpentine.

The local price has been cut to 67 cents, a reduction of one cent.

White Lead Firm.

White Lead.—Extreme firmness is noted in white lead. The strength shown in pig lead has reacted very rapidly on white lead and it is now assured that the price of that commodity will remain firm. There has been a good demand for this season of year.

Glass.—The demand is not heavy, although some shipments are being made. Spring booking is proceeding very satisfactorily.

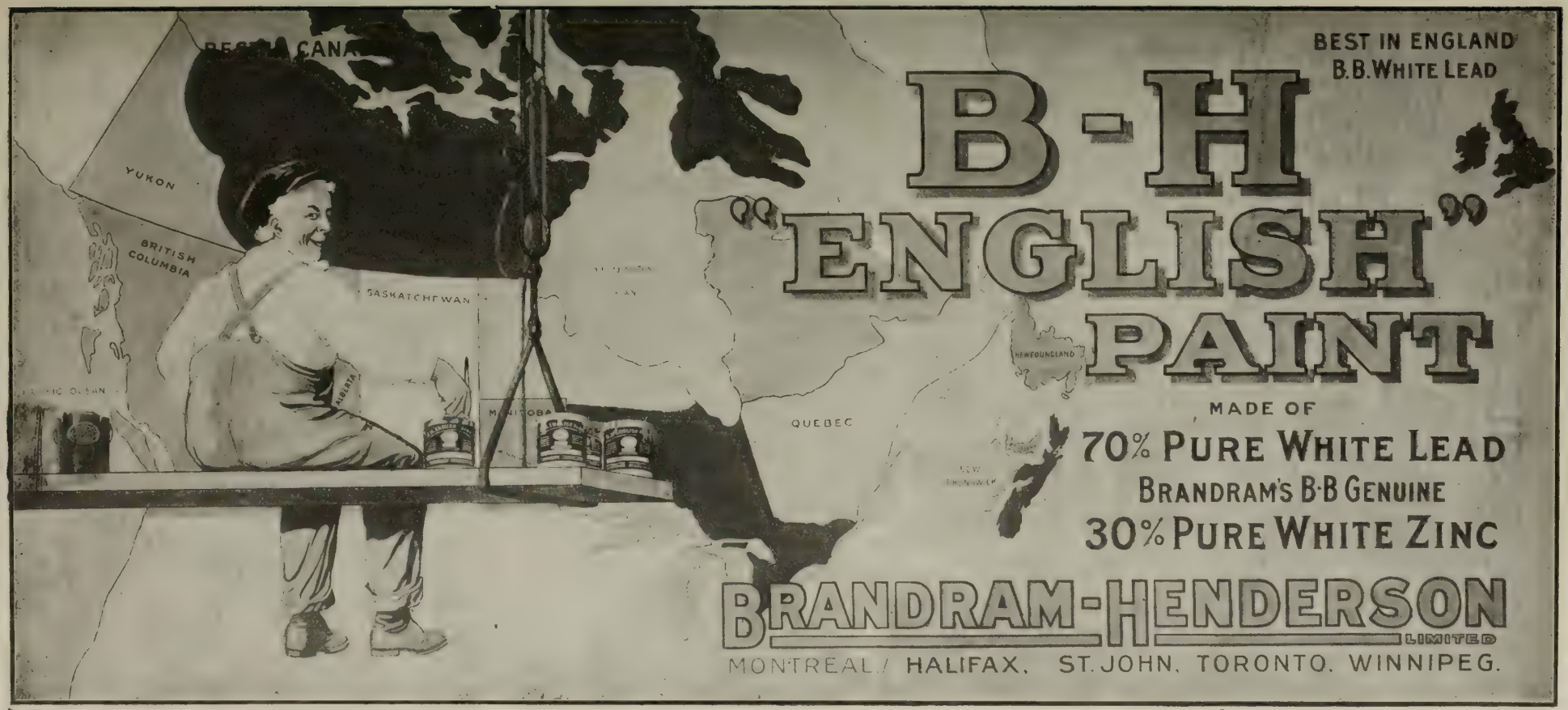
Putty.—The same applies to putty. There has been a fairly good demand in putty for this early date. Prices are as usual. Standard bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.05; bladder, in barrels, $2.75. Pure putty prices remain the same; Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.00.

Prepared Paints.—There is a brisk demand for spring stocks but orders for immediate delivery are not by any means heavy yet. Some spring shipments are being made but there will not be a great deal doing in that way until the weather becomes more favorable.

Varnishes and japans are in satisfactory demand.

OPEN WESTERN OFFICE.

With the purpose of facilitating their operations in the west, R. C. Jameson & Co., Montreal, have opened a branch warehouse and office at Vancouver, B.C. Thos. Pearson, for a number of years one of the firm's representatives in eastern Ontario and Quebec, has been appointed manager of the new branch.



Strong, attractive, business-getting posters (18 sheet) on B-H Paint tell the story of quality in paint, and bring customers to the B-H Paint Agency.

B-H "ENGLISH" PAINT is 70% Pure White Lead—30% Pure White Zinc—mixed ready for use with Pure Linseed Oil, Pure Turpentine and dryer and nothing else.

Write our nearest office for complete agency proposition

BRANDRAM - HENDERSON LIMITED

MONTREAL HALIFAX TORONTO ST. JOHN WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c ; White Brass, 48c ; Metal ic, 45c ; Special, 33c ; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c ; Allumi old, 9c ; Mogul, 6c.; No. 3, 5½c.; No 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c. ; Superior, 45c. ; A Special, 35c.; Hoo Hoo, 25c ; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c. ; Mystic, 17c. ; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 21
Rods, base ½ to 1 inch, round..	0 18
Tubing, seamless base, per lb	0 21
Tubing, iron pipe size, 1 inch base..	0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb
Casting ingot	15 50
Cut lengths, round bars, ½ to 2 in.	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass. 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	..	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles .... base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird	....	0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel	06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch ..	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	61 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch	36 00	76½ p.c.	66½ p.c.
2½-inch	57 50	76½ p.c.	66½ p.c.
3 -inch	75 50	76½ p.c.	66½ p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 50	4 50
Imported pig, per 100 lb	4 60	4 60
Bar pig, per 100 lb	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—		
I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.		
I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50

"Allaway's Best"—Standard Quality.		
I C, 14x20 base	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, "
} 7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon. No. 9, $2.00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No. 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6 Coppered, 75c ; oiling, 10c; in 25-lb. bundles, 15c ; in 5 and 10-lb bundles, 25c ; in 1-lb. hanks, 25c ; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c ; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 85
Plain	2 60

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

GLUE

		Per lb.
French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" white glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 18¾	0 18¾
Packets, 1-lb., 100 in case	0 20¾	0 20¾
" ½-lb., "	0 22¾	0 22¾
Tins, 1-lb., 100 in case	0 21¾	0 21¾

PARIS WHITE.

In bbls	0 90

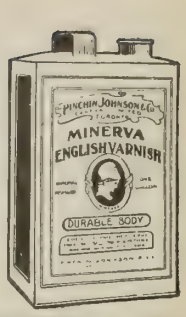
PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)..		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C.		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand	1 60	

A Full Imperial Measure of Satisfaction!



Aggressive dealers will find one of their strongest selling points in the fact that

MINERVA

PAINTS and PAINT SPECIALTIES

are always put up in cans containing Full Imperial measure—not wine or short measure.

And the quality goes into every can before the "Minerva" Label is attached—there is 78 years' reputation for superior quality back of our products.

Our conscientious co-operation with the dealer has made the "Minerva" Brand a truly worthwhile line to handle.

GET DETAILS OF OUR PROPOSITION. IT WILL PAY YOU.

PINCHIN, JOHNSON & CO.

(CANADA) LIMITED

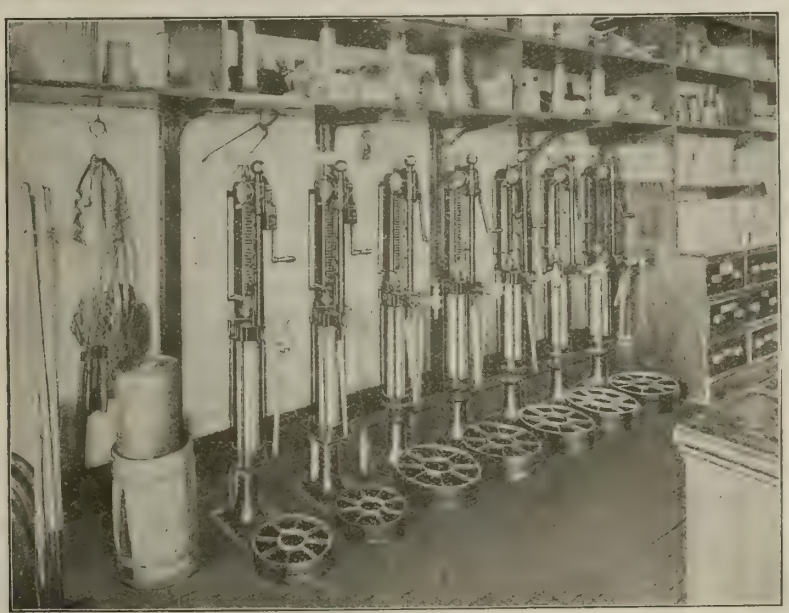
377-387 Carlaw Avenue, Toronto

Established in England in 1834

J 55

This Illustration was made from a photograph of a Bowser installation for

Mr. Samuel Hobbs,
1434 Queen St. W.,
Toronto, Ont.



This system handles

Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 Fraser Avenue

PLASTER OF PARIS

Per barrel..............................

PINE TAR

Half-pint tins, per dozen.... .... 0 60

PUTTY.

	Standard.
Bulk in casks..	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs...... ...	4 25	4 25
No. 1, kegs, per 100 lbs.........	4 75	4 75

SHINGLE STAINS.

n 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.......	0 08	0 09
Motor Gasoline single bbls.....	..	0 17½
Benzine, per gal single bbls	...	0 15½
Pure Turpentine, single barrels	0 70	0 73
Wood Turpentine	....	0 60
Turpentine, second run.........	....	0 60
Linseed Oil, " raw..	0 95	0 96
" " boiled	0 98	0 99
Rosin, "G" grade, bbl. lots, 100 lbs. ..		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1......	1 50
Pale durable body...........	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak.................	1 50
Furniture, polishing....	2 00
Furniture, extra	1 20
" No. 1.......	0 95
" union.......	0 90
Light oil finish...........	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan..........	1 35
No. 1 black japan..........	0 95
Benzine black japan	0 75
Crystal Damar...........	2 50
No. 1 "	2 25
Pure asphaltum............	1 40
Oilcloth..................	1 50
Lightning dryer	0 85
Elastilite varnish..........	2 25
CopaLine varnish	2 25
Granitine fl. finish	2 2[illegible]
Jamieson's floor enamel	1 75
Sherwin-Williams copal varnish ..	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish....	2 40
"Flint-Lac," coach.	1 80
B.H. Ltd. "Gold Medal." in cases	2 25
Dependon Lt. H. Oil Finish........	8 75
Everlastic Floor................	14 25
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross..	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40............................	2 85
41 to 50............................	3 25
51 to 60............................	3 56
61 to 70............................	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
"Anchor," pure	6 75	6 90
Brandram's B. B. Genuine ..	7 75	7 90
C.P.C. decorators. pure......	6 75	6 90
Crown and Anchor, pure.....	6 75	6 90
Elephant Genuine	7 00	7 15
Essex Genuine (Windsor) ...	....	6
Island Cit Decorators' Pure.	6 75	6 0
Lily Pure......	6 75	6 90
Moore's Pure White Lead....		6 90
Monarch (Windsor).........	....	6 50
Monro's Select Flake White.	7 00	7 15
[illegible]P. urity, C..'s Ltd.......	....	6 40
O. amsay s Pe Lead	6 75	6 90
Ramsay's Exterior	6 50	6 65
Sterling Pure...........	....	6 90
Tiger Pure	6 75	6 90

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M....... ... . 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2, " "	0 05¾

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels......	1 00

HARDWARE

ADZES.

Carpenters', per doz.......	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz...........	6 00	9 00
Double bit "	10 00	12 00
Bench Axes..................	6 75	10 00
Broad Axes..................	22 75	25 00
Hunters' Axes...............	5 00	6 00
'Boys' Axes.................	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05¾
Buckworth, per lb........	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p c ; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only ; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits..............	30 and 10
Irwin's auger......................	47½
Gilmour's auger..................	60
Rockford auger...................	50 and 10
Gilmour's car.....................	47½
Clark's expansive................	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered..........	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail..............	....	4 25
Crown.......................	....	4 85
Crescent.....................	....	6 50
Sovereign....................	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.).... 3 25

BARN DOOR LATCHES

Challenge, dozen.....	2 25
Defiance, dozen...............	2 75
Gem dozen.........................	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller...	70
" " 7-16 and up.....	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts..................	55, 5 & 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less...	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws. new list..........	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll........	70
O. K. paper, No. 1, per roll...........	0 75
O. K. paper, No. 2, per roll....	0 70
Plain Fibre, No. 1, per 400 ft. roll....	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll...	0 55
Tarred Fibre, No. 2, " ..	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs.................	0 45
Plain Surprise, per roll..............	0 40
Resin sized Fibre per roll............	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb...	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs............	0 65
Heavy Fibre, 32' & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square......	0 70
3 " " " "	95
2 Ply complete, per roll......	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel...........	3 50
Refined Coal Tar, tins, per doz.......	1 25
Refined Coal Tar, per barrel.........	4 50
Shingle varnish, per barrel...........	4 50
Caps, per lb	0 06
Nails, per lb.......................	0 05
Mop cotton, per lb....	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English...............	17 00	21 00
" American, low	23 00	25 00
" " high......	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross..	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in , doz............	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.............	2 50
" adjustable, 4 in..............	7 60
Carpenters, 3 feet.....................	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts............	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)........	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.......	5 25
Folding handles, 8 inch, doz....	1 80

DRILLS.

Bit stock drills, 2-32 in., doz . ...

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 40 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's..........................	70 and 10
Great Western, American........	70 and 10
Kearney & Foot, Arcade..........	70 and 10
J. Barton Smith, Eagle...........	70 and 10
McClellan, Globe....	70 and 10
Black Diamond...........	60 and 10
Delta Files.........................	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)....	35

FORGES

Blacksmiths portable, 135 lbs........... 9 85

GALVANIZED WARE

Dufferin pattern pails, 50 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz..........	0 35
Ladies claw, handled, doz..........	0 60
Adze eye nail hammer, 10 oz , doz....	1 25
" hickory handle, 1 lb., doz..	6 25
" straight claw, 1 lb., doz....	7 00
Farriers hammers, 10 oz., doz........	5 60
Tinners setting, ½ lb., doz............	4 50
Machinists. ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over.....	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs..........	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $3.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch....per gross	....	8 00
" " ½ " .... "	....	10 50
" " ⅝ " .... "	....	13 50
Leather, 1-inch ......per doz.	....	4 00
Leather, 1¼ " ...... "	....	5 20
Web.................	....	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16-in. $10.20; ½-in. $11.40 9-16-in. $13.20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., ...	6 50
" " 10-in. and larger ..	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in........ "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.25; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5............ per gross	2 25
5-16 x 5.......... "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes. 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M. cold forged process list, 16th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co.,"Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c. per lb.

Amatite ROOFING

CONSUMERS DEMAND IT

Are you still selling ready roofings that need painting? These are the old-fashioned kinds.

Consumers all over the country are demanding a ready roofing that *will not require painting.*

We have spent several hundred thousand dollars in advertising to explain to the customer that painting roofs is a needless nuisance and expense.

Amatite has a real mineral surface that needs no painting.

Amatite is laid like any other roof requiring no skilled labor or special tools. You give your customers a bargain when you sell them Amatite which needs no painting whatever.

You can capture the roofing trade in your territory if you are there first with Amatite and let the people know that you have a roofing which they won't have to paint. Amatite costs less than other first-class roofings and gives double the weight for the money. For samples, booklets, etc., address nearest office.

THE PATERSON MANUFACTURING CO., Limited

MONTREAL TORONTO WINNIPEG VANCOUVER ST. JOHN, N.B. HALIFAX, N.S.

"Presto" BASIN COCKS

Nickel-plated. With china index handle. "A quarter turn gives a full opening." Tail screwed for 1-4 inch iron pipe.

GOOD { METAL / PLATING / FINISH / DESIGN

We can quote you an attractive price. Write Dept. H.

T. McAVITY & SONS, LTD., ST. JOHN, N.B.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

The High Quality of Our HEINISCH TINNER SNIPS

has made them the tinners' favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.

The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

The "VULCAN"

Recommend them to your customers—we guarantee the highest satisfaction. **Get them from your jobber.**

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS' SHEARS TRIMMERS' SCISSORS

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz	....	2 25
Universal meat chopper, No. 1	....	1 15
Enterprise chopper, each	...	1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright	...	0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz. 1 25
Carpenters', round hickory, 6 in., per doz. 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz.	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1⅛ inch	3 35
1¼ inch	3 00
1⅜—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices

PLIERS AND NIPPERS

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap .... per gross 30 00
Indian snap .... " 25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

		per doz.
Boker's	7 50	11 00
" King Cutter	....	15 00
Henckel's	7 50	20 00
Clauss automatic safety	....	27 00
Clauss perfect stropper	....	16 00
Gillette Safety, each	....	3 75

Clauss Razors and Strops, 50 per cent
Ever Ready Safety 9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08¾
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz. 1 15
Ivory, No. 1282, 2 foot, each 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb 2 25
Sectional, ½ lb. each, per 100 lbs. 2 40
Solid, 3 to 30 lbs 1 55

SASH CORD.

No 8, per " 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand. 15 per cent
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45; Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz.		$5 00
" iron, per doz.		4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen	....	16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymonr's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES

Poultry netting, 100 lbs. 5 70
Bed, 100 lbs., No. 14 6 75
Blind, per lb. 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 62
7 inch " " 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common ....per doz. 1 22
7-inch " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.	....	3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen 21 20
Garden, steel wheel, dozen 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash or hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

FLOOR PAINTS

if they are not perfect, give rise to a great deal of trouble.

In many ways they are the most important paints that the dealer carries, and you will all agree that it pays to keep

THE BEST.

If you want to be perfectly sure that your reputation is safe, handle only

JAMIESON'S

Prepared Floor Paints

BRANDS:
CROWN AND ANCHOR
ISLAND CITY
RAINBOW

Have Fifty Years of Experience behind them.

They DRY HARD over night.

They WEAR like iron.

They have the confidence of our customers and ourselves.

EACH CAN IS GUARANTEED.

Why not make sure of
FLOOR SATISFACTION?

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancouver

Moore's House Colors

represent the highest development arrived at in modern paint making.

TO THE CONSUMER—their use means greater economy of labor and material, better protected value and higher class results throughout than can be obtained with any other paint.

TO THE DEALER—The sale of MOORE'S HOUSE COLORS means a live, growing profitable trade such as follows the handling of all articles of general merit. Write us for sample cards and prices. Remember T—45.

Benjamin Moore & Co., Limited
WEST TORONTO
NEW YORK CHICAGO CLEVELAND

LET EVERY PAINT CUSTOMER BE A SATISFIED ONE

BY SELLING HIM

Stephens

Pure Ready Mixed PAINT

This paint is made from the Highest Grade pigments which are combined with Pure Manitoba Linseed Oil.

We use only the latest and most up-to-date mills and mixers and can produce a high quality paint at a remarkably low price.

Better get our agency proposition at once. Let us help you increase your paint sales.

Color cards and prices on request.

"GIVES TONE TO THE HOME."

G. F. STEPHENS & CO.
LIMITED
WINNIPEG - - - - - CANADA
Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

ARTICLES FOR SALE

FOR SALE—SET TINSMITH TOOLS, ALSO a safe; will sell squaring shears separate. H. S. Grant, Moose Creek, Ont.

BUSINESS CHANCES

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

A REAL LIVE HARDWARE AND TINsmith business in a central Saskatchewan town of 300 people, a three-quarter million bushel grain point, five elevators, very best farming district and people. $21,000 turnover last year at a profit of over $4,000. Absolutely no competition whatever. This proposition will stand the closest inspection because it is a real moneymaker. $5,000 will handle, balance on terms. Wholesale support guaranteed to right man. Box 641, Hardware and Metal, Toronto. (14)

LIGHTING SYSTEMS

LIGHT THAT HOME OF YOURS BY Acetylene. W. F. Earl, Athens, Ont., will tell you how. (9)

SITUATIONS WANTED

WANTED POSITION BY HARDWARE clerk. Six years' experience in hardware stores and tinware. Box. 636 Hardware and Metal, Toronto. (10)

ADVERTISER, AGED 35, TWENTY YEARS' experience general hardware and furniture, is open for position with view to partnership, as manager, buyer or salesman. Excellent testimonials. Box 640, Hardware and Metal, Toronto. (11)

WANTED — SITUATION IN WESTERN retail or wholesale hardware. Four years' experience, good commercial training; knowledge of hardware, furniture, harness, wallpaper. Willing to invest, if satisfactory. Box 632 Hardware and Metal, Toronto.

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

STORAGE

STORAGE, VANCOUVER, B. C.—STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 329 Railway Street, Vancouver. (14)

EXPERT ROOFER

We want an experienced mechanic to look after outside work and assist our customers with their difficult roofing problems.

We Will Pay Good Wages to Expert.

METAL SHINGLE & SIDING CO., Ltd., Preston, Ont.

SITUATIONS VACANT

TINSMITH, WHO CAN ALSO DO PLUMBing, must be good all round man, estimator, and capable of taking charge of work and men. State wages. Box 382, Orillia, Ont. (9)

BOOKKEEPER POSSESSING THOROUGH knowledge and experienced in office detail. Hardware experience preferred. State experince, age, salary, and if married or single. Address P.O. Box 682, Montreal.

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—YOUNG MAN, WITH SOME hardware experience (Experienced man preferred) to act as clerk in hardware store, apply, stating experience, age, and salary expected to Glover Bros., Windthorst, Sask. (9)

WANTED—FOR A WHOLESALE HOUSE IN a large western city, thoroughly experienced hardware buyer, one possessing a knowledge of crockery business preferred. Good salary to right man. Apply, giving particulars, to Box 638, Hardware and Metal, Toronto. (11)

WANTED—TINSMITH WITH ONE OR TWO years' experience, who wants to finish his trade. Must be able to do eavetroughing and assist at furnace work. Good job for right man. State wages. Box 634, Hardware and Metal, Toronto.

WANTED — EXPERIENCED HARDWARE salesman, must be good stockkeeper and window dresser. Would prefer one who understands French. Apply, with references, and state salary expected, to the George Taylor Hardware Co., Ltd., New Liskeard, Ont. (8)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms —real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS — ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

OFFICE MANAGER WANTED

AN OLD-ESTABLISHED AND SUCCESSFUL joint stock manufacturing company in Toronto wants an office manager who besides being an expert accountant is capable of following costs closely, stopping leaks in the manufacturing department and capable of introducing economic methods. For such a man there is a good future. He can in time acquire an interest in the business. State experience and salary wanted. Box 637 Hardware and Metal, Toronto. tf

MISCELLANEOUS

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

LET EVERY GLASS CUSTOMER BE A SATISFIED ONE

by selling him

Crown Brand Sheet Glass

You may rely on this glass as being up to the standard, both in weight, quality and of even thickness.

REMEMBER

We also carry glass of equal quality in the following lines:

Plate Glass

Mirrors

Figured Glass

Leaded Glass

The Consolidated Plate Glass Co.
OF CANADA, Limited

WINNIPEG 375 Balmoral St.
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Write our nearest Office for Prices

WINNIPEG READY ROOFING

Waterproof
Weatherproof

Made of the highest grade of wool felt, thoroughly saturated with non-drying gummy compound that remains soft and pliable in the extremes of temperature and is absolutely waterproof.

Samples and directions for laying on request

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG CALGARY EDMONTON

We Make No Secret

of the composition of

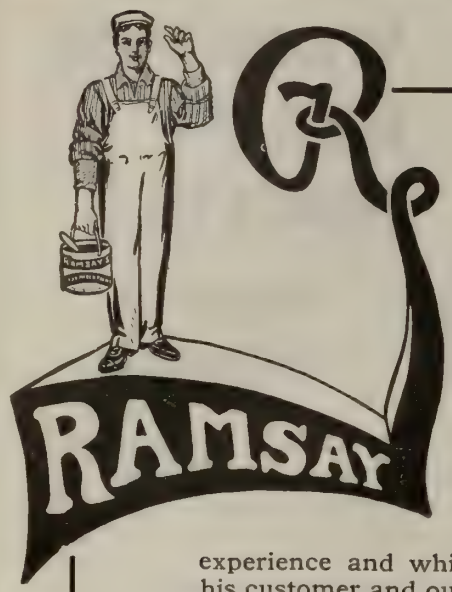
New Era Paint

Here it is—Pure White Lead, Oxide of Zinc, Pure Linseed Oil, Turpentine and Turpentine Japan Dryers. Everything needed for a best quality paint and everything of the best quality. "NEW ERA" covers more surface, lasts longer, holds its color better, stands changes of weather and gives a more brilliant finish than any other prepared paint.

WRITE FOR PRICES

Standard Paint and Varnish Co., Limited
WINDSOR, ONT.

IT WILL PAY YOU to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.



For—Ever Since 1842

we have been putting into every can we ship, a very effective argument why your paint trade will stay with you, and increase, if you handle

RAMSAY'S PAINTS

This argument is simply "The Right Paint to Paint Right"—the same, simple, straightforward fact which has been our watchword all through our seventy years of paint making experience and which has made Ramsay's Paints profitable to the dealer, his customer and ourselves.

BE AN AGENT FOR RAMSAY'S PAINTS.

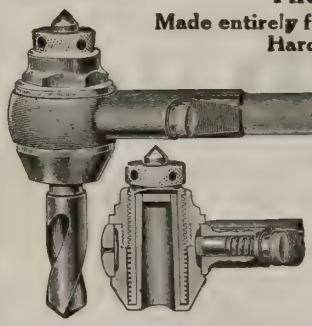
A. Ramsay & Son Co. Paint Makers Since '42 **Montreal**

Western Distributors:—A. McBride & Co., Limited, CALGARY; Revillon Bros., Limited, EDMONTON; Bogardus, Wickens, Begg, Limited, VANCOUVER.

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.



SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET

OUR NEW LINE

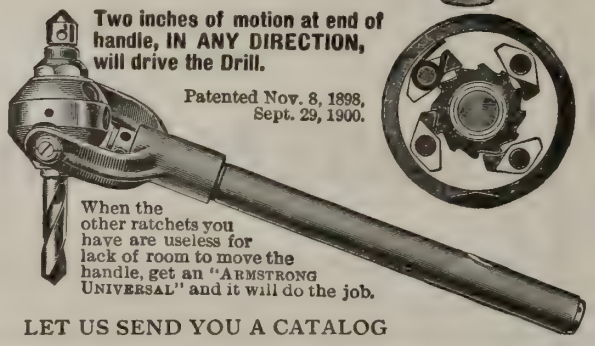
"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Do you want the Best Made, Best Packed and Best Advertised Ratchets?

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.

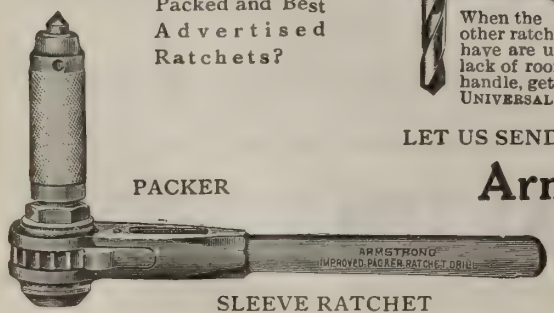


"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

They stand the racket.

LET US SEND YOU A CATALOG



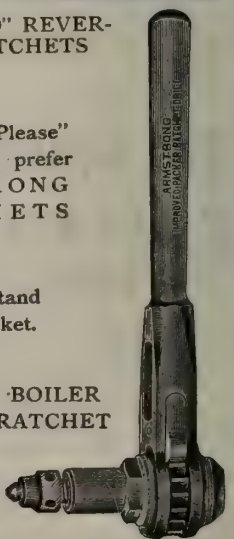
PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

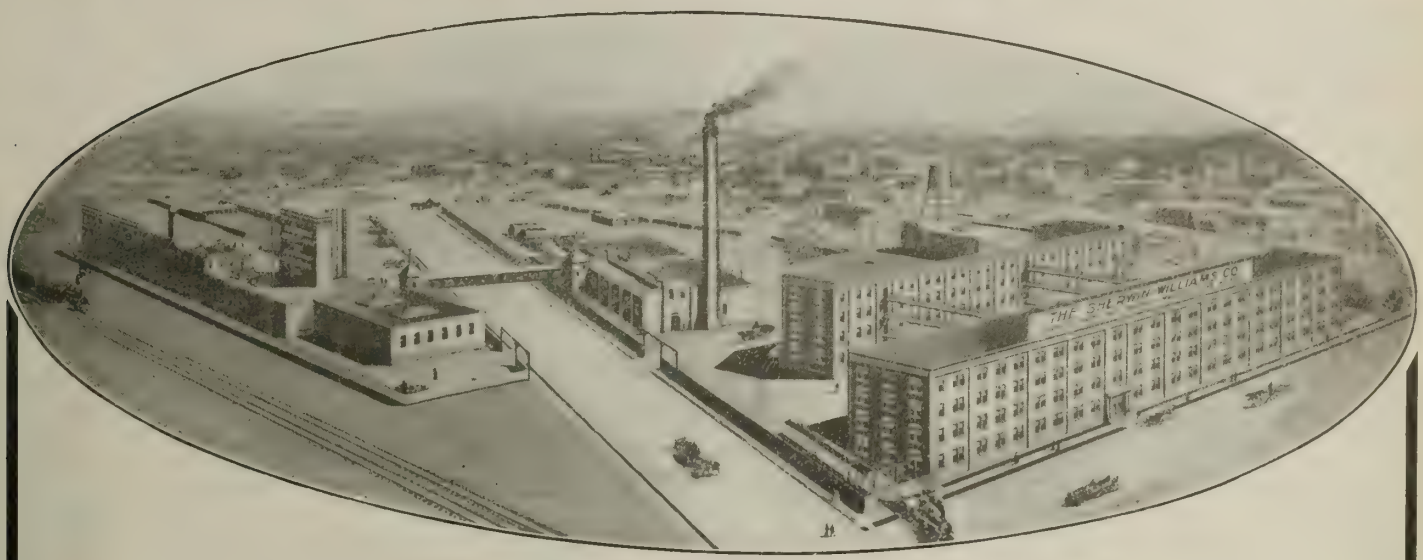
"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.



BOILER RATCHET

Nothing succeeds like success



Factory of the Sherwin-Williams Co., Montreal.

This saying is only true when success is based on merit. Success based on anything else can only be temporary. The success of The Sherwin-Williams Paints throughout the world has been the wonder of the paint trade. There has been nothing to equal it. There is no mystery about it, however. It is based solely on merit—merit in the product and merit in the system of marketing the product. In other words, good goods and good methods—that is the combination that has won. That is the combination that has made the success continuous and enduring.

Every year the sale of The Sherwin-Williams Paints in Canada has increased. It has increased in poor years and good years. Last year was the biggest year, and this year is forging ahead of last. The same kind of increase in sales applies to the great majority of agents and dealers who sell The Sherwin-Williams Products. They have grown with us and will continue to grow with us. A customer once secured we very rarely lose. Nothing succeeds like success based on merit.

THE SHERWIN-WILLIAMS CO.

(OF CANADA, LIMITED)

PAINT, VARNISH AND COLOR MAKERS, LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL,
TORONTO, WINNIPEG, VANCOUVER, LONDON, ENG.

Sterling Prepared Paints

Quality Price Profit

These are important points that must be considered.

"Sterling" Agents have the combination.

CANADIAN OIL COMPANIES, LIMITED

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

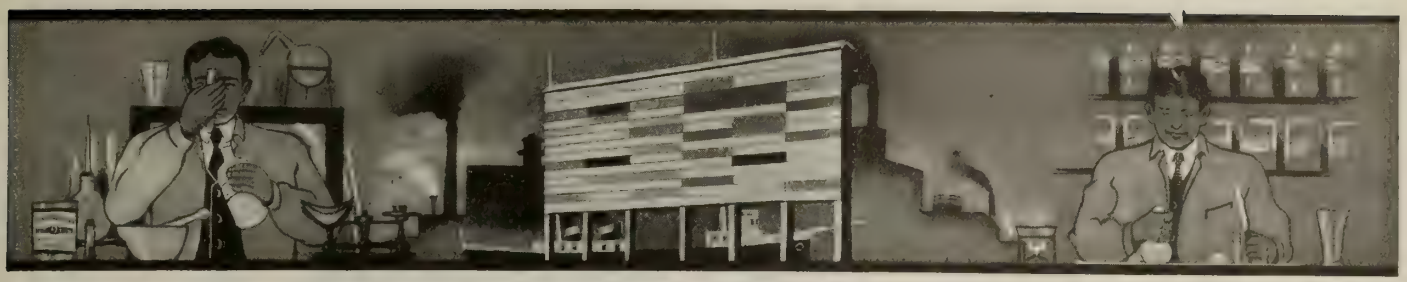
	NAME OF BRAND
The Sherwin-Williams Co., Montreal, Canada	"Taxite"
International Varnish Co., Ltd., Toronto Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company

100 William Street
NEW YORK, N.Y.



Why do the Martin-Senour Paints bring customers back?

See what we are doing to keep up their quality, then answer that question for yourself.

Our chemists test all Linseed Oil and Dryers before they go into our storage tanks. If they do not test perfectly pure they are rejected. This protection for the dealer takes a slice from our net profits, but we have found it pays in the long run to co-operate with him by looking out for his interest.

The finished product is thoroughly tested to withstand the bite of inclement weather — to defy the destroying elements of sun, rain, and the gnawing tooth of time.

Martin-Senour Paints are not merely a mixed compository, but they are paints that are built upon a scientific basis — to render a given amount of service.

Permanent Color is just as important to the dealer as the durability. Even though the paint may protect the surface, if the color fades the property owner thinks the paint has lost its protecting qualities. Every shipment of dry colors is carefully tested — if it comes up to the standard it is passed on to the mills, otherwise it is rejected.

We believe you can now guess the answer very easily.
Don't you think this protection is a feature that deserves your worthy consideration, and is a very good asset to your paint business?
We also have an advertising campaign that sends you *new customers.*
Let's hitch together, we'll make a good team.

THE MARTIN-SENOUR CO., Limited
Pioneers of Pure Paint
MONTREAL CHICAGO WINNIPEG

WHAT IS THE DIFFERENCE

between DOUGALL VARNISH and other varnish? Just this:—With most varnishes it is largely a matter of faith, you never know what is going to happen; but with Dougall Varnish you start the job with the assurance that everything will be o.k., and it never fails.

WHAT IS THE REASON?

The reason is that years of study, experiments and experience, together with the use of only first-class materials, and best skilled labor, have enabled us to produce a varnish which cannot be excelled in appearance or durability.

WHAT IS THE RESULT?

The result is that the merits of our product are becoming more widely known daily, and our business is increasing from year to year. You can partake of this if you wish to. We will send you our proposition by return mail on receipt of a post card.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President
MONTREAL CANADA
Associated with Murphy Varnish Co., U.S.A.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Canadian Representative
GEO. H. SAYWELL,
Hammond Bldg., 61-3 Albert St., Winnipeg
Also Agents at Toronto, Calgary, Vancouver and Saskatoon

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

A Step Forward

The illustration in this advertisement shows the new Plaster Mill recently erected at Caledonia, Ontario, for the Alabastine Company, Limited.

The erection of this building marks a step forward—a turning point—in the Wall Plaster Business of the Dominion for

now hardware dealers can sell Hardwall and Wood-Fibre Plasters at little or no more than lime.

Hitherto, high-grade plasters could only be used in the most expensive buildings, as the prices charged for them placed them beyond the reach of the average builder.

But the building of our new plaster mill enables us to supply a full line of the highest-class Plaster Products at prices that will cause something akin to a sensation. We are able to do this, because the most modern equipment was installed in the new mill regardless of expense. Consequently, we are in a position to make Plaster Products at the lowest cost for which they can be produced. We are also able to make a higher grade of plasters.

This mill, by the way, was constructed under the direction of one of the foremost and most practical wall plaster authorities on this continent. No more modern Plaster Mill is to be found anywhere. Indeed, so satisfied were we with it, that we decided to secure the services of the man under whose charge it was built. He is now our superintendent. You can thus be sure of getting from the Alabastine Company, Plaster Products of the highest class at prices that will certainly surprise dealers. Get the proofs from

The Alabastine Co. Ltd.
PARIS, - - ONT.

Cater to the House-proud Woman

More than 75% of the money earned by the average Canadian is spent by the women folk.

Is your share of this large purchasing power finding its way into your store?

Tell the house-proud wife of the uses of

LACQUERET TRADE MARK
HOUSEHOLD LACQUER

It acts like magic in brightening up any kind of dingy or marred woodwork.

Suggest its use on floors, wainscotting, sideboards, picture frames and chairs.

You will have added another delighted and valuable customer.

All International Products are sold in cans containing full Imperial measure.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin
Brussels Melbourne

Largest in the world and first to establish definite standards of quality.

J-56

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

THE SPECIAL FEATURES IN MAXWELL'S

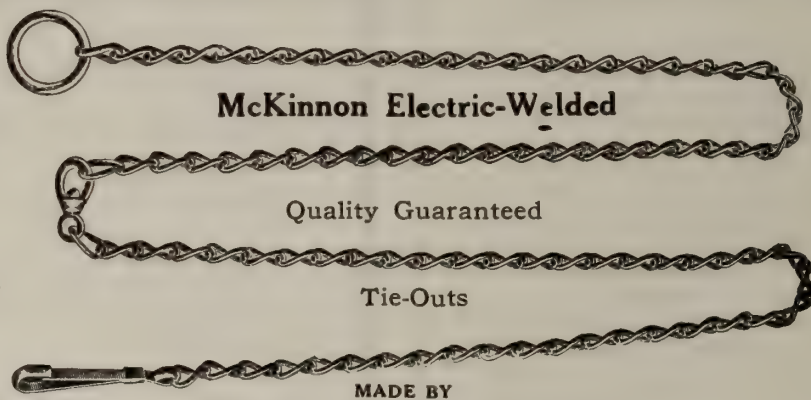
Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario

Made in Canada



McKinnon Electric-Welded

Sold by Jobbers

25% { More Weld / More Strength / More Wear

Quality Guaranteed

Tie-Outs

25% { More Orders / More Sales / More Profit

Office: Buffalo, N.Y.

MADE BY
McKinnon Chain Company

Factory: St. Catharines, Ont.

Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

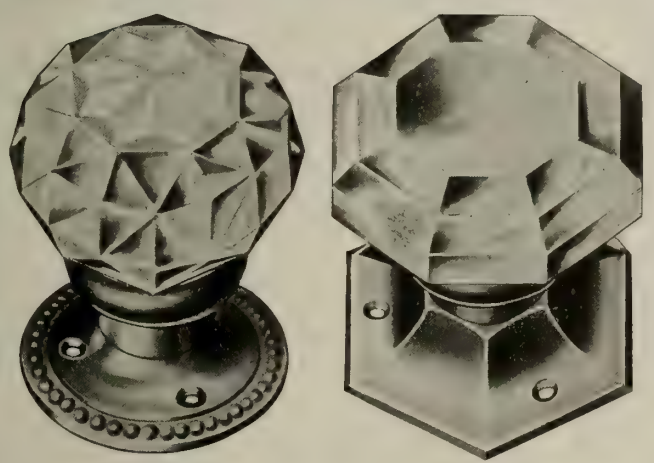
Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to **perfecting the handles** of these lines by a new system of polishing—making them **"smooth as glass."** Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited

PORT ELGIN - - ONTARIO



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

Big Pictures of this Label are Reaching Over a Million Canadians Monthly

Through big-space advertising in "Canadian Magazine," "Industrial Canada," "MacLean's Magazine," "The Saturday Evening Post," "Collier's Weekly" and a long list of other popular magazines, the Berry Brothers' Label is fast becoming one of the nation's best known trade-marks.

The pictures of the label are big and prominent.

Canadians are learning to know it at sight—and to know that it stands for quality.

When you put it on your shelves you are not only getting the best varnish stock, but also the best varnish advertising you can display in your store.

Berry Brothers' Line includes every varnish, shellac and kindred product that any dealer needs to fill all his demands

BERRY BROTHERS, Ltd.

The World's Largest Varnish Makers

WALKERVILLE :: ONTARIO

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

A Common Sense Talk

AIR IS CHEAP You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

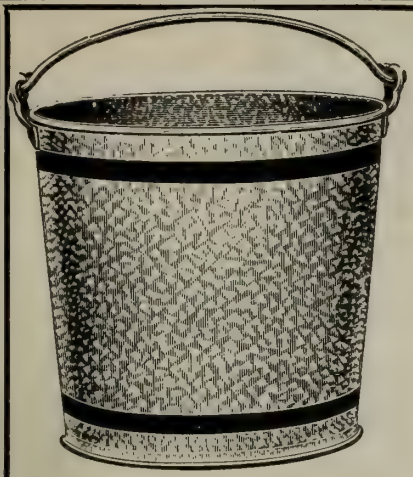
Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



HAMILTON—Galvanized "Anti-Rust" Bucket. Nos. 124 and 126—16 and 14 qts. Striped with two blue bands.

THIS LABEL

appearing on Tinware or Galvanized Ware proclaims it to be

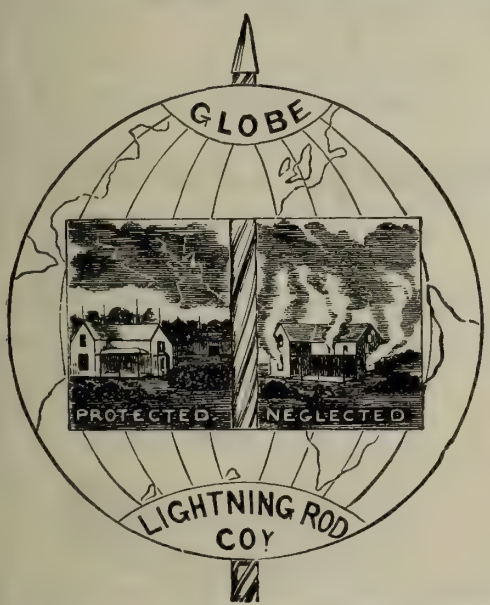
WRIGHT'S GENUINE GUARANTEED "ANTI-RUST"

of established reputation.

BE—Galvanized "Anti-Rust" Pail—14 qts. Striped with two blue bands.

E. T. WRIGHT & CO. (H. G. Wright) **HAMILTON, CANADA**

AGENCIES AT VANCOUVER, WINNIPEG, AND TORONTO



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF

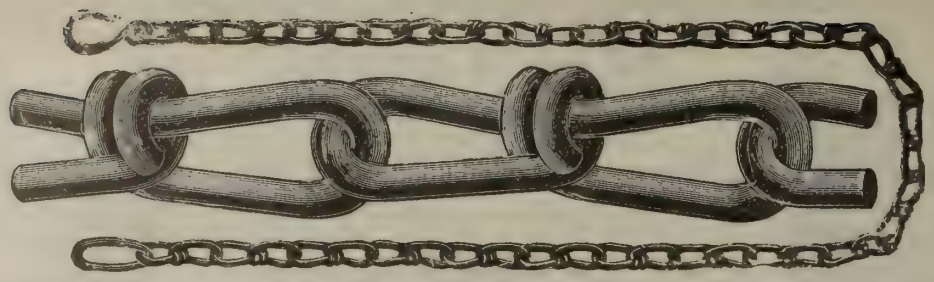
"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.



NEW PROCESS STEEL WIRE TRACE CHAINS

TIE-OUT CHAINS
DOG CHAINS
HALTER CHAINS
CATTLE CHAINS

The most satisfactory chain to handle.

Manufactured by

The B. Greening Wire Company, Limited

HAMILTON, ONTARIO
MONTREAL, QUEBEC

THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912
is now ready and will be shown
throughout Canada by

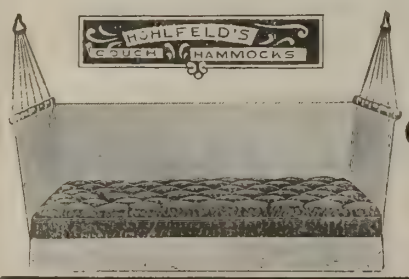
GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line Because it is Most Saleable

Main Office and Mill, Philadelphia, Pa.

The Most Popular Line Because it is Most Satisfying

NEWEST DESIGNS, WEAVES AND COLORINGS



Known the world over as the standard by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.

Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

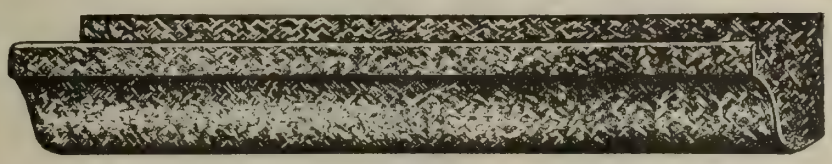
OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, GENERAL MANAGER WESTERN CANADA
TORONTO

EAVETROUGH



STRAIGHT - TRUE - UNIFORM

This is the final word when you discuss Eavetroughing with the man who likes to do a job of which he can be justly proud.

Our Trough is made on the largest and heaviest press of its kind in Canada. Each length is made in the same die, in the same way, and all are uniformly straight and true. It's a pleasure to work with our kind.

Send your specifications for Trough, Pipe, Galvanized Iron, Tin and Canada Plates. We will not keep you waiting.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. WINNIPEG, MAN.

Men Who Know

FILES OF QUALITY

Select the "DELTA" SPECIAL

It has more teeth to the inch set at a greater angle, they present sharper edges than other files, an edge that leaves a clean gullet and a smooth and perfect tooth when filing is completed.

This is a "Handsaw File" of unusual quality and temper, being made by skilled workmen from S.&C. Wardlow's choicest English Steel.

Get acquainted with the "Delta" Special and you will sell no others.

Communicate with us to-day.

TRADE MARK
DELTA

Delta File Works

Philadelphia, Pa.

CANADIAN AGENTS:
H. S. Howland, Sons & Co., Toronto;
Stark, Seybold, Montreal;
Wm. Stairs, Son & Morrow, Halifax

Another Great Improvement in the Bissell Sweeper

A new furniture protector of real effectiveness and practical utility introduced for the first time in

BISSELL'S EASTER OFFER

In force March 1st. Write for a copy of this announcement

BISSELL CARPET SWEEPER CO.

GRAND RAPIDS, MICH.

Largest Exclusive Carpet Sweeper Manufacturers in the World

BRANCHES

New York, 25 Warren St. (Eastern Office, Salesroom and Export Department)
Niagara Falls, Canada London Paris

PATENT

LEAD HEAD

Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers, Galvd. Hoop Iron or Steel, Galvd. Plates, Bars, Angles.

LEAD COATED SHEETS AND HOOP IRON

McHUTCHEON & CO.,
82-94 Lancefield St., Glasgow

American Sickle Grinder

Sells on sight to FARM TRADE.

This grinder is of the Enclosed Machine-Cut Gear Type and is especially adapted for all kinds of grinding, such as Plow Points, Axes, Scythes, Sickles, etc.

The selling price will appeal to the farmer, the profits will appeal to you.

Every Grinder is guaranteed.

No. 4

Write for Circulars and Prices NOW.

American Grinder Mfg. Co.
Milwaukee, Wis., U.S.A.

Merchants Hardware Specialties Co., Ltd., Calgary, Alta.
(Agents for Western Canada.)

The **Western Union Telegraph Company** decided to supply all operators with typewriters. A Commission of eight expert Mechanical Engineers were appointed to examine into the merits of the best machines.

After a thorough investigation and comparison of all machines, in which each was subjected to the most severe and exacting tests, this Committee reported in favor of the Underwood.

10,000 New Underwoods Purchased At One Sale

The entire organization of the Western Union Telegraph Company will now be equipped with Underwoods. The order calls for 10,000 new machines—the largest purchase of typewriters ever made in history. The Underwood is the

WORLD'S BEST TYPEWRITER

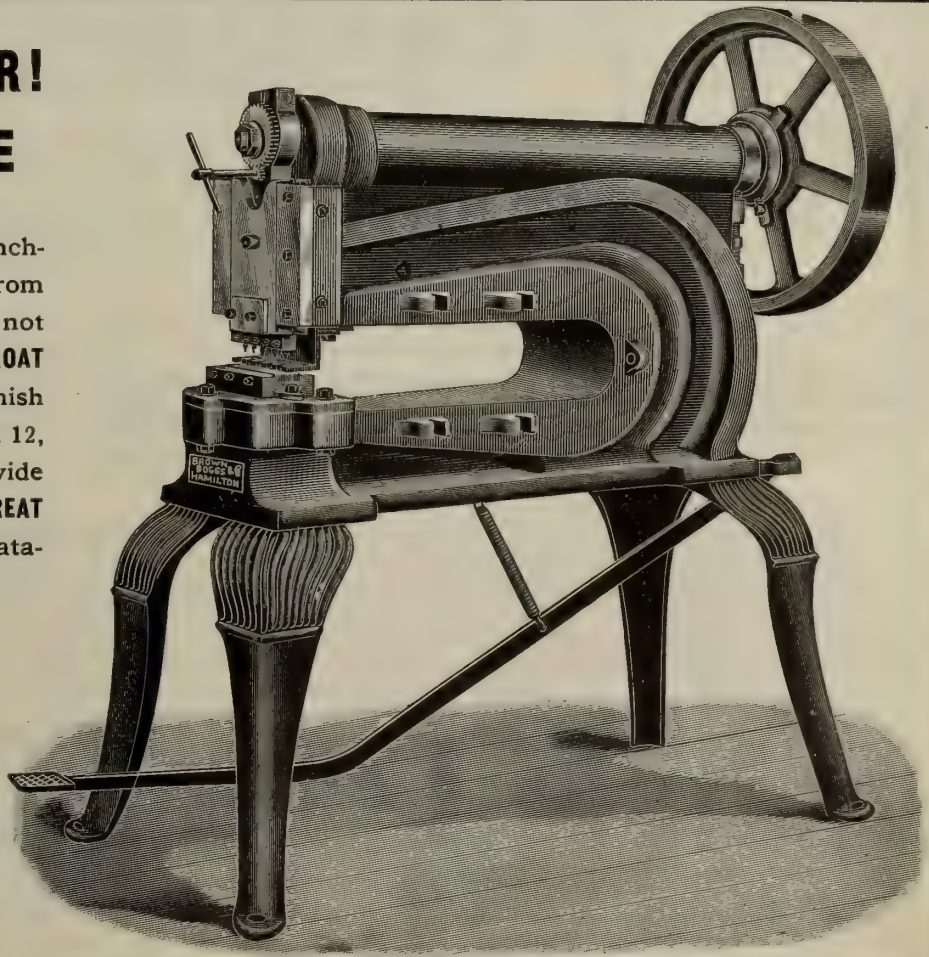
It is made in many different models, for many different classes of work. It is the machine you will eventually buy.

United Typewriter Co., Limited,

7 & 9 Adelaide St. East, TORONTO
And all other Canadian Cities.

YOU RANGEMAKER!
OR ANYONE ELSE

requiring a **POWER PUNCH** for punching holes at **LARGE** distances from the edge of the sheet, should not **OVERLOOK** our **No. 126 DEEP THROAT POWER PUNCHING PRESS.** We furnish this machine in three sizes with 12, 18 and 31 inch gap. It has a wide range and can be used for a **GREAT VARIETY** of work. Write for catalogue and further particulars.



THE
BROWN-BOGGS
CO., LIMITED
HAMILTON, ONT.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, CANNING MACHINERY

You Sell Not Only Spray Pumps, But--

PEOPLE who spray, not only need spray pumps, but they also require spraying mixtures, vessels to mix them in, etc. The fact that a man does spray, is an indication that he is interested in his orchard and that he prunes and cultivates as well as sprays. Consequently he will need new pruning tools, new fruit picking appartus, etc. The opening of this new field of trade brings with it a demand for other implements and material—all of which you can handle to good advantage.

"Century" barrel sprayer. The very best all around barrel pump on the market. Has submerged cylinder and all brass working parts.

Deming Sprayers

are built right. They are carefully tested before we ship them so you will not be bothered with complaints. They have been on the market for years. Your customers know the name "Deming" and you know what a help that is when closing the sale.

We would like to get in touch with you. It won't take much of your time to look over our proposition. Just say, "I saw your ad. in "Hardware and Metal" Send your spray pump proposition."

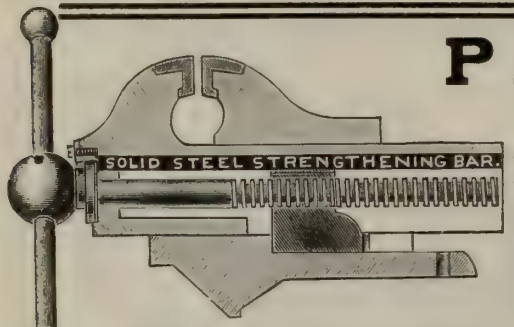
The Deming Company, 115 Broadway, Salem, Ohio

HAND, WINDMILL AND POWER PUMPS FOR ALL USES

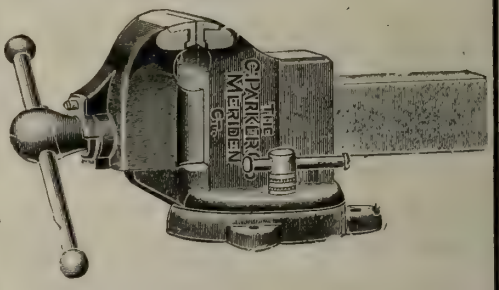
Henion & Hubbell, CHICAGO — Harris Pump & Supply Co., PITTSBURG

PARKER'S VISES

Are Quick-working, Convenient and Highly Efficient



These vises are made from a mixture of Cast Iron and Bessemer Steel carefully selected, and manufactured by skilled workmen. Our Solid Jaw Swivel Vises have a steel strengthening bar inserted, as shown in cut on left, and, welded into a Casting, renders the slide practically unbreakable.

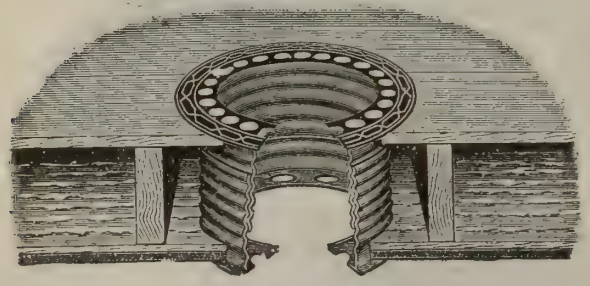


"PARKER" Vises are the strongest and most durable on the market, and have always given perfect satisfaction. They are guaranteed to be just as we claim.

Get our catalog and prices.

The Charles Parker Co., Meriden, Conn., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

HARDWARE BUILDERS' SPECIALISTS

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

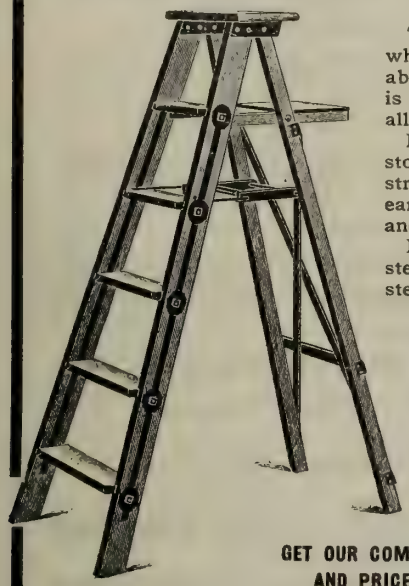
STRACHAN, OSWELL & CO.

22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

GET YOUR TRADE ACQUAINTED WITH THE

FAULTLESS LADDER



This is a ladder upon which every user can absolutely depend, as it is strongly and substantially built.

It is made from clear stock and has wide steps, strong galvanized steel ears rivetted to the top and bottom.

Has iron rod under each step, having a galvanized steel washer at each end of sufficient size to cover the nails and hold the step, thereby preventing them from working out as is often the case.

Equipped with **BOYER'S FAULTLESS LOCK.**

Made regularly 4 to 10 feet, and extra heavy 10 to 16 feet.

GET OUR COMPLETE CATALOG AND PRICES AT ONCE.

The Stratford Mfg. Co., Limited

STRATFORD, - CANADA

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

LAMP BLACKS

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

Nicholson-made Files are the Standard of File Quality

The entire output of the Nicholson File Company in 1864 was 100 dozen per day. At the present time 16,000 dozen Nicholson-made Files are sold every day and shipped to all parts of the civilized world. Unvarying good quality, coupled with progressive methods and strict specialization, is the cause.

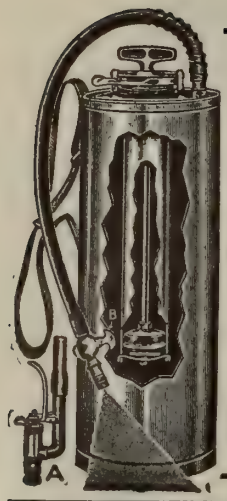
In Canada these are the well-known factory brands made by the Nicholson File Company:—

"AMERICAN" **"ARCADE"** **"GREAT WESTERN"** **"GLOBE"**
"EAGLE" **"McCLELLAN"** **"KEARNEY & FOOT"** **"J. B. SMITH"**

Nearly every file user in Canada has a preference for one or more of these lines above all others. You can stake your reputation upon their absolutely uniform and satisfactory quality.

YOUR JOBBER KNOWS!

Nicholson File Co., (DOMINION WORKS) Port Hope, Ont.



NOW

is the time to lay in your stock of

Automatic Hand Sprayers

and be ready for the demand which is increasing every year.

We Give Spring Datings.

Our machine will run automatically for 6 to 10 minutes and is the handiest and best at the price on the market.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO

STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

THE
HANDY HAME STRAP
NEVER SLIPS

DO YOU SEE THAT HOOK?

It withstands the extra wear at this point and prevents slipping when being pulled up. (Loose Hames mean sore shoulders.)

MR. HARDWAREMAN:

This is a profitable little specialty.
If your jobber does not handle them send direct.
(We also make the regular harnessmakers' sewed hame straps.)

G. L. GRIFFITH & SON, (The Halter People)
MELBOURNE - ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

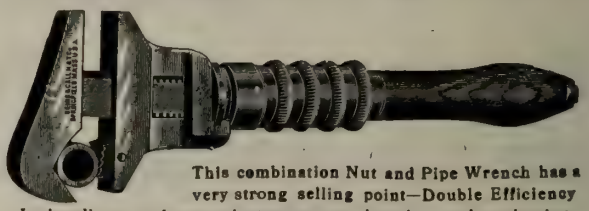
MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

METALS

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Turpentine Producers' Agency

TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.	**Phones:**
Warehouse: MacDonnell Ave.	**Office: Main 4391**
C.P.R. and G.T.R. Sidings	**Warehouse: Park 2781**

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

BOARD OF DIRECTORS

Hon. Geo A. Cox, President W. R. Brock, Vice-President
Robert Bickerdike, M.P., W. B. Meikle, E. W Cox, Geo. A. Morrow
D. B. Hanna, Augustus Myers, John Hoskin, K.C., LL.D.
Frederic Nicholls, Alex. Laird, James Kerr Osborne, Z. A. Lash, K.C.
Sir Henry M. Pellatt, E. R. Wood.

W. B. Meikle, General Manager; P. H. Sims, Secretary

CAPITAL - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,533,520.96

Mr. Dealer:

You surely want to advertise your business. One way is to sell "Utica" Pliers. They will satisfy your customer, and he will **COME BACK** and keep coming.

"The Plier that Fits the Hand."

Let us send you some **FACTS.** "A post card **TO US TO-DAY** means business **TO YOU TO-MORROW."** Every "Utica" Tool guaranteed.

"Money back if not satisfactory."

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE AGENTS FOR CANADA

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

CARDED

Scissors and Pocket Knives

We carry in stock a large and complete assortment of Ladies' Embroidery Scissors in assorted sizes on very attractive cards. Also a line of Pocket Knives in 1 to 4 blades, Stag, Bone, Pearl and Horn Handles, for ladies, men and boys, in all shaped blades. Packed half and one dozen on cards.

Prices furnished upon request.

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL

BLACK JACK

QUICK

CLEAN

HANDY

TRY IT

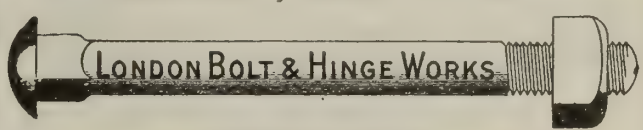
SOLD BY ALL JOBBERS

¼-lb tins—
3 doz. in case.

Pole Line Hardware

CROSS ARM BRACES	MACHINE BOLTS
POLE STEPS	CARRIAGE BOLTS
SQUARE WASHERS	NUTS, ETC.
ROUND WASHERS	Plain or Galvanized

We Galvanize by the HOT DIP Process



LONDON, CANADA

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $ 3,570,000.00

Losses Paid Since Organization of the Company, over - - 54,000,000.00

HON. GEO. A. COX, President
W. R. BROCK, Vice-President
W. B. MEIKLE, General Manager
C. C. FOSTER, Secretary

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET - QUEBEC

CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

COAT HOOKS.

Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID
Perth, Ont.
Ask Your Jobber

EMERY WHEELS.

Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

SPRAYERS.

COLLINS SPRAYERS=SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, esp cially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

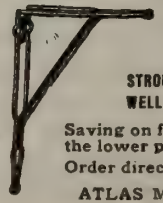
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



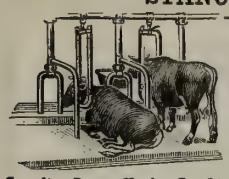
BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn

STANCHIONS.



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of eing made of high carbon U Bar steel and no oints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.

ARMSTRONG UNIVERSAL RATCHET

Two inches of motion at end of handle, in any direction, will drive the drill

Armstrong Bros. Tool Co. 106 N. Francisco Ave., Chicago, U. S. A

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

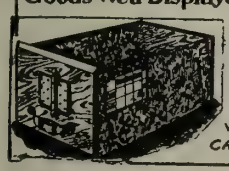
The Estate of O. D. COWAN
GANANOQUE, ONTARIO

CLOTHES WRINGERS—1 to 3 years' guarantee
FLEXIBLE DRAG TOOTH HARROW

Agents { Assells & McMaster, 207 St. James St., Montreal
J. A. Girard, Quebec, Que.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!



The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL
Toronto

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

BUY THE BEST

HERCULES

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

SASH CORD

For Sale by All Wholesale Dealers

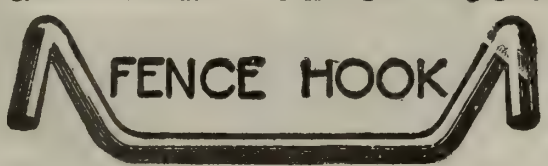
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME"

are the strongest and sharpest low-priced Shears and Scissors on the market.

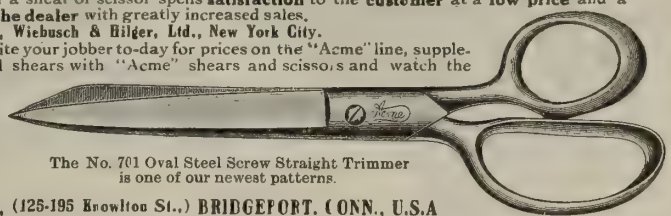
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold dai y to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

A want ad. in this paper will bring replies from all parts of Canada.

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal

BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from

MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

ROGERS' PORTLAND CEMENT

Is a Money Maker for all Dealers

This is a cement that is well known by most architects for its stability, evenness of set and great strength. By stocking it you will not be handling a side line, but a line that you will eventually specialize. Our prices are right. All orders receive prompt attention and immediate delivery.

ALFRED ROGERS LIMITED

28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

Profit that pays

What does it profit a man to make a sale of roofing that doesn't give satisfaction?

You make a little from that first sale, but—you don't make any more.

Genasco

THE TRINIDAD-LAKE-ASPHALT

Ready Roofing

is the roofing that *DOES* give satisfaction.

Trinidad Lake asphalt has natural oils that impart life to Genasco and make it last.

Satisfaction brings customers back again. That means accumulative profit—the kind that pays.

Order Genasco from your jobber, and be ready with "the goods."

The Kant-leak Kleet is the up-to-date fastening for smooth-surface roofings.

THE BARBER ASPHALT PAVING COMPANY

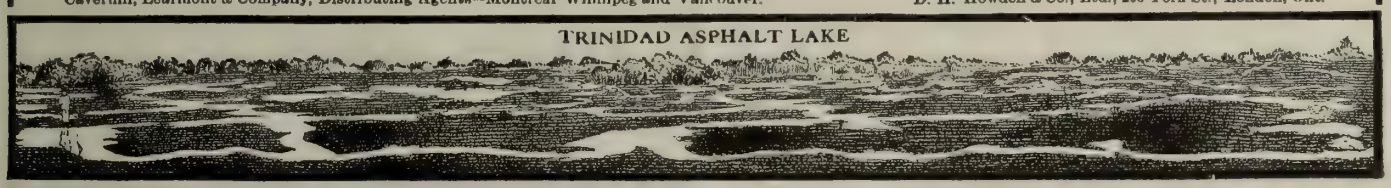
Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Distributing Agents—Montreal Winnipeg and Vancouver.

D. H. Howden & Co., Ltd., 200 York St., London, Ont.



A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

A Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

Stocked by Machinery, Hardware and Supply Dealers throughout the World.

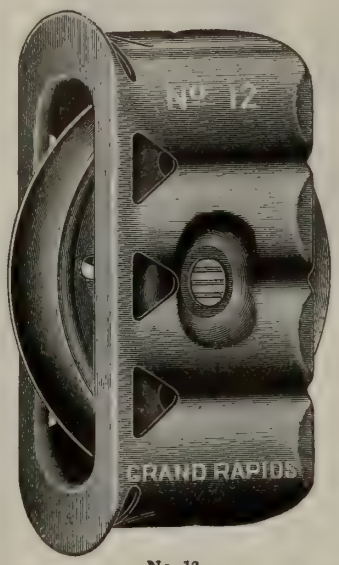
Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST IN

Labor, Freight, Screws, &c.

GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

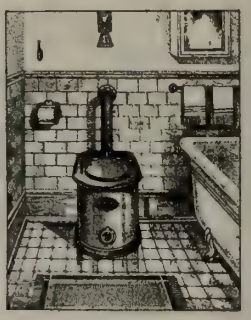
Write for samples and descriptive catalogues We make thirty-seven styles.

Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.

100 Eleventh Street, GRAND RAPIDS, MICH., U.S A.

Easily Sold --- Profitable



That about sums up our article from the dealer's point of view. The PARKYTE Sanitary Chemical Closet is the best on the market. GUARANTEED to satisfy buyers. Furthermore, our strong advertising campaign will bring orders right to your store. The margin is liberal. Write our Winnipeg office for handsome catalogue and full particulars. The time is NOW!

PARKER-WHYTE, Limited

WINNIPEG TORONTO VANCOUVER

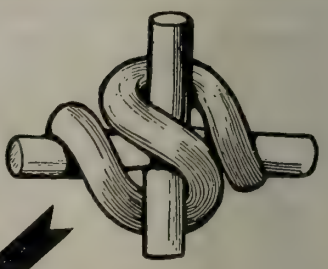
The "IDEAL" FENCE

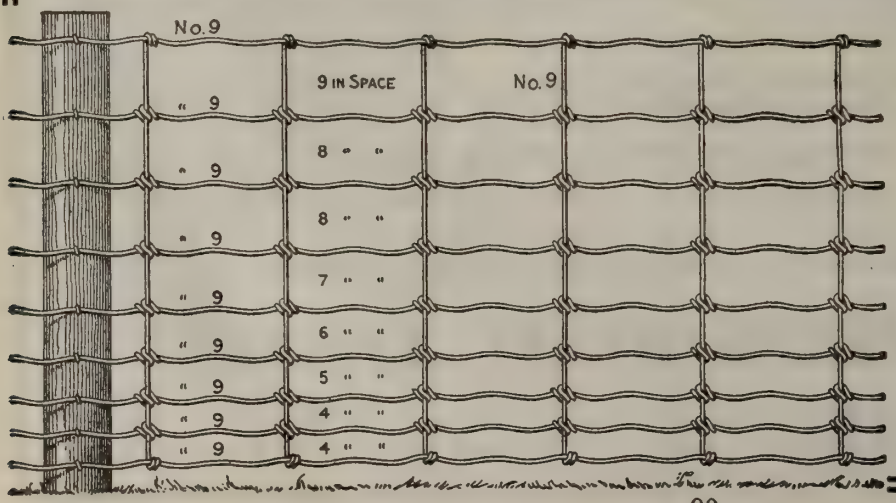
is an effective Trade-Winner

The reason that there are more miles of Ideal Fence sold in Canada annually than any other make is not due to salesmanship or to advertising, but is due to the merits of the fence itself—to the quality of material and workmanship—to the protection it affords—to the service it renders and to our many satisfied customers throughout the Dominion.

QUALITY FIRST—LAST—ALWAYS

is what has made "Ideal" so popular. Ideal Fence is made exactly as represented and the price is always right. Send for our catalogue and price—then go after the farm trade.





"IDEAL" PRODUCTS:
Staples, Diggers,
McCloskey Grips,
Farm and Stock Gates,
Fence Stretchers, Tools,
Barb Wire, Coiled Wire,
Ornamental Fences and Gates,
Field, Hog and Poultry Fence,
Window and Stall Guards, Etc.

THE

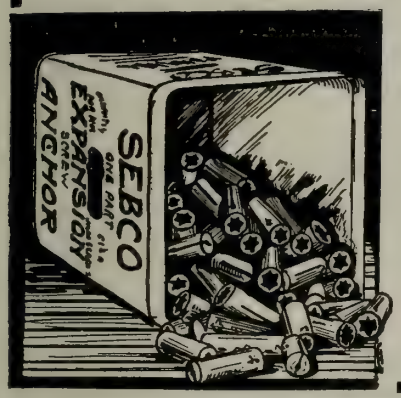
McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO

STAR EXPANSION BOLTS

Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



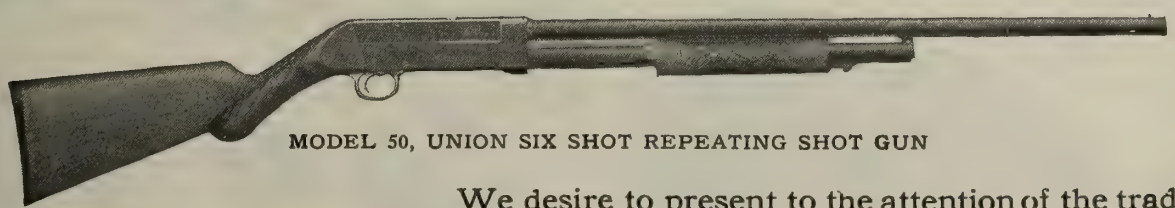
It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros. 377 St. Paul St., Montreal, Can:; Turner & Walker, 14 Bannatyne Ave., Winnipeg, Can
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.



MODEL 50, UNION SIX SHOT REPEATING SHOT GUN

Twelve and Twenty Gauge

We desire to present to the attention of the trade our model 50, Six Shot Repeater, equipped as follows:—

Genuine Krupp steel barrel; full length top rib on barrel, if specified. Solid frame.

Straight line of sight; no side plate or breech block working back over hand; positive safe.

Stock and hand hold best grade American Black Walnut; both handsomely checkered.

Gauge—12 or 20 gauge.

Weight—12 gauge, 7½ to 7¾ lbs.; 20 gauge, 6 to 6½ lbs.

The only 20 Gauge Repeating Shot Gun on the market.

Free catalogue furnished on application

The Union Arms Company

P.O. BOX NO. 53 - - TOLEDO, OHIO, U.S.A.

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

STEEL BLADE

TABLE CUTLERY THAT SELLS QUICKLY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid. This knife is the "King" of table cutlery, as it is unsurpassed in every respect. Give it a trial and increase your profits—we guarantee satisfaction.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal, Que.
David Philip, 291 Portage Ave., Winnipeg, Man
N. F. GUNDY, 61 Albert St., Toronto, Ont.
Benj. Rogers, Charlottetown, P.E.I.

If you want to handle

WIRE NAILS

of superior quality, consult us at once.

We are in a position to meet every requirement, as we have the latest machinery which turns out perfect nails—these nails are guaranteed to be full weight.

For baling purposes, we recommend our Baling Wire and Bale-Ties as the best that can be secured on the market.

SEND US A TRIAL ORDER

THE LAIDLAW BALE-TIE COMPANY, LIMITED
HAMILTON, - ONTARIO

HARRY F. MOULDEN, Winnipeg, Man.
GEO. W. LAIDLAW, Vancouver, B.C.

BELT PERFECTION

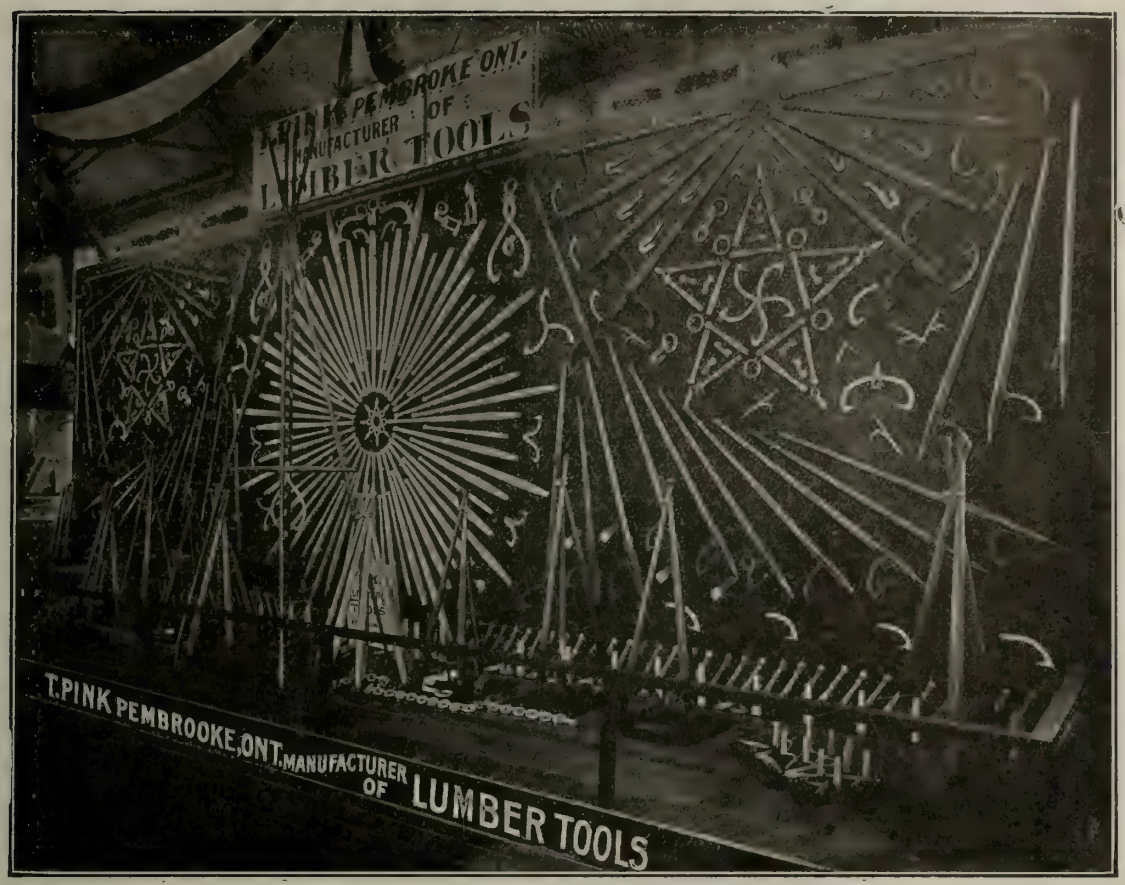
Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.
LIMITED
HAMILTON CANADA



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Process Counts As Much As The Steel

Drills are backed by the full strength of the steel when W & B twisted-while-hot process is used.

Other methods of manufacture remove the strength-giving qualities of the metal and produce drills with only a shadow of the real toughness of the steel.

Why buy drills made from steel that has lost its backbone?

"HERCULES" HIGH SPEED TWIST DRILLS

are manufactured under the only twisted-while-hot process that retains all strength of Vanadium Steel in the finished drill.

This is the drill for general factory work where metal of different degrees of hardness makes up the day's output.

Tools of Quality
Trade
W&B
Mark
Bear these Marks

"Hercules" are the drills with seven ordinary lives. Your jobber will supply them or you can order direct.

Send for Catalogue 74-B

Tools of Quality
Trade
W B
Mark
Bear these Marks

The Whitman & Barnes Mfg. Co.

Established 1854 — St. Catharines, Ont.

Stocks carried at Winnipeg and Montreal.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

M. & L. Samuel, Benjamin & Co.

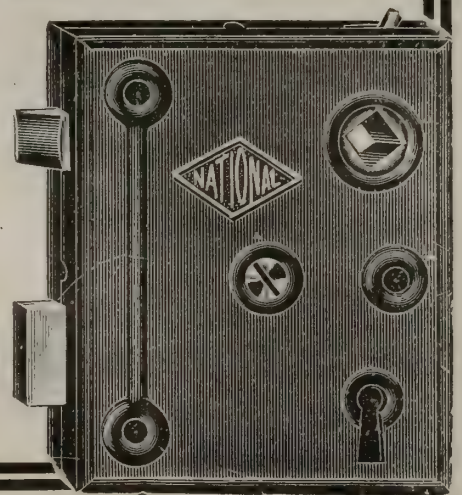
Corner King Street and Spadina Avenue

Toronto

National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.
They are very popular with builders who demand the best locks.



Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars.

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT.
CANADA

OUR UP-TO-DATE

Restaurant Urns

Assure good value with every sale.

Their **attractiveness** and **service** make them better and cheaper than any other.

It has been proved by many hardwaremen that **one sale** of this Urn **will increase to many.**

They are in demand everywhere and **sell on sight.**

Let us hear from you at once.

THE BUFFALO MFG. CO., Buffalo, N.Y.

Canadian Representative
H. F. McIntosh & Co.
28 Toronto St., Toronto

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

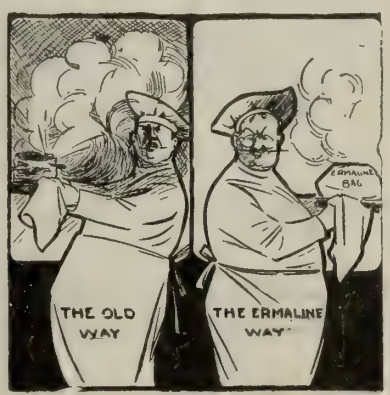
SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

Ermaline

what does this word convey to you?

To those who have tried the new method of cooking it conveys memories of a well cooked tasty meal without the usual pungent odors which so often pervade the house.



To those merchants who sell them it conveys a message of increased trade and more satisfied customers.

It also carries a message of profit.

Ermaline Paper Bags will make friends for you.

SEND FOR SAMPLES TO-DAY

Edward Lloyd
Limited
508 Eastern Townships Bank Bldg.
Montreal

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER . . ONTARIO

MYERS PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

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ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

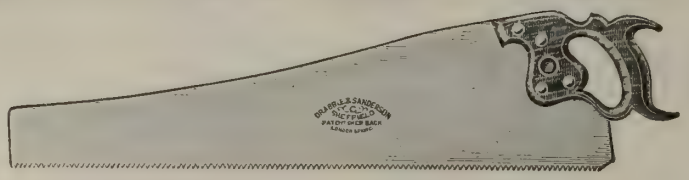
Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS for all purposes



SAWS The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Canadian Representative: **D. G. ROSS, Saskatoon.**

Get the Local agency for "Safelock" Wire Fence

You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.

American Cans

IN SELECTING your PAINT and VARVISH Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

Montreal, Que. Hamilton, Ont.

A TIP FOR 1912

Buy the Queen Square Fruit Jar

The biggest selling Lightning Style Jar in the United States and Canada. This jar is tried and true and should not be confused with the ordinary type of jar.

Made in clear white flint glass, with wide mouth, seamless rubber base and smooth polished top. Has the adjustable fastener.

Insist on the Genuine. Beware of Imitations. There is only one "Queen"

Manufactured by

SMALLEY, KIVLAN & ONTHANK

BOSTON, U.S..

For sale by all first-class dealers in Canada and United States.

SATISFACTION PREVAILS

In every store where the

"Kansas" Pruning Knife

(Improved)

Is Sold

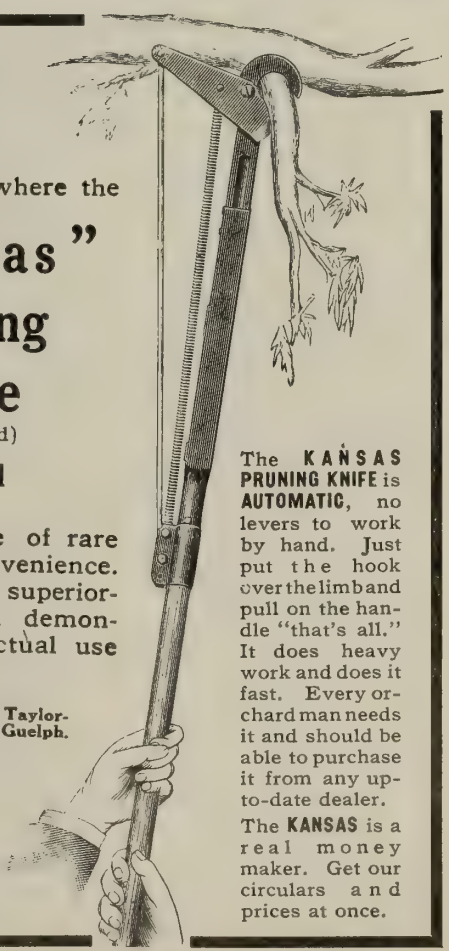
This is a knife of rare quality and convenience. It has proved its superiority by practical demonstrations and actual use for years.

Made in Canada by the Taylor-Forbes Co., Limited, Guelph.

Write for circular and prices.

International Tool Co.

Detroit, - Michigan



The **KANSAS PRUNING KNIFE** is **AUTOMATIC**, no levers to work by hand. Just put the hook over the limb and pull on the handle "that's all." It does heavy work and does it fast. Every orchard man needs it and should be able to purchase it from any up-to-date dealer.

The **KANSAS** is a real money maker. Get our circulars and prices at once.

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Dominion Cartridge Co., Montreal
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Anchors
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Star Expansion Bolt Co., New York

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Oneida Community Ltd., Oneida, N.Y.

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Buffalo Mfg. Co., Buffalo, N.Y.

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Plymouth Cordage Co., N. Plymouth, Mass

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McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

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Buffalo Mfg. Co., Buffalo

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Standard Paint Co., Montreal

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The Barton-Netting Co., Ltd., Windsor Ont

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The Parmenter & Bullock Co., Gananoque, Ont.

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The Steel Co. of Canada, Ltd., Hamilton

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Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal
Spear & Jackson, Sheffield, Eng.

Fire Extinguishers
The Valor Co. Ltd., Birmingham Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes
Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co. London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont

Fish Spears.
Bonafide Mfg. Co., Plymouth, Mich.

Flint Paper
London Emery Works, London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago

Forgings
Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co. Toronto
Thos Davidson Mfg Co. Montreal
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
Henderson & Richardson, Montreal
John Lysaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

Glass
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Paper
London Emery Works, London, Eng.

Glass, Wired
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont

Handles
Still, J. H., Mfg. Co., St. Thomas

Hay Unloading Tools
F. E. Myers & Bro., Ashland, Ohio

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hooks
Henderson & Richardson, Montrea
Steel Co. of Canada, Limited, Hamilton

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire
Laidlaw Bale Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Iron and Steel Bars
Henderson & Richardson, Montreal
Steel Co. of Canada, Limited, Hamilton

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps
Aylmer Pump & Scale Co., Aylmer
McDougall E., Co. Galt, Ont

Knife Polish
London Emery Works, London, Eng.

Ladders
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York
Wilkes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio
Stratford Mfg. Co., Stratford, Ont.

Lighting Rods
Hamilton Brass Mfg. Co., Hamilton, Ont

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company Belleville.
May & Padmore, Birmingham, Eng.
National Hardware Co. Orillia
Peterborough Lock Mfg Co., Peterborough, Ont.

Lumbering Tools
Pink Thos. & Co. Pembroke, Ont.

Manufacturers' Agents
Gibb Alexander, Montreal).
Henderson & Richardson, Montreal
McIntosh H. F., & Co., Toronto
Western Distributors Ltd., Saskatoon

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Gibb Alexander, Montreal
Henderson & Richardson, Montreal
Leslie A. C., & Co., Montreal
Lysaght, John, Bristol, Eng
Magnolia Metal Co., Montreal
McKichnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co, Hamilton
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co. Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons London, Eng
John C. Wilson, Ottawa

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bullock Co. Gananoque
P. L. Robertson Mfg. Co, Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Oilers
Thos. Davidson Mfg. Co., Montreal
Hero Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F., & Co., Toronto

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Packing
Garlock Packing Co., Hamilton, Ont

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Canadian Oil Companies, Ltd., Toronto
Dougall Varnish Co., Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co. Toronto. Ont
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pinchin Johnson Co., Toronto
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton

Pig Iron
Henderson & Richardson, Montreal
Steel Co of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

Pliers
Henderson & Richardson, Montreal
Smith Hardware Co. Montreal

Poultry Netting
Greening, B., Wire Co. Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal

Putty
Steel Co. of Canada, Limited, Hamilton

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton

Razors
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bullock Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Dominion Roofing Co. of Canada, Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur Alex & Co. Montreal
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co. Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons. Philadelphia
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchbur Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal
Steel Co. of Canada, Limited, Hamilton

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinish's Sons Co., Newark, N.J
Henry T. Seymour Shear Co., New York
J. Wiss & Sons Co., Newark N.J.

Shelf Boxes
Cameron & Campbell, Toronto

Shovels and Spades
Lundy Shovel & Tool Co., Ltd., Peterborough
Spear & Jackson, Sheffield, England

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Silverware
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal
Henderson & Richardson Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pitts

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont
McCarys, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont
F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces
Davidson, Thos., Mfg. Co., Montreal
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Tacks
The Steel Co. of Canada, Ltd., Hamilton

Tapes
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Tin Plate
Henderson & Richardson, Montreal
A. C. Leslie & Co., Montreal

Toasters
Harkins & Willis, Ann Arbor, Mich.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont
John Watson Mfg. Co., Ayr, Ont.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, On
Dougall Varnish Co., Montreal
R. C. Jamieson & Co., Ltd., Montreal

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co, New York

Waffle Irons
Griswold Mfg. Co., Erie, Pa

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont
One Minute Washer Co., Toronto

Wagons—Children's
Woodstock Wagon Co., Woodstock

Washers
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co. Hamilton
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
B. Greening Wire Co., Hamilton
Henderson & Richardson, Montreal
Jas. Steele Limited, Guelph, Ont

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines

The ROSS

"High Velocity" Sporting Rifle

justifies itself on every occasion where absolute dependability is required.

Where danger is met face to face its superiority is shown—

RETAIL PRICE, $70.00

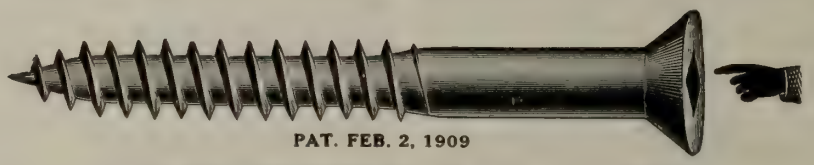
Other Ross Rifles from $25.00 up

The prestige of the Ross Rifle increases from month to month, and there are demands in every town in Canada for them.

Dealers will find them the most satisfactory to carry —no trouble with duties, no delay in securing parts. Liberal discounts and satisfied customers.

Send for Catalogue and Trade Discounts.

THE ROSS RIFLE CO., QUEBEC, QUE.



PAT. FEB. 2, 1909

ROBERTSON SOCKET HEAD WOOD SCREWS

Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time.

They will sell on sight—get our prices at once.

We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

SEND FOR CATALOG

The P. L. Robertson Manufacturing Co., Limited, Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.

BLACK DIAMOND
ALEX·McARTHUR & CO
LIMITED
MONTREAL.
REGISTERED TRADE MARK

"Ready" Roofing and "Black Diamond" Tarred Felt

When handling roofing and building papers it is to your advantage to supply your trade with the best, even if your profits are not so large, as a satisfied customer is your best advertisement—an advertisement that will greatly increase your business.
Our products can be easily laid by any ordinary workman and are guaranteed to meet the requirements of every buyer. We also make a full line of Wrapping Papers.

Write us at once

"Cyclone" and "Joliette" Building Papers

Supply Your Farm Trade
WITH
STILL'S
Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want---the durable, service-giving kind.
Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.
Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS - ONT.

GOLD MEDAL WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS
TRADE RADIUM MARK
PAT. IN CANADA 1907

VALVE DISCS

For long and satisfactory service, nothing to equal them has ever been made.

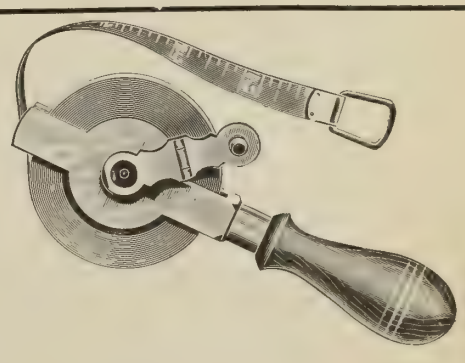
"PRACTICALLY

INDESTRUCTIBLE"

Manufactured solely by **THE GUTTA PERCHA & RUBBER MFG. CO.** *OF TORONTO, LIMITED*
Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN** are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS.
THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.
CATALOGUE ON REQUEST

ONEIDA JUMP TRAPS

are easy to carry. Trappers like them because they are light, compact, and can be set in narrow runways.

ONEIDA COMMUNITY, LTD.,
ONEIDA, N.Y.

Also Makers of the
NEWHOUSE, VICTOR and HAWLEY & NORTON TRAPS

Factory:—Niagara Falls, Ontario

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada. No. 10.

March 9, 1912

CAN YOU FIGURE

A Furnace Heating Contract Irrespective of What the "Other Fellow" May Bid?

"GOOD CHEER"

CIRCLE WATERPAN

FURNACE

dealers are doing this every day—AND GETTING THE BUSINESS.

WHY?

Because the average Canadian householder is more appreciative of quality than you give him credit for.

He wants more heat and better heat and he's got the price if you can deliver the goods.

We have them

Do you want the Agency?

The JAMES STEWART MFG. CO., Ltd.

WESTERN WAREHOUSE
156 Lombard St., Winnipeg, Man.

Woodstock, Ont.

Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any one of them will tell you Big Ben is the best selling alarm that's ever been put out.

In broken and dozen lots, $2.20 less 5%. In lots of 24, $2.10 less 5%.

The Western Clock Co., La Salle, Ill.

A CASE OF PROFIT

The Carborundum Triangular Display Case and a Stock of CARBORUNDUM Sharpening Stones

YOU can put a lot of ginger into your sharpening stone sales by using Carborundum displays---the Triangular Display Case for instance---put it on your counters or in your window---it will talk to your customers---let them know you are a Carborundum dealer---case is made of quartered oak, glass panelled---stones shown on attractive background of black cloth---it's a great sale stimulator. Given free to dealers with stock of Carborundum Sharpening Stones. Glad to send you all the details.

The Carborundum Company

Niagara Falls, New York

THE LIGHTNING AND BLIZZARD

FREEZERS

stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

MOTOR BOATING

Will be more popular than ever this season

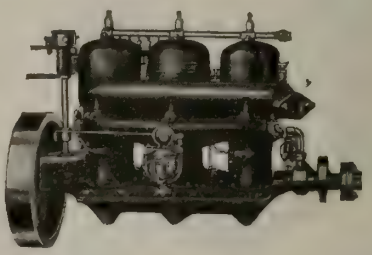
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

☐ If you are interested in Marine Engines you should have our Catalog H 23.

☐ WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

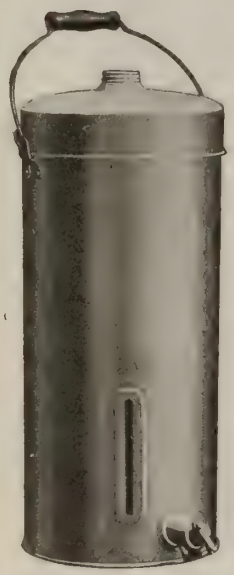
The Canadian Fairbanks-Morse Co., LIMITED

MONTREAL,	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



S.M.P. DAIRY SUPPLIES

ARE POPULAR SELLERS EVERYWHERE



Creamery Cans

with deep cover and strainer.

Supplied with Fast Key unless ordered otherwise.

No.	5			15
Inches	8½			8½
Quarts	12			20

Milk Strainer Pails

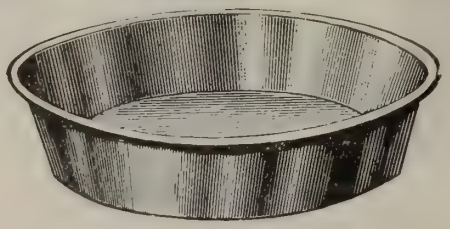
IX Dairy

Quarts	16
Case Lots, dozen	½

Milk Pans

Plain or Retinned

Made in all standard sizes from ¼ quart to 12-quart.



PROMPT SHIPMENT GUARANTEED

PRICES ON APPLICATION

The Sheet Metal Products Company

OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

Quality and Service

of a Very High Standard

is what does it

A Wide Range of Lines—Large Assortments and Complete Stocks have placed us in a very favorable position with the Hardware Trade.

By Giving Our BEST---

MAIL ORDERS

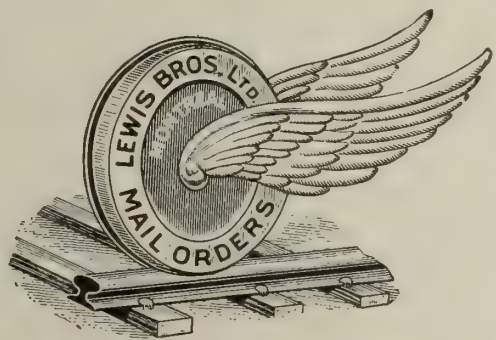
by Prompt and Careful Execution of the smallest as well as the Largest Orders and by pricing them fairly, we have built up and are still building a

MAIL ORDER BUSINESS

of which we are justly proud, and we shall be very careful to merit the continuous patronage of the many dealers who favor us with their confidence.

Besides the Greatest Range and Most Complete Lines of Tools and General Hardware, we carry many Specialties such as

VACUUM CLEANERS
SEWING MACHINES
CLOCKS WATCHES
VACUUM BOTTLES
STEEL SAFES



"Best in the Land—BLACK DIAMOND BRAND."

We carry the Largest Lines and Most Complete Assortments of

FISHING TACKLE
HAMMOCKS
BASE BALL GOODS
and other
SPORTING GOODS
shown in Canada.

Give us a Good, Fair Trial on Your MAIL ORDERS

LEWIS BROS. LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

The Mark That Stands For
The Best in Rope

The Facts About Rope

Why not consider some of the common-sense reasons why PLYMOUTH Manila rope is a good investment for you — a profit-maker in every sense of the word? These facts have started hardwaremen thinking:

PLYMOUTH ROPE

"The Rope You Can Trust"

1st. *Gives more pounds of satisfaction to an ounce of weight than any other rope made.* Isn't it reasonable to expect that when a rope gives good value for the money, the buyer will come back for more?

2nd. *Outlasts all other ropes.* When the marked durability of rope will convince buyers that they want no other, isn't their steady trade fairly well assured?

3rd. *Is the best possible advertisement.* When you get the reputation of handling a *very fine rope*, isn't it natural that vou get customers that would otherwise go elsewhere?

Is it good business to offer your customers cheap rope when you know that PLYMOUTH Manila gives them more for their money and at the same time helps to "boost" your trade? Why not ask your jobber to send you PLYMOUTH next time?

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO MONTREAL HALIFAX
ST. JOHN WINNIPEG VANCOUVER

The Home of the High Grade "Crescent Silverware"

The manufacturing process, from crude materials to the most exquisitely finished product, is under the careful supervision of experts, all the work being performed in our own factory.

This large plant is equipped with the finest and most up-to-date machinery, and our facilities for making quick shipments are the best.

We have just issued a **beautiful loose-leaf catalog for 1912**—a catalog that contains all four lines, with descriptive matter on each.

If you are anxious to increase your sales, write us NOW.

DEFRIEZ & WOODMAN, Limited

Head Office and Salesroom:
64 Wellington Street
TORONTO

Factory:
ALLISTON, ONT.

Branch Salesrooms:
204 St. James Street, Montreal
And at Winnipeg

The

Steel Company of Canada

Limited

WHITE LEAD

Tiger Brand

MEANS

PURITY

The name TIGER is a guarantee of quality.

For over forty years this brand has been considered by the leading painters in Canada to excel all others in quality and durability.

Send trial order now. It will convince you that once used they will buy no other.

District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

Samson Ready Roofing

Splendidly adapted to all kinds of buildings, especially barns and outhouses, and an absolute protection against rain, snow, ice, wind and weather. An immediate success wherever introduced and an easy line for Spring selling. Sales are increasing right along. Must be a reason.

MADE FROM THE BEST MATERIALS.

The real test of a roofing is to try it out in actual service, and the fact that Samson Ready Roofing brings repeat orders speaks for itself.

Send Us Your Orders Now.

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE MERCHANTS

TORONTO

We Ship Promptly — **GRAHAM NAILS ARE THE BEST** — **Our Prices Are Right**

LOOKS GOOD

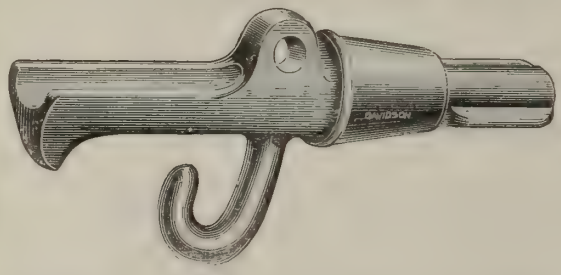
CRESCENT BRAND

C S G Co.

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

THE "EMPIRE" SAP SPOUT



STRONGLY MADE OF MALLEABLE IRON, TINNED AND DURABLE ENOUGH TO LAST THROUGH A GENERATION.

EVERY SPOUT GUARANTEED AGAINST BREAKAGE

THEY WILL RUN SAP EARLY AND LATE with a capacity fully one-third more than any other make.

THE TAPERED END GIVES THIS SPOUT A FIRM HOLD of the tree and the play of the wind on a full bucket of Sap cannot possibly loosen the spout after it has once been driven in.

IT DOES NOT LEAK, and is very easy to insert and just as easy to remove.

USE 7/16-INCH BIT WHEN TAPPING and it will be found that with the "EMPIRE" SPOUT every severed grain of wood within the hole is left perfectly free to run Sap—and the increased amount thus obtained will pay for the Spouts in less than one Season.

NO ROSSING OF THE TREES NECESSARY and therefore no injury to the bark.

WRITE FOR PRICES AND TRY A SAMPLE LOT.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

A CONTRAST

There is no Fraud or Deception About the

Stewart Clipping Machines

No Sham—No Pretense—No Imitation. They Are Genuine in Conception and Quality.

When you sell Stewart Clipping Machines, your customers and yourself are backed by the guarantee of the largest establishment in the world making clipping machines. We guarantee every Stewart machine to satisfy the user or we will rufund his money.

No imitator of Stewart Machines has ever offered so strong a guarantee because the imitations are inferior in quality.

Order from your jobber and write for our big new 1912 catalogue.

Business Pirates Find Little Favor with Upright Merchants

The Captain Kidds of Commerce who seek to trade upon an honest manufacturers' reputation by inferior imitations, should have no place in the modern business world.

Handle the genuine Stewart Machines to make pleased customers.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO

1887 25 YEARS 1912

STERNAUWARE

EVERYBODY CAN USE STERNAUWARE

¶ The matron who loves to adorn her home with works of art, that are also works of beauty.

¶ The bachelor girl—artist, student, or woman of business—who appreciates Sternauware aids to light housekeeping.

¶ The Bachelor man to whose den many forms of Sternauware are heartily welcome.

¶ The traveller, the yachtsman—but there is really no need to prolong the list.

¶ Dealers are beginning to realize that Sternauware is always in demand. Display it where everyone coming into the store can see it, and mark how popular taste will keep it moving.

¶ Send for the Blue Book, filled to overflowing with ideas for developing your business.

Office and Factory :
195 Plymouth St.
Brooklyn, N.Y.

S. Sternau & Company

New York Showrooms:
305 Broadway, N.Y.
Cor. Duane Street

The Standard Clipper!

We invite comparison either in foreign or domestic lines of clippers.

THE BURMAN No. 17

BRITISH CLIPPER

BURMAN'S CLIPPERS have held pride of place for years as the best horse clippers on the market, and they cannot get wrong in adjustment.

Clips the thickest coat in 30 minutes and leaves a finish like silk.

Has Cut Gears and Interchangeable Parts.

All-British built and made from the best steel in the world.

A line that never fails to please and which leaves you a 'worth-while' profit.

STOCKED BY ALL JOBBERS.

B. & S. H. Thompson & Co., Limited

Sole Canadian Agents

MONTREAL, - QUEBEC

ROGERS' PORTLAND CEMENT

Is The Choice of Most Builders

because it contains the qualities that are essential to a strictly high grade product.

ROGERS' PORTLAND CEMENT has gained the confidence of all users and a display is all that is required to start sales.

The users' verdict is yours on request. Write us for a list of well-known architects who use it—then write them.

Quick shipments a specialty. Good profits assured.

ALFRED ROGERS LIMITED

28 West King Street, TORONTO

N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

LUNDY SHOVELS

Our Brands of Shovels are:—

LUNDY

PETERBORO'

DEMON

will appeal to Jobber and Dealer alike, because of their superiority in quality and finish; their greater smoothness of handle and finish of blade will surely please the customer.

We manufacture nothing but a WELDED SHOVEL because we are convinced of its superior strength and durability over all other shovels manufactured.

We can promise the *promptest shipments* to any point.

Look for our Trade Mark on every handle.

TRADE MARK

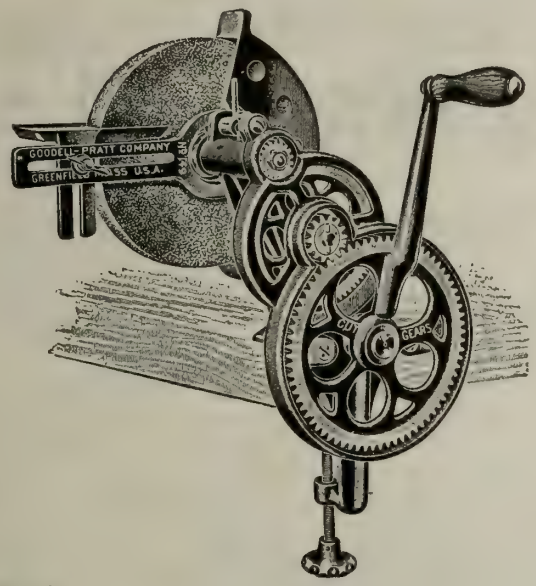
Registered

THE LUNDY SHOVEL AND TOOL COMPANY, LTD.,

PETERBOROUGH, ONTARIO

Write For Catalogue

Western Agents, TEES & PERSSE of Alberta, Limited, Calgary, Winnipeg.



THIS GRINDER

embodies all the little refinements in construction, skilled workmanship, and general classiness which have become so famous in the products of the

Goodell-Pratt Shops

We are illustrating above our No. 149, which is our heaviest Bench Grinder and is capable of the largest range of work.

This machine carries a 7 by 1½ wheel in a half guard, which guard is reversible, allowing the work-rest to be used on either side.

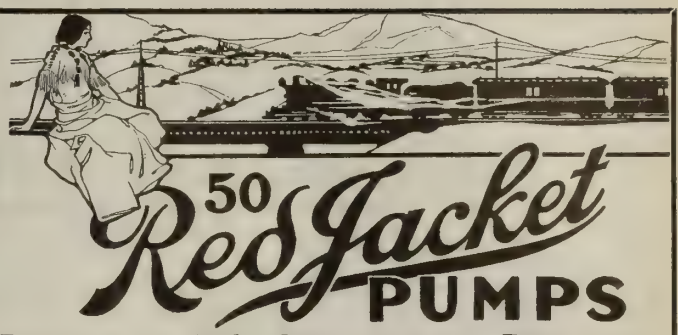
The gears are cut; the bearings reamed; the whole machine is carefully assembled and nicely finished. Each one is cleated into a strong lock-cornered wooden box, which insures safe arrival.

Booklet on request.

Goodell-Pratt Company

Toolsmiths

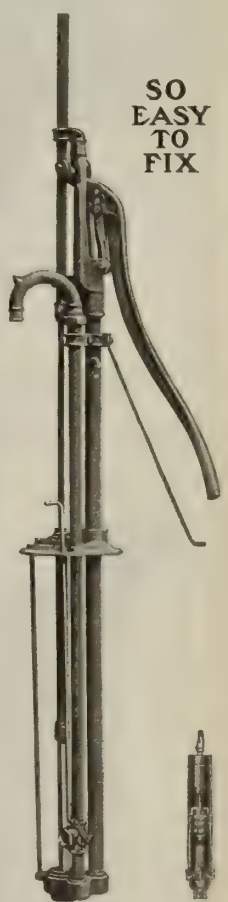
Greenfield, Mass., U.S.A.



50 Red Jacket PUMPS

REPLACE 50 ORDINARY PUMPS

EVERY Canadian Dealer should know that a great and well-known Canadian Corporation, after constant and painstaking experiments, adopted Red Jacket pumps—found them the most practical and satisfactory of all pumps for their farm installations—found that they cause less trouble, work twice as easy, are quickly repaired—have all the advantages of the best pumps procurable, with many exclusive and decidedly desirable features all their own. Hence they recently threw out 50 ordinary pumps and installed 50



Red Jacket SO-EASY-TO-FIX PUMPS

Pumps of that character—of that quality—are the only pumps for your customers. They are THE PUMPS for YOU to sell. They always satisfy, and they bring back a GOOD PROFIT to you.

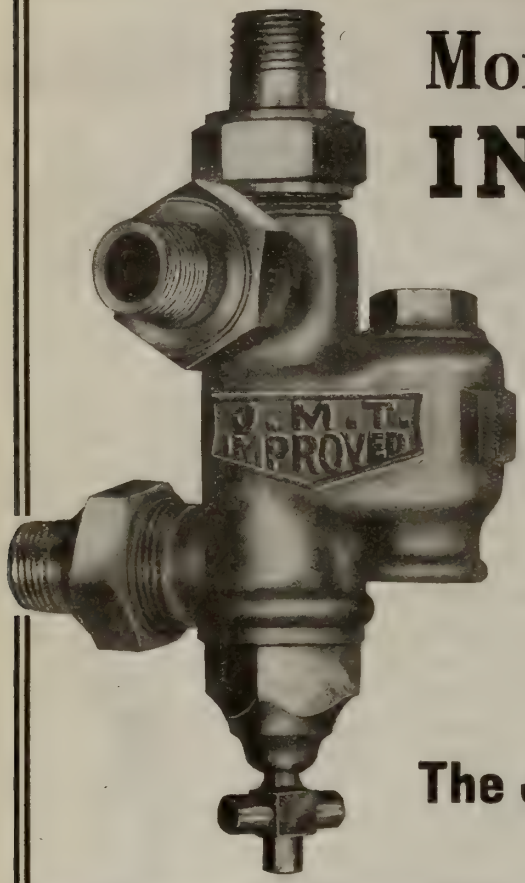
DISTRIBUTORS

ROSS BROS., LIMITED, - - Edmonton
METALS, LIMITED, - - - Calgary
CANADIAN FAIRBANKS CO., Winnipeg
CANADIAN FAIRBANKS CO., Saskatoon

Ask your nearest jobber for catalogs, prices, discounts—for complete information. Or write us. We'd like to tell you why and how Red Jackets do what we claim for them—why it will pay YOU to sell them.

Red Jacket Manufacturing Co.

DAVENPORT, IOWA



Morrison's Improved INJECTORS

TRADE MARK J.M.T. REGISTERED A GUARANTEE OF QUALITY

Defy Comparison

This is not merely a statement, but a fact that has been proved time and time again by their long, reliable and economical service.

MORRISON'S IMPROVED INJECTORS are not confined to one requirement. They are made to meet all the engineer's needs efficiently, and have never failed to do so under the most exacting conditions.

This injector will operate at a low pressure of 20 lbs., and work perfectly at a pressure of 220 lbs. In fact, it covers a range of pressure greater than that obtained by any other injector on the market.

Do not hesitate about writing for full particulars and prices—this is a trade-winner.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, TORONTO

Elite Cut Glass

ELITE

Means Perfection in Cut Glass

Perfection in Blanks and Perfection in Cutting. There are **no pressed Blanks used in our Factory.**

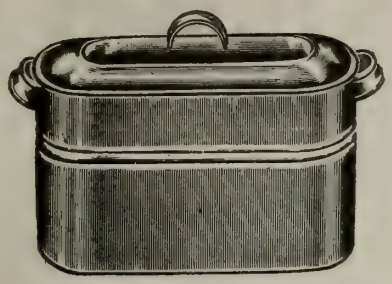
The accompanying Cut shows our Jewel Pattern, the best seller in the market to-day. Write for list of prices on the full line. Complete catalogue on request.

If you are interested in the process of Cutting High Grade Cut Glass, write for our Booklet "Cut Glass Facts."

Gowans, Kent & Co., Limited

Toronto

WASH BOILERS That Will Prove Rapid Sellers



These boilers are positively hand made from start to finish.

Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., 815 King St. West, Toronto

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

Quality Goods for Business Builders

McClary's

1912

GAS RANGES

Our 1912 Series Gas Ranges embraces lines suitable for Palace or Cottage.

In quality, style and finish, they out-distance all other Gas Ranges.

For economy of gas and labor they are unsurpassed.

New bright black enamel finish that lasts.

Specially selected, hammered blue finished steel oven doors.

Neat designs of nickel trimmings throughout.

White enamelled broiler pan and match trays.

Illustration shows
Style E. S. No. 256

The style and finish of this Range makes selling easy.

The quality of the range, and its economical working, pleases users and brings new customers. That's the foundation of successful business building. It's quality that does it.

GET SAMPLES RIGHT AWAY.

When you see the samples we'll get your stock order.

McClary's

"McClary" on Goods is a Quality Name

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon.

McClary's Ship Quick.

Look For This Trademark Then Buy The "White" Mop Wringer

WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

A New Bit that's a Good Buy

There is a great demand for an Auger Bit that will bore extremely fast, yet bore easily and cut a smooth hole. Heretofore, most bits have either bored too hard or not smooth enough. This new

Ford's Electrician's Special

fills the demand perfectly. It bores six turns to the inch, and saves one or two turns more in boring each timber than is possible with any other Bit. With slight pressure it will cut out without stopping or splintering.

Write for circular regarding this Bit Address 7B.

Ford Auger Bit Co.
Holyoke, Mass.

PEASE FURNACE

Economy Furnace---800---Series B.
Cased with Vertical Shaker.

Our Motto is not "How Cheap" but "How Good" can we make it.

The result of practising this motto is our unblemished reputation for the last 36 years of producing the **best furnace in every way.**

"Ask the man who has one."

Write for a copy of our new illustrated catalogue.

Let our Heating Engineering Department help you **Free of Cost** on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg

Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
166

The Degree of Quality

in Screw Machine Products means the strength of material, the lead of the thread or tap, accurate dimensions and excellence of finish.

ACME Products in either stock or special parts rank high in these essentials.

Orders for Regular Cap and Set Screws in "V" or U.S. Threads; also A.L.A.M. Standard Nuts, Plain or Castellated (soft or case-hardened), will be filled immediately from the complete stock carried at our factory.

Special parts made quickly and reasonable to your specifications.

Send us your samples.

The National-Acme Mfg. Co.

Montreal, Que.

St. Henri & G.T.R.

NAMCO

McClary's

RAILROAD and DELIVERY CANS

STYLE E.

With SAMSON Bottom, Breast and Cover.

Made Up---Ready to Sell

18 Gauge Tinned Iron Body, Steel Barrel Handles. Covers are Interchangeable.

SIZES - 6 - 8 - 10 - 12 Gallons

These are high grade lines that sell easily. Order Stock Now.

McClary's

STYLE G.

With SAMSON Breast and Cover-Anchor Bottom

"McClary" on goods is a quality name.

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

Come Out OF THE DARK!

Don't keep on wondering what this

ERMALINE Paper Bag

cookery is, investigate for yourself.

ACT TO-DAY—send a postcard to the manufacturers and get free samples which will enable you to try out this new system, and to judge whether it is worth offering to your customers.

Edward Lloyd
LIMITED
508 Eastern Townships Bank Bldg.
MONTREAL

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER · · ONTARIO

F. E. MYERS & BRO.
ASHLAND, OHIO

PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.

The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

Here's Where We Excel

For thirty years we have been making door hangers, and aim to make just what your trade wants.

No. 20 Richards Trolley Barn Door Hangers

We offer the largest line in the world.

When you buy **Richards Trolley Door Hangers** you give your customers full value—our experience included.

MEMORIZE THIS:

"A Hanger for any Door that Slides."

Our Catalogs prove it. Shall we send them?

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Door Hangers and Hardware Specialties

"Kangaroo" Brand

TRADE MARK

Yes, my boy, glad to see you!

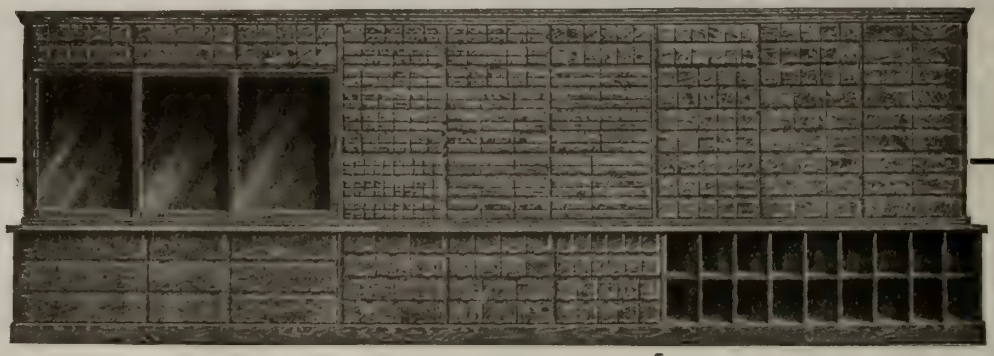
I have used and sold Sorby's Kangaroo brand tools for 35 years.

This is the style of welcome given to our representative from St. John to Victoria.

Robert Sorby & Sons, Ltd.
Sheffield

Canadian Representative:
Geo. H. Saywell, 61-3 Albert St., Winnipeg

Local Agents at
Toronto, Calgary, Vancouver and Saskatoon.



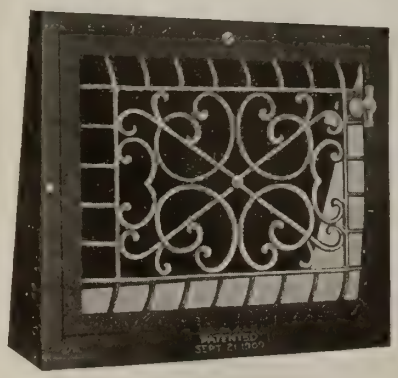
Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

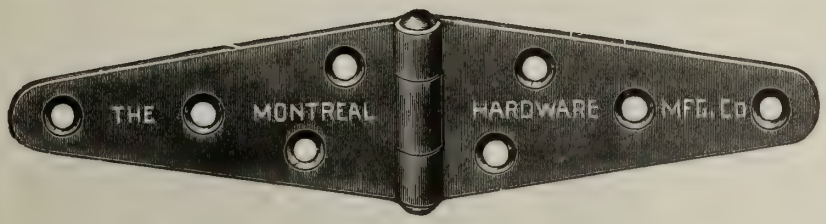
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.
Woodstock, Ontario

HEAVY STRAP HINGES



Made Entirely of Steel

Now is the time to get busy with your Builders' Hardware Stock. You might as well have the best. Here are some of the advantages of dealing with us :—

Best Quality — Lowest Prices — Quickest Deliveries

Drop us a post card and we will send you our catalog by return mail

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL : : : : CANADA

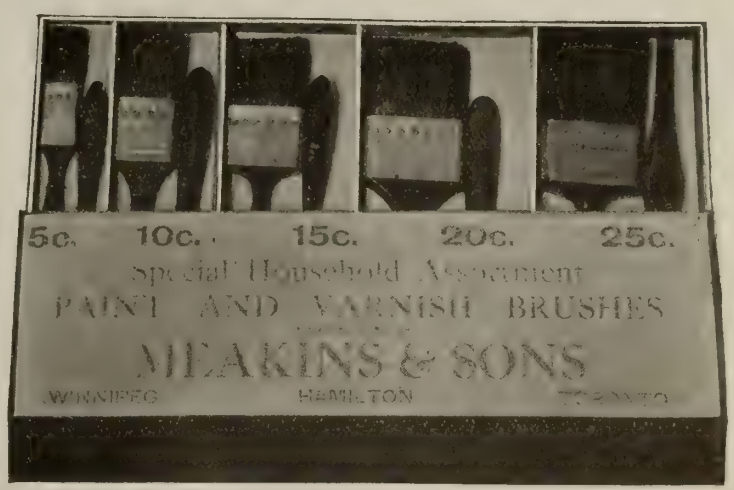
BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from



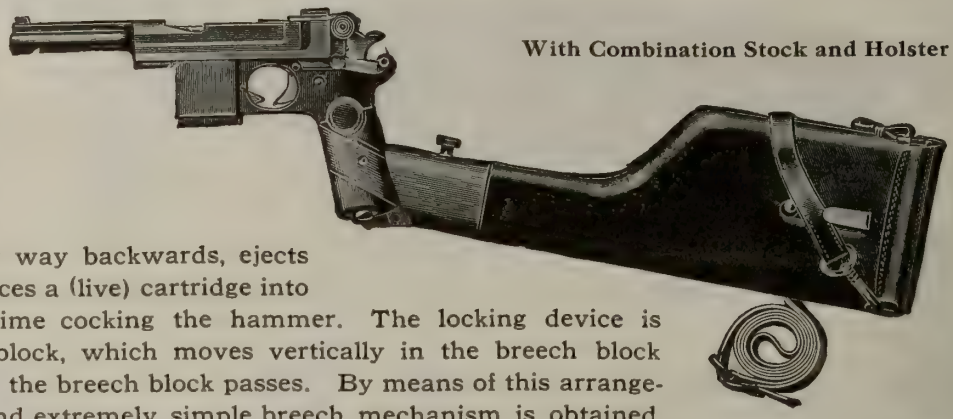
MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

A WONDERFUL LONG RANGE PISTOL

"Bayard" Automatic Repeating Pistol

(Military Model) 9 $^{m}/_{m}$ Bore (Cal. 38)



With Combination Stock and Holster

The 9 $^{m}/_{m}$ Bayard Pistol belongs to the class of Automatic Firearms which have an automatic locking breech, the barrel, together with the locked breech, acting under the action of the recoil, automatically slides a short way backwards, ejects the shell and immediately places a (live) cartridge into the chamber, at the same time cocking the hammer. The locking device is characterized by a locking block, which moves vertically in the breech block chamber and through which the breech block passes. By means of this arrangement a particularly strong and extremely simple breech mechanism is obtained. The firing mechanism of the Bayard Pistol is provided with a visible hammer, which is a prime necessity for a reliable hand weapon, as the hammer constitutes a safety in itself. The magazine of the Bayard Pistol is fixed in the frame of the Pistol, immediately in front of the trigger guard and forward of the breech, thus ensuring a perfect balance and improved accuracy in shooting. A further invaluable feature of the 9 $^{m}/_{m}$ Bayard Pistol is its extremely simple, comprehensible and very solid mechanism, which can be taken apart and re-assembled in a few seconds without the aid of any tools.

FOR SALE BY ALL LEADING WHOLESALE HARDWARE HOUSES.

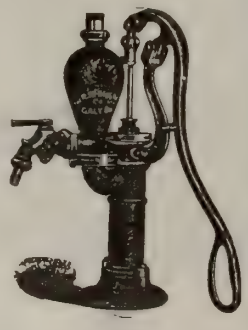
Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold---gives the dealer no trouble.

They are metal---hand fitted valves --- air-tight---strong---lasting.

The big catalogue tells you exactly what the line is---get it for the asking.



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The

R. McDougall Co., LIMITED

GALT, CANADA

SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

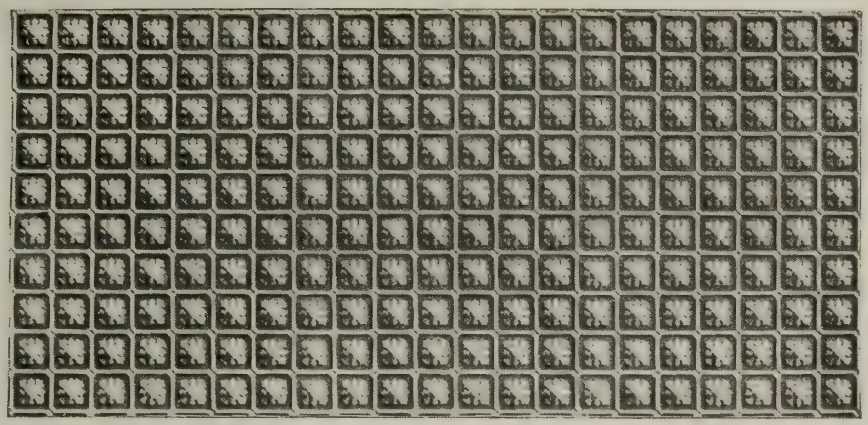
MONTREAL, QUE.

The Contractors' Favorite Plate

LARGE, RIGID SHEETS, CLOSE AND SNUG AT THE JOINTS, WELL EMBOSSED AND MAKES A FINE LOOKING JOB.

SHEETS ARE 95 x 29 INCHES

CAN BE PUT RIGHT ONTO JOISTS WITHOUT USING FURRING STRIPS.



WRITE FOR OUR COMPLETE CATALOGUE OF METALLIC CEILING DESIGNS.

No. 819, DIAPER

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C78

WHY A TYPEWRITER

Modern business methods insist that all business correspondence shall be typewritten.

Invoices and statements when typewritten secure more attention—prompter payments.

The typewriter saves time and work. Pen work is laborious.

Typewritten personal letters increase business.

WHY THE MONARCH

The full visibility of the work all of the time is an aid to the operator.

The common sense, complete appliances for all classes of work make typewriting easy.

All the very latest improvements.

Splendid durability.

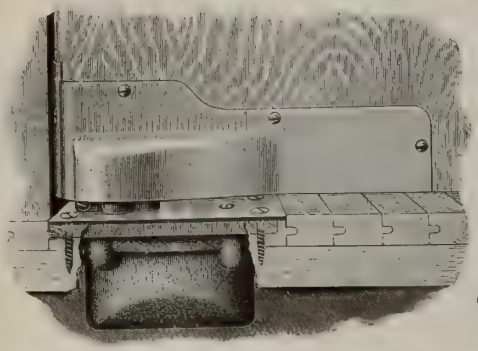
Terms to suit the purchaser.

The MONARCH TYPEWRITER COMPANY, Limited

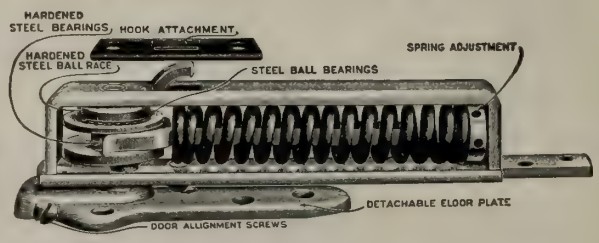
46 Adelaide Street West, Toronto

Branches: Montreal, Ottawa, London, Hamilton.

TWO OF THE BEST

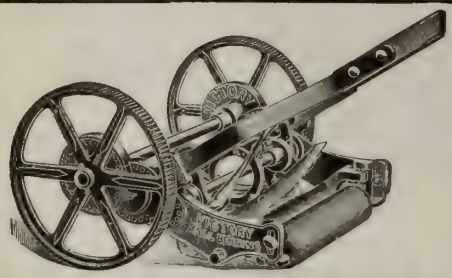


"STANDARD" Double-Acting Spring Floor Hinges and "STANDARD" CHECKING HINGES for DOUBLE-ACTING DOORS.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

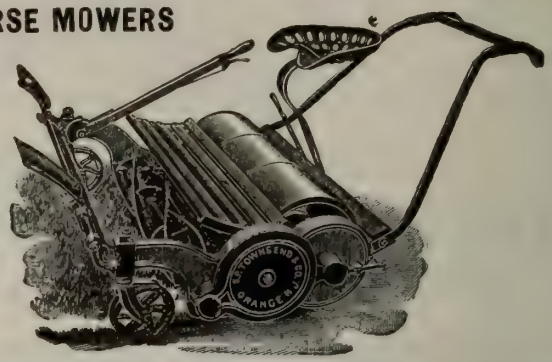
TOWNSEND MOWERS



HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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A CLASS LEADER IN THE HIGHEST CLOTHES WRINGER CLASS
Especially Designed for MODERN HOMES having Stationary Tubs

Extra Strong Construction
Handsome and Durable Finish

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RUBBER ROLLS

The most important part of ANY Wringer

The "BEST OF ALL" Rubber Rolls is our new

The only Roll made that will withstand the strong acids contained in Washing

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Compounds without losing their Elasticity or Wearing Qualities.

They will wring drier, and many times outwear the Ordinary Wringer Roll in family use.

THEY ARE FULLY GUARANTEED

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Rolls either Anti-Chemical or Arrow Brand

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Packed 1/6 Dozen in a Case

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Do You Want to Buy Something That You do Not Know Where to Get ?

EVERY week Hardware and Metal receives letters from subscribers stating that they are in the market for certain goods, but that they do not know where they can be procured.

They ask us if we can tell them from what source they can procure the wanted articles. This is a service we render cheerfully.

When you become a subscriber to Hardware and Metal this service is part of what you buy.

We have facilities for procuring information about new goods, novelty lines, articles not usually sold in hardware stores but occasionally asked for, etc., and these facilities are at the service of our readers.

We are glad to get these requests for information and no service could be more cheerfully rendered.

HARDWARE and METAL

Montreal Toronto Winnipeg

HOCKEY STICK SPECIALISTS

1912 Price List Just Issued

St. Mary's Wood Specialty Co., Ltd.

Branches:
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We have recently added to the many Scrapers that we manufacture
TWO NEW DESIGNS

No. 81—For Fine Cabinet Work. This tool is nickel-plated, adjustable, and has a detachable rosewood face. Blade is 2½ inches in width. This is a splendid tool for very fine work. List price, - - - - - - - - - - - **$1.50** each.

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STANDARD THE WORLD OVER

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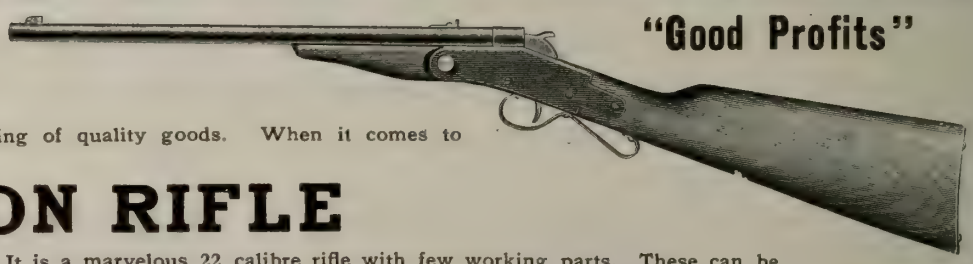
NEW BRITAIN, CONN. U.S.A

EVERY TOOL GUARANTEED

The Straightest Aim



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at YOUR success is the handling of quality goods. When it comes to quality, the

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The Preston Steel Ceiling and Sidewall is the one that gives real satisfaction. We help you erect them by giving you a complete layout.

Preston Steel Ceilings are easily sold, as there are designs for any kind of a room.

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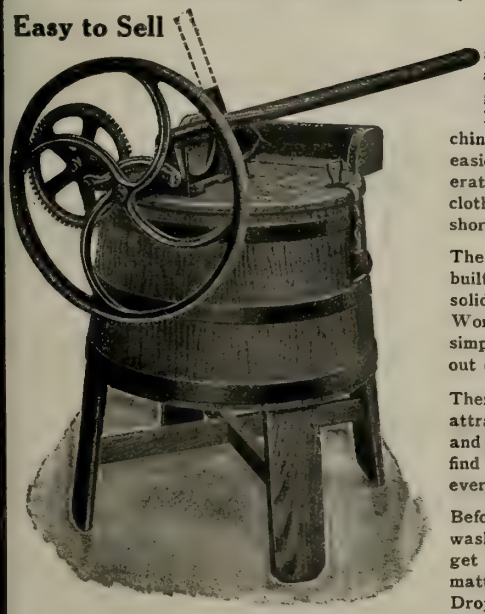
MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING CO. LTD
PRESTON ONT. MONTREAL QUE.

"THERMO"
The Washer
That makes the Washday Bright

Easy to Sell



Itsimprovedmotion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial Working parts are simple and cannot get out of order.

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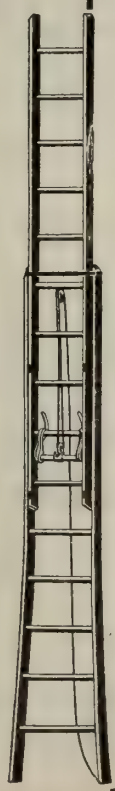

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SUITABLE FOR FRUIT PICKING AND GENERAL USE

This Ladder can be instantly taken apart, making two single ladders. The ladder is self hooking and self releasing, is very light and strong, being reinforced with wire cable on the back.

Made of Clear Norway Pine, Malleable Iron Castings, Hardwood Rungs, and nailed together.

STOCK SIZES

20, 24, 26, 28, 30, 32, 36 and 40 ft.

Average Weight, 2¼ lbs. to the Foot

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"GALT" STEEL CEILINGS

Can be handled with profit

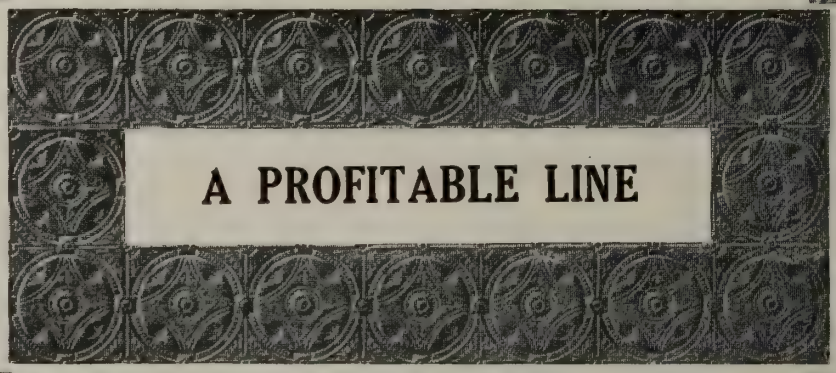
DURING ANY SEASON

Let us send you circulars for distributing and instructions for going after this business.

THE GALT ART METAL CO., LTD.

GALT, ONTARIO and WINNIPEG, MAN.

Our New
PRICE LIST
A-17
Gives
Competing Prices
with 25% discount
to the "Trade"



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Free Wood Brackets with Cornices and Mouldings.

Special Instructions for erecting.

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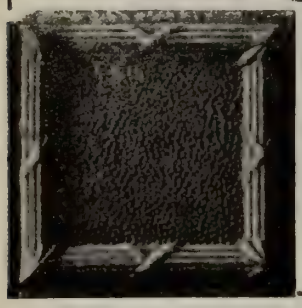

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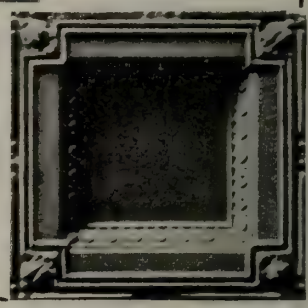

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VERY RAPID SELLER
SHOWING GOOD PROFIT

A WELCOME CHANGE
IN LAMP WARE

CANNOT GET OUT OF ORDER
EASILY OPERATED

HIGH IN QUALITY—ATTRACTIVE PRICE

IMMEDIATE DELIVERIES

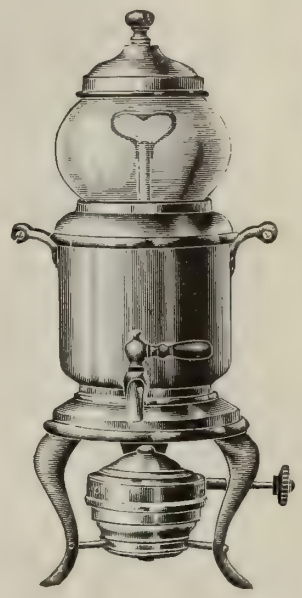
ONTARIO LANTERN & LAMP CO., LIMITED

ASK YOUR JOBBER

HEAD OFFICE AND FACTORY
HAMILTON

BRANCHES
MONTREAL, WINNIPEG

Empress Coffee Machines



Fitted with extra large heating chamber, which does not allow spraying to begin until there is a heated volume of water sufficient to overcome the cooling influence of the central tube.

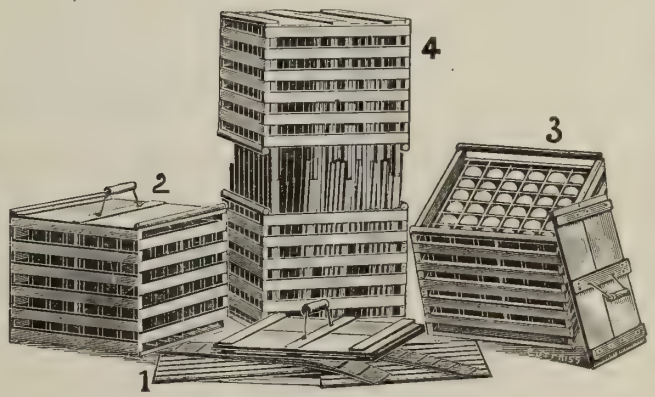
Made from best copper, heavily lined on inside with pure tin. Heavy nickel plated on outside. Capacity, 9 cups.

Universal Coffee Percolators

Made from best aluminum.
Ebony handle.

No.	73	76	79
Capacity,	3	6	9 cups

Humpty-Dumpty Folding Egg Crates



hold 12 dozen eggs.

Best and cheapest Egg Carrier made.

They will fold flat like fig. 1, and nest for shipment like fig. 4.

Caverhill Learmont & Co

MONTREAL

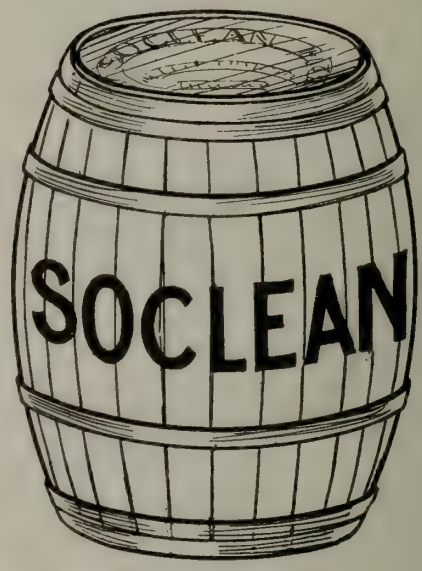
HOUSEWIVES DEMAND SOCLEAN

at this season of the year.

At this season of the year, Mr. Dealer, when the housewife is busily engaged in thoughts of spring cleaning, would it not be the psychological time for you to stock sweeping compounds?

SOCLEAN

The Dustless Sweeping Compound



Tell her of its merits in the home, viz.: Soclean is economical, absolutely lays dust, saves scrubbing and dusting, brightens and preserves carpets, is a disinfectant, requires the use of much less motion than any other sweeping compound, and leaves a pleasing disinfecting odor.

MERCHANTS:

Here is a profitable line that will have many sales at this season of the year, and its excellent properties will hold that steady trade—that is so much sure profit. Soclean is put up in handy sized lithographed pails, convenient for household use, or in large quantities for commercial use.

BE AN AGENT

Make your store the selling point of your district. You will find that Soclean when introduced will have a call in large proportion for banks, churches, lodges, etc. Send for particulars.

SOCLEAN LIMITED Toronto, Ont.

(The Originators of the Dustless Sweeping Compound in Canada)

"QUEEN'S HEAD"

Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
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INGOT METALS

Aluminum **Antimony**

Copper **Spelter**

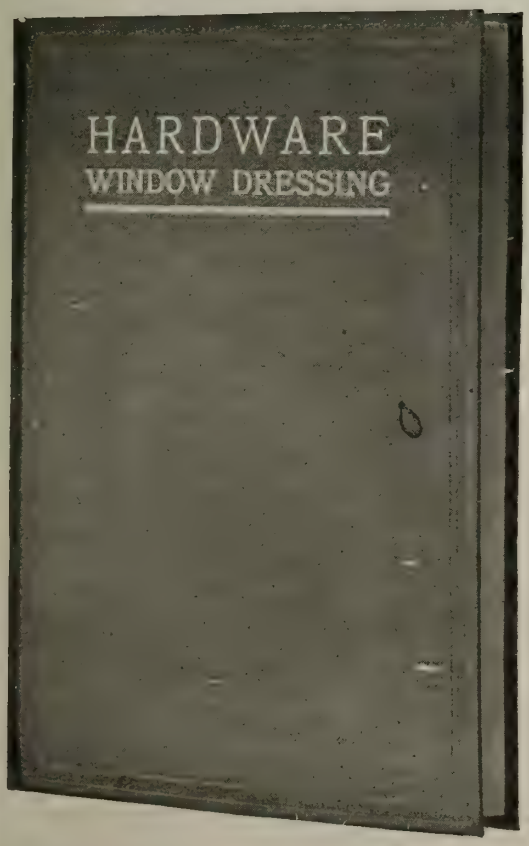
Lead **Tin**

For Lowest Prices and Prompt Deliveries

Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited

MONTREAL



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

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MADE IN CANADA

PAY GREATEST PROFITS

Before placing your orders for 1912 requirements, carefully consider the great saving in the purchase price of Dominion as compared with American ammunition, and your selling price, although considerably below foreign brands, pays you a *much greater profit* with *less money invested.*

GUARANTEE

For every defective cartridge packed in a box bearing our trade mark, returned to us direct or through a dealer, we will give a full box free of charge.

We know that Dominion quality is unexcelled and a trial will prove this to the complete satisfaction of any shooter, which will assure you satisfied customers.

Dominion is the best advertised line on the market. Neatly packed in lithographed labeled boxes, which will add to the attractiveness of your shelves,

You can make no mistake by pushing Dominion Ammunition

Dominion Cartridge Company, Limited

MONTREAL -:- CANADA

REGISTERED

HRS&Co

TRADE MARK

Lowest Quotations for Spring Shipments

LET US QUOTE ON

Pig and Bar Iron
Angles, Tees and Channels
Terne and Canada Plates

PROMPT SHIPMENTS RIGHT PRICES

HENRY ROGERS, SONS & COMPANY, LIMITED

WOLVERHAMPTON, SHEFFIELD and SOUTH WALES

CANADIAN BRANCH : 6 St. Sacrament St., MONTREAL

Retailers Convention Brought to Conclusion

Members and exhibitors Are Banqueted, Then Some Speak While Others Listen —A. A. Bittues Talks Briefly on Maintenance of Prices—J. A. Naud Speaks of Salesmanship, Venturing to Give a Receipt for Success.

Montreal, March 4.—With a banquet at the Place Viger Hotel, the convention of the Retail Merchants' Association—in connection with which was held the Hardware Exhibition—came to a happy conclusion Thursday night. There is no use talking, it takes a dinner to get a body of men in the best mood for speaking. There were a number of addresses given at that banquet, and in all of them something was said well worth considering.

J. A. Beaudry, president of Le Prix Courant, the host of the evening, had something to say upon the relation of the manufacturers, the wholesalers and the retail merchants. He thought it a duty of the manufacturers to give the retailers an opportunity to see what they produce. Dealers of the province, he declared, were only too willing to buy goods made in Canada and in Quebec. All they wanted was to have the goods brought to their attention.

The Guelph badges were always in evidence.

Propose Larger Quarters.

The toast to the Hardware Exhibitors and retailers being proposed, A. A. Bittues, of the Gillette Safety Razor Co., was called upon to reply. He expressed the opinion that the exhibition just closing had been a success in every way —thanks to the retailers who had come to see what was placed there for their inspection. Next year, he believed, the 65th Armory would be entirely too small to contain the exhibits. The Arena, he believed, would be the proper place—the arena which has a large floor area and boxes which might well be used for booths.

Mr. Bittues spoke briefly upon the need of maintaining prices. Cutting benefits no one permanently. It destroys the public's confidence in goods. The great thing is for the retailers and manufacturers to pull together, and to fix a fair profit from which there can be no deviation.

F. M. Tobin, of the Tobin Arms Co., in speaking to the same toast, urged the need of educating the future buyer. He must be shown that the inventive powers of Canadians are equal to those of Americans. He should be made to see that there is practically no commodity which cannot be made in Canada as well

Flashlight taken the last night of the M ontreal Exhibition.

F. M. Tobin, 1st Vice-President.

A. A. Bittues, President.

Chas. E. Stewart, 3rd Vice-President.

as abroad. Mr. Tobin strongly urged the retailers to push Canadian made goods. These are the lines from which, directly and indirectly, they get the greatest benefit.

Word From the Travelers.

Bevan Giles gave a message from the travelers. "I'm proud," he said, "to represent 8,000 of the Ambassadors of Commerce, nine-tenths of whom are selling goods made in Canada."

J. A. Naud spoke on "The Art of Selling," and favored with an address in which he brought out clearly that selling is something which is worth study, and which demands study. Selling Mr. Naud declared to be an art, and yet, he said, how many are there among the merchants who have devoted time to a careful study of their success or failure in business. Some few have done so, and have found as their reward—prosperity. Others have not taken the trouble to find the origin of their success or failure, and so they have, in reality, achieved failure, for partial success is truly failure.

"I have met merchants in business for many years," said Mr. Naud, "who have evidently never asked themselves if they are profiting by the adoption of certain new methods."

Keep up With the Times.

Continuing, Mr. Naud contended that business men are not as truly successful as is often believed. Statistics show that 95 per cent. do not prosper as they should, and the cause of this, he believed to be the defective methods of the retailers. They followed a routing instead of trying to keep up with the times or a little ahead of them.

Much, Mr. Naud proceeded, could be learned in college, but business ideas are acquired only from men of experience—men who have built up businesses.

Receipt for Success.

Then Mr. Naud did a very brave thing. He attempted to give a receipt for success. To succeed, he said, the merchant must study the business which he intends to pursue. He must understand perfectly the lines which he has for sale; and he must have a certain facility of speech in order that he may appear to advantage. Another thing he must remember. He must not make disparaging remarks or insinuations about similar lines carried by a neighbor. This destroys the customers' confidence, not only in the one criticized, but in the one criticizing.

A salesman, Mr. Naud concluded, should never take No for an answer. He should rather try to understand his customer's position. Then, through diplomacy and courtesy, he may persuade that customer that it would be to his advantage to make the purchase.

M. S. Madole, president of The Ontario Retail Hardware and Stove Dealers' Association, responded to the toast to The Visitors.

R. B. Johnson, Chairman Exhibition Committee.

CROWDS AT EXHIBITION.

Every afternoon and evening during the Montreal Convention, the 65th armory in which the booths were arranged was crowded. Not only did retailers from Montreal and surrounding places come to inspect the goods displayed, but many mechanics, painters, carpenters, architects and engineers also visited the

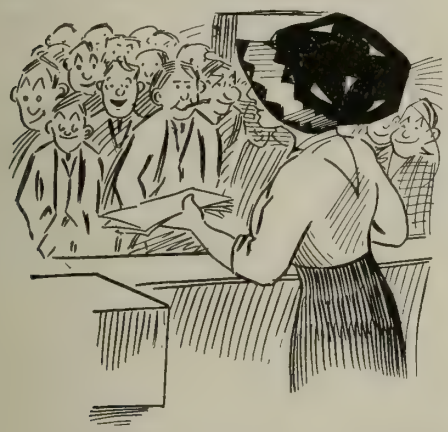
Adam Taylor, Chairman Entertainment Committee.

hall. The last evening the crowd was possibly a little greater than at any previous session. The flash light reproduced here, gives some idea how large was the attendance.

Special arrangements had been made for the last night. The 65th Regimental band had been secured to play during the evening. The officers of the Association were bound to make the concluding events of the Convention memorable.

It will be noticed in the picture that a number of women attended. They were present every afternoon and evening. The booths in which Paper Bag Cookery was being demonstrated, and those in which washing machines and wringers were shown, regularly gathered an interested crowd of ladies.

And the exhibitors were glad to have the ladies present. As one said: "They may not buy much right now, but they are seeing the goods and getting the desire for them. The sales will come."



The crowds certainly did congregate around the Ermaline Cookery Bag Booth.

The picture does not give as good an idea of the exhibit as could be desired. Many of the booths could not be got within the range of the camera at all. But the general effect is shown—enough indeed, to indicate that it was a well-arranged and well-attended Exhibition.

OFFICERS OF NEW ASSOCIATION.

The organization of the Canadian Hardware Manufacturers Exhibitors, Limited, at Guelph, was the most interesting development of the 1912 convention. It is firmly believed that it will be possible to conduct the exhibitions in future with more general satisfaction. The new association will take charge of the arrangements in future years.

The officers of this body are all well-known men in the hardware trade, so that it will not be necessary to make any extended mention. A. A. Bittues, the president, has been managing-director of the Gillette Safety Razor Co. of Canada, for a number of years, and has come as closely in touch with the retailers probably as any manufacturer. The vice-presidents are F. M. Tobin, of the Tobin Arms Manufacturing Co., Woodstock; W. J. Nahrwood, of Canadian Yale & Towne, St. Catharines; Chas. E. Stewart, of the James Stewart Manufacturing Co., Woodstock, and M. R. Griffiths, of the Canadian H. W. Johns-Manville Co., Toronto. All are representative men in different branches of the trade. R. B. Johnson, of Pinchen, Johnson & Co., is chairman of the Exhibition Committee, and Adam Taylor, of the Taylor-Forbes Co., is chairman of the Entertainment Committee, both being eminently well suited for those postions. Mr. Tobin is acting as temporary secretary-treasurer.

A number of the officers are shown herewith. Pictures of the rest will appear in a subsequent issue.

ASKED TO REPEAT SPEECH.

Montreal.—J. A. Naud made a reputation for himself by the address on retail salesmanship which he delivered before the Retail Merchants' Association last week. Mr. Naud has been asked to deliver the same address before the retailers of Quebec, and before the hardware dealers in Thetford Mines and Riviere de Loup.

The Management of a Retail Business

By H. C. Carson, F.S.S.

Nowadays, when every nation, great and small, is engaged in the struggle of commerce, the lack of knowledge in the matter of languages and customs is being recognized as one of the chief drawbacks to development and progress. The time may come when a universal commercial language will be adopted, and business customs will harmonize, one nation with another, but until such time, the ability to translate readily and correctly will be found to be a money-making asset in any commercial or financial house. Many mistakes, sometimes merely humorous, but quite frequently very costly, have been committed in the past by firms content to leave the translation of a business letter in a foreign language to the capacity of the ledger clerk or someone else in the office professing a knowledge of the language in question.

Unfortunately for the amateur translator, there is a considerable difference between, say, the French of the evening classes and the French spoken and written by the commercial men of that country. This is why the casual translator, who is quite capable of an intelligent reading of a French novel, sometimes makes errors in the translation of a business epistle which cause more than annoyance.

The wide development of business has brought into the commercial arena countries whose tongues are absolutely unfamiliar to the ordinary man. For instance, a good deal of business, in Canadian goods most likely, is being transacted between England and nations and races speaking such languages as the Frisian, the Slavonian, the Lithuanian, the Sesotho, the Maya, the Pangasinan, the Tagalog, and many others, and it must be realized that there is real need for competent translators. This brief list of tongues excludes those spoken and written by the peoples of the Far East, the Chinese, the Japanese, the Persian, the Armenian, etc., all of whom do a tremendous business with Great Britain, and a growing business with Canada and other countries.

The translation bureau, when adequately equipped, saves the business house all trouble in the translation of foreign correspondence. There are in London several bureaus which make it a boast that their translators can correctly render into English and language of any country which is, so to speak, within the pale of civilization. The translators are highly accomplished men, each specializing in a particular branch of the languages spoken by the races of the commercial world. Some deal with the Latin tongues, other the Slavonic, others the Eastern, and so on. The translators in the first-class bureaus are, moreover, men who have mastered the principles underlying the commercial practices and regulations of the countries with whose language they have such intimate acquaintance. They are, therefore, competent to not merely translate, but to make perfectly clear any points which might baffle a university professor who possessed their linguistic ability, but who lacked their knowledge of international business procedure.

The time is coming when Canada will be in the vortex of international trade, and if the business is to be done direct, without the intervention of other countries better equipped, Canadians must give heed to this very important question. The establishment of bureaus now probably would not pay in dollars and cents, but their inauguration and maintenance might well be undertaken, even with Government assistance, preparatory to Canada's assumption of her place among the commercial nations of the world.

HARDWARE AND METAL

(ESTABLISHED 1888)

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JOHN BAYNE MACLEAN - President.

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Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

OUR ANNUAL SPRING NUMBER

"Efficiency" will be the theme of the annual spring special number of Hardware and Metal, which will be issued on March 23. This number has in the past established for itself so high a standard that all hardwaremen look forward to its arrival as an important yearly event. It contains, in addition to an unusually large amount of bright and practical editorial matter, advertisements covering every phase of the hardware business. So completely does this number cover the field, that it is used as a book of reference. To the hardware dealer, it serves as an advertising guide and is kept on hand by most dealers for the whole year which follows, until the next special number appears.

It has always been the aim of Hardware and Metal to deal editorially in each special number with some theme of vital importance and current interest. Last spring the idea of "Outside Salesmanship" was developed. In a previous year the bulk of the editorial matter was devoted to a discussion of the relative merits of Cash and Credit; a discussion which awakened widespread interest and led to many dealers changing their methods of doing business.

In deciding upon an "Efficiency number" this year, we believe that we have adopted a theme that is timely and highly practical. There is a big demand for efficiency in all branches of business to-day. There is a marked determination noted to avoid overlapping and waste, to find the short cuts to best results, to reduce all business to a system where incompetency and ineffective methods will have no place. It will be our object to develop the idea of efficiency in all branches of the hardware business; to present the most efficient ideas for the business management of the store, for the pushing of sales, for the conduct of the stove, paint and tinshop departments. In short, it will be our object to present practical ideas which make for efficiency in every phase of hardware retailing.

CANADA WILL SUFFER, TOO

It is hands around the world in trade, now, and what affects little old England, affects the commerce of the world. Never, perhaps, was this better evidenced than at present, when the miners' strike is threatening the well-being of all.

Already in Canada manufacturers are wondering how extensive will be the harm done here by the strike. That harm will result none doubt. It is just a question how much. This of course depends upon the length of time which the strike lasts, but it will not have to continue very long to make itself seriously felt in this country.

Few of the factories in England, it must be remembered, have very large coal supplies on hand. Perhaps they have enough to keep the plants running for a fortnight, but then of necessity the works must close down. This means that there will be no production of tin sheets, zinc sheets, and other metal products regularly exported to Canada in large quantities. Iron and heavier metals too will become scarce here. In the old land there are good reserves of these, so that the supply may not be cut off at once, even if the mills close down; but already the railways are cutting down their service; already the steamship lines are cancelling some sailings; transportation facilities are being seriously interfered with.

This state of affairs, if it continues, will mean trouble in Canada. For some weeks iron has been scarce here. Stocks have been low all winter, and of late the handlers have sold reluctantly. They have been counting upon supplies which will come on the first boats, and if anything interferes with the steamship service the resulting situation in Canada will be serious.

QUALITY OF BARGAIN.

Is the average person influenced more by the opportunity to secure a bargan than by the promise of quality?

A good many hardware dealers are inclined, we believe, to over-estimate the value of the bargain sale. It is quite true that there is a large percentage of people who will buy goods if they think they are getting a bargain, even if they are not sure that the goods they are buying have the desirable quality of durability. On the other hand, however, there is an ever-growing tendency on the part of common-sense people to look for the best goods and to judge from the standpoint of future, rather than present gain. There are also the people who want the very best and are prepared to pay for it, to whom the word "bargain" does not possess any charm. A store which is continually offering goods at low prices is not likely to attract these people. And it must be confessed that the trade of the last two classes is more desirable and more remunerative than that of the bargain-hunters.

Of course, there are seasons of the year when clearing sales are strictly in order. The early months of the year are dull and are generally featured by stock-taking sales. Special efforts of this kind are generally advisable for they serve the valuable purpose of clearing out old stock, thus enabling the dealer to enter on the spring trade with a better assortment of goods. Another phase of "bargain business" which can generally be made profitable is the use of five, ten and fifteen cent tables for the sale of small articles.

As a matter of store policy, however, the merchant who depends upon the quality of his goods rather than the holding out of price inducements to bring trade, has the better chance of lasting success. The interests of the customer are best served by the sale of a quality article; and the store policy which goes hand in hand with the interests of the consumer will bring permanent recognition.

THE SCARCITY OF BRICK

Brick, it is said, is to be scarce this spring. Brick was scarce last fall. The rush of building made it impossible for any reserve supply to be secured, so the early spring building of this year must be done with early

spring bricks. Of old the brickmakers complained because of a corner in straw; but now, with all the necessities, the makers seem unable to meet the demand.

The brick market never catches up with itself. Fall bricks are gone before fall is over. Spring bricks can not well be made until June, when bricks are again in demand.

This is important to the hardwaremen, for without bricks houses can not be finished in time, and builders' hardware, paint, tin work and similar lines are not wanted until late in the season. It is this which causes much of the great fall rush.

Canada at the present time is crying out for brick. It would seem that this is a line of activity which is not overcrowded.

FEATURE HOUSECLEANING GOODS

The time is not far off now now when the thrifty housewife will start to tear things to pieces in the old approved housecleaning fashion. This means much to the hardwareman, for there are a large number of articles indispensable for housecleaning which can be obtained only at the hardware store. The necessity arises in every household now for brooms, mops, pails, carpet beaters, carpet stretchers, gloves, polishes and a great variety of other goods. All these lines should be pushed to the front without delay.

Many hardwaremen have not yet added vacuum cleaners to their stock in trade. There is no time to start like the present. The vacuum cleaner is invaluable at housecleaning time. It saves labor and does the work much more thoroughly than can be done in any other way. The time is not far off when the vacuum cleaner will be recognized as quite as necessary in a house as a heating system.

The hardwareman should also make it a point to feature paint and varnish for housecleaning purposes. The house may be thoroughly cleaned and scrubbed but no amount of work can add polish or gloss to old furniture or cover up the seamed surfaces of worn woodwork. Housecleaning shows up the necessity for paints and stains in most striking manner and the dealer who features these lines at such time will undoubtedly find a heavy demand.

KEEP BACK COPIES.

The "Complete Course in Sheet Metal Work," now running in Hardware and Metal has created deep interest among tinsmiths and metal workers. The series is being closely followed and already many requests have been received for back copies.

It would be well for all who are following the series to keep each issue of the paper on hand. If space does not allow they should at least file the pages devoted to the course. It will be found that in many installments references are made to plates and problems which have previously appeared. In order to follow the course closely then, it will be necessary to have all back issues on hand for reference.

POINTED EDITORIALS.

Keep a record of your stove sales. It will help you with every customer who enters your stove department.

* * *

An American has invented a new stove which, he says, is going to revolutionize heating methods. But most of us will go on using the old style stove just the same.

The annual spring special number of Hardware & Metal will be a record-breaker in every respect this year. Watch for it.

* * *

Now that the conventions are over it remains to be seen how many will profit by the suggestions made at the various meetings.

* * *

Waiters in the Windsor Hotel, Montreal, have gone on strike. They must have heard the agitation that the travelers are waging to abolish the tip.

* * *

Trade in the West is opening up. Industrial life is awakening in all parts from its winter sluggishness, with the impetus given by the near approach of spring.

* * *

Order early is good advice. After so severe a winter, an early spring is highly probable and dealers who neglect getting their requirements placed, may be caught unprepared.

* * *

March came in without showing any near kinship to either lamb or lion. But it doesn't really seem much to matter how March comes in, it's exit is usually stormy and welcome.

* * *

It is necessary to fix an advertising appropriation. Haphazard management in that department may lead to serious results. The dealer should not spend too much; but neither should he spend too little.

* * *

In spring the housewife's fancy lightly turns to vacuum cleaners, mops, brooms, carpet beaters and such like things. The dealer should put a stock of such articles to the front as soon as the weather shows signs of relenting.

* * *

The time is not far off now when the head of the house will eat his meals down town and beat carpets all evening. In other words, housecleaning is near at hand. The hardwareman should prepare for the trade that crops up at this nerve-racking time.

* * *

During the first twenty-four days of February one Montreal paint house did $4,000 more business than during the whole month last year. And there was an extra day in February this year, too.

* * *

The turpentine market has been dull and uninteresting this year when one considers the highly spectacular course of that commodity last winter. No complaints have been heard from the hardware dealers, however.

* * *

The baseball teams have gone south and from now on the sporting pages of the paper will be more interesting. But the training season means more than pleasure to the fans. It means the start of baseball sales to the retail dealers.

* * *

Efficiency is a word which means much. It expresses highest development in any particular work or line. A man who has not worked hard, studied hard, and given of his best thought and a full measure of enthusiasm to his vocation, cannot become efficient. And efficiency is what is demanded in this hustling and efficient age.

Hardware Store Publicity

Chapter 4.--- Appropriation and Space

Some time around the first of the year, the progressive advertiser sits down and figures out how much he is going to spend on advertising and how he is going to spend it. The first is, of course, the primary consideration. The question of an appropriation must be settled before anything else can be done.

It is probably true that not more than one merchant in three fixes a yearly appropriation for advertising. The writer is firmly convinced, however, that it pays to fix the amount to be spent in advance. By taking this course, the dealer avoids the danger of spending more than he can afford and the almost equal danger of not spending as much as he should.

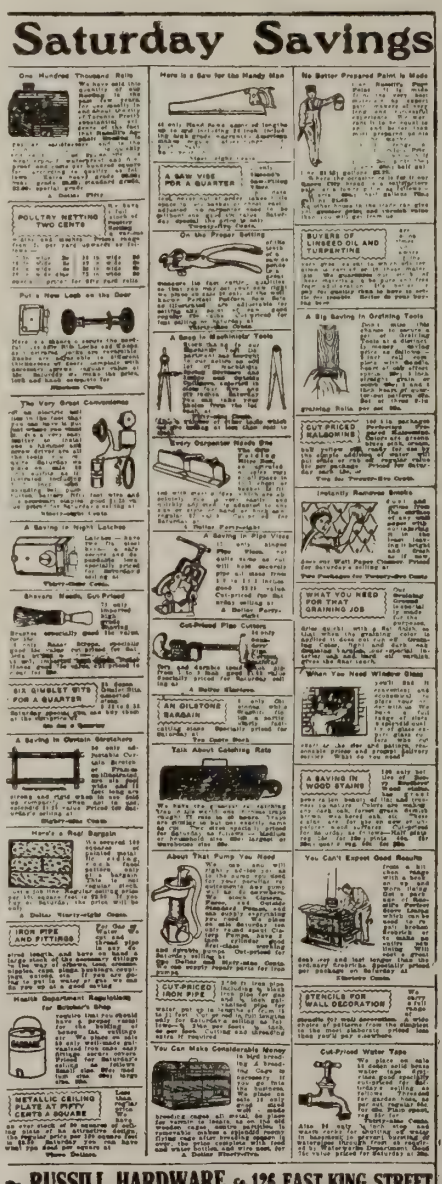
How much should be devoted to advertising? is a question very frequently asked and never answered with complete satisfaction. The truth of the matter is that no rule can be laid down which would fit every case. A chewing gum concern can spend many thousands of dollars a year and find that it pays them. It depends largely on the scope of the business, the extent of the field and the possibilities of expansion. In the retail hardware business, it will depend largely on the size of the yearly turn-over and on general local conditions. It may be possible to fix an amount under which no progressive hardwareman can afford to go and a maximum sum which he cannot, in safety, exceed, but, other than that, no one can lay down a rule which all must follow. Between the minimum and maximum of advertising expense, there is a wide range and every merchant must decide for himself just where he fits in.

One of the most aggressive retail advertisers in the Canadian field is a young hardwareman who has a business with an annual turnover of $40,000. He spends $600 a year on advertising. In other words, he lays out 1½ per cent. of his turnover for advertising purposes. Of that amount, he spends $500 with the local papers and the rest is devoted to calendars at Christmas and a few circulars during certain seasons.

Many dealers doing about the same business do not spend nearly as much as that for advertising. One man with a business in a live city of 20,000 population made the statement to the writer that last year he had spent only about $100 for publicity. "The year before I spent over $400," he explained. "This year I cut it down almost to nothing and my sales have not fallen off one jot."

But the sales had not increased. The city had grown, new factories had located there, other merchants had increased their annual turnover very materially. This merchant had just held his own. He had saved over $300 on advertising, but had lost many thousands, no doubt, in increased business. He had cut his publicity expense below the minimum figure.

Other dealers go to the other extreme. The writer has heard it stated that a merchant should devote 3 per cent. to advertising. The statement was made by a hardwareman whose annual turnover would aggregate $100,000 a year, at least. If this man devoted $3,000 a year to advertising, he was spending too much.



The Russill Hardware Co., Toronto, believe in concentrated advertisement, one-half page ad. on Friday constituting their programme.

In arriving at an average, one must bear in mind that the dealer in a large city must spend more proportionately than the dealer in the small town or village. The country hardwareman uses the weekly paper and the rates he is called upon to pay are low. The city dealer has two or three daily papers to consider and he will probably find it necessary to use them all.

In the opinion of the writer, 1 per cent of the annual turnover is about the average amount that should be set aside for advertising. The country dealer will not use that much in a majority of cases. We have in mind a hardwareman in a place of a few hundred people who, nevertheless, does a yearly business of $35,000. There is a small weekly in that section and the hardwareman in question does not need to spend $350 to secure enough space for adequate publicity—not by a wide margin. On the other hand, some hardware dealers in large cities have to spend more than one per cent.

The Matter of Space.

Having decided how much to spend, it next devolves on the hardwareman to plan how it is to be laid out.

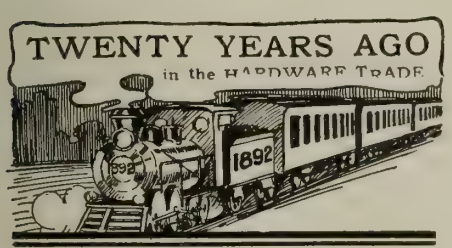
Differences of opinion exist as to the best way of using newspaper space. Some believe that it pays best to contract for certain space in every issue. When the appropriation is small, space contracted for on this basis must necessarily be small. Others do not use space in every issue but "double up" every other day, or perhaps advertise only once or twice a week, using large space then.

The advocates of the regular space system claim that by having their advertisement in the same place day in and day out, they are more certain of reaching every reader. It may be overlooked by a reader one night but it will not be overlooked often. It is always there and it familiarizes the firm name with every reader of that paper.

Dealers who advertise less frequently but take bigger space argue that to tell a story once in a forcible manner that cannot fail to impress, is more effective than to repeat the message continuously but in weaker fashion. There are a great many hardwaremen who are following this policy now, notably the Russill Hardware Co., of Toronto, who advertise only on Fridays, taking half-page space in all the daily papers on that day.

The case is recalled of a Western Ontario stove dealer who had been using a single column five-inch space in the daily papers in the stereotyped way—infrequent changes of copy and scant attention on the part of the printer combining to make the advertisement unattractive and comparatively ineffective. This dealer decided finally to try another method and he accordingly dropped his regular space and started in to advertise once a week in two-column full-page length space. He gave more attention to his copy and saw that it was set up carefully and attractively. And he got better results. There could be no doubt about that. The only unsatisfactory feature about it was that his business became centralized more or less on the days which immediately followed the publication of the advertisement. It is highly probable also that the meagre results obtained in the first instance were due rather to the careless methods pursued than to any fault in the system followed.

Perhaps the best system under all circumstances is to advertise in regular space and enlarge the size of the advertisement when there is anything special on hand. Undoubtedly the use of big space will bring big results but, for a general advertising policy, no business man can afford to overlook the substantial and regular benefits which can be gained only by regular unremitting effort.



The following items are taken from the issue of March 5, 1892:

"On Tuesday last, negotiations that had been long on foot for a consolidation of paint manufacturers, were brought to a conclusion when the Canada Paint Co. formally took over the properties of the houses it bought out. The manufacturers thus merged in the new company are: A. G. Peuchen Co., Toronto; Fergusson, Alexander & Co., Montreal; the William Johnson Co., Montreal."

Editor's Note.—The sequel to this amalgamation came last June when the Canada Paint Co. was merged with the Sherwin-Williams Co., of Canada. It has continued in operation under the old firm name.

"D. McKillop, for the past twelve years manager of the Toronto branch of the McClary Manufacturing Co., has resigned on account of ill health. His place has been taken by A. D. Kennelly, whose connection with the firm is of about as long standing as Mr. McKillop's."

Editor's Note.—Mr. Kennelly is still Toronto Manager and will, it is hoped, see many more years of service with the company.

* * *

"The Massey Harris Co., of Toronto, have just placed with the B. Greening Wire Co., of Hamilton, one of the largest chain orders on record. The order was for fifty thousand feet."

Editor's Note.—The size of this order shows that Canada's industrial development was marked at that time.

Hardware Letter Box

Burnham Water Wheel Co.

Pow & Wilcox, Tillsonburg, Ont.—"Can you give us address of Burnham Water Wheel Co.?"

This firm was located in York, Pa., some years ago.

Window Phane.

W. Wallace, Comber, Ont.—"Who handles Window Phane, for making frosted windows?"

Empire Wall Paper Co., 233 Yonge Street, Toronto.

Liquid Soap Dishes.

Robt. McVittie, Southampton, Ont.—"Who are the manufacturers of Liquid Soap Dishes?"

S. Sternau & Co., 195 Plymouth St., Brooklyn, N.Y.

Fireless Cookers.

Mason & Dale, Bowmanville, Ont.—"Can you give us name of Fireless Cooker manufacturer?" ...

Toledo Cooker Co., Toledo, O.

Campers' Cots.

John Dalton & Son, Fort Erie, Ont.—"Who are the manufacturers of campers' cots, chairs, common tables and chairs, lawn seats, also rubber tennis shoes?"

Campers' Cots—Ideal Bedding Co., Toronto; Ham & Nott, Brantford. Camp chairs—Barnet Manufacturing Co., Renfrew, Ont.; Otterville Mfg. Co., Otterville, Ont. Common tables and chairs—Canada Furniture Co., Woodstock. Lawn seats—Stratford Mfg. Co., Stratford, Ont. Rubber tennis shoes—Canadian Consolidated Rubber Co., Montreal.

By "Mack."

I presume to say that occasionally the most of us are prone to the fault of endeavoring to pursue too many enterprises simultaneously.

From time to time the resolve is taken to finish one matter before taking up another.

But, perhaps, the next day many situations develop which clamor for attention and again the temptation to overstrain is presented, for each item of the lits appears to carry disastrous consequences in its train should it be neglected.

And in the excessively anxious state of the imagination all the rest of these business cares are similarly threatening. Therefore, a beginning is made on something nearest to hand and before long in the zeal for accomplishment, work initiated on the remainder and confusion is difficult to avoid.

Some business men are endowed with enough extra power to carry through the daily routine in this somewhat disorderly manner. Satisfactory returns are even obtained out of seeming confusion. But such men are not of the average level and we cannot use their achievements as good examples for our emulation. Rather, they are interesting in having received from nature a larger amount of vitality than she usually dispenses, by which means they are able to assimilate quantities of work and responsibility without unusual disturbance.

These enviably equipped individuals may even engage in ventures outside of their customary channels and do it successfully. They are like those happy people of whom we say "They can digest or eat anything and thrive," while less fortunate members of the human family find it necessary to discriminate in this respect very strictly. For if we act upon certain theories regarding the benefit of simplicity to our physical welfare it is soon proven that the long course banquet of many complicated dishes gives less pleasure than we anticipated.

Lesson 10--Complete Course in Cardwriting

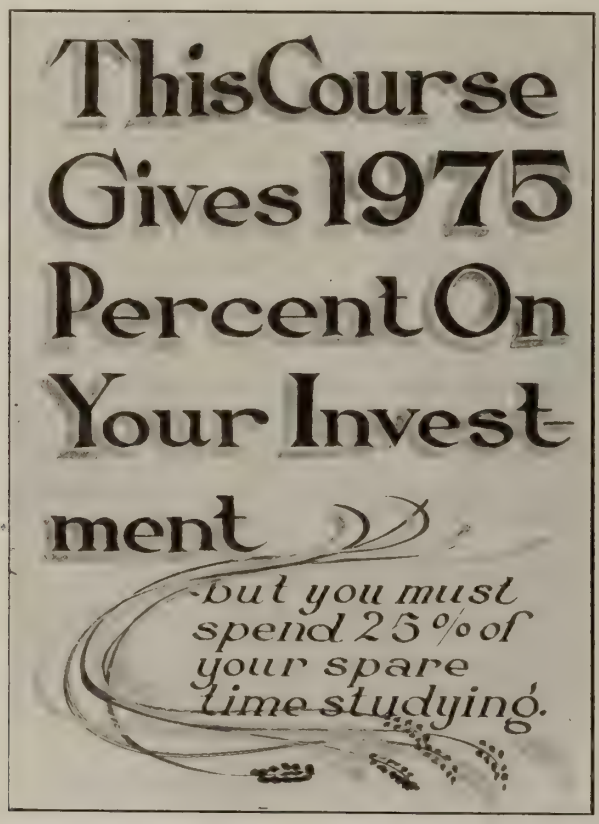
The Last Lesson on Brush Stroke Numerals — Speedy Price Ticket Styles Taught in the Edwards Short Cut System—Important Points to Observe.

(By J. C. Edwards.—Copyright, Canada, 1911.)

The call for the speedily-made price ticket to-day, is an urgent one, and must be heeded. Hundreds of stores all over the country use price tickets when they feel that show cards are too expensive a luxury.

The price ticket is a silent salesman and one needs only to parade to the city stores, the town stores and even the rural merchandising centres to find out to what extent this is true.

The department card is most valuable and varies in size from 1-8 which is 7 inches by 11 inches to the ¼ size (11 x 14 inches). The favorite way of writing the department card, whether it is used with lettering or just a price, is the "landscape" or in other words having the inscription running the long way of the card. This is the reverse to the card illustrated here, which is written in panel style, and will be referred to in the future in this course as such.



Show-card, Showing Applica tion of Brush Stroke Roman.

Price Tickets and How to Write Them.

We will deal exclusively in this lesson with department price tickets and will go into individual ticketing in lessons on pen lettering. The quarter size card is used to the best advantage in departments where large articles are displayed, such as piles of underwear, dress goods, in fact, almost any kind of goods except small articles where a great number of cards are needed, and would hide the display.

The inscription must always be written in the centre of the card with the price the most prominent, where the price is the main feature, but, where the price is only secondary, the name of the goods or whatever other phrasing be used, should be the most pronounced.

The cent mark should follow the price when the price is in cents only and the dollar sign should always precede the price when it represents dollars only. But where the price is in both dollars and cents neither mark is absolutely necessary; though it is advisable to use the dollar mark. Never use a decimal in front of a price such as .35—write it "35c."

In referring to the plate showing the two styles of prices, the straight Roman and the speedy slant Roman, we might draw attention to the slight difference in make-up of the two. You will notice, in the first place, that in the straight style, the spurs are pronounced, whereas in the slant style the absence of spurs is very noticeable. Spurs take time and when they are omitted greater speed is acquired.

The figure one in either case is only different as far as the angle of the stroke is concerned; "2" in the slant Roman has only three strokes while, in the straight, it practically represents four. Two strokes are saved in the "3," three strokes are saved in the "4;" there are three strokes less in "5" in the slant Roman than in the straight. This is quite a saving and enables one to gather more speed, for "5" is a very common figure in every day price tickets.

The "6," as in the "9," means a slight saving in the slant as compared with the straight style of lettering, but the eight, in both cases, is practically the same. The "0," too, has only two strokes in both styles. However, it can readily be seen that the latter style of numeral is planned with the idea to attaining greater speed. The slanting tendency of this lettering, as has been spoken of previously, tends to create speed owing to the natural instinct of the writer to follow the earlier teaching in handwriting.

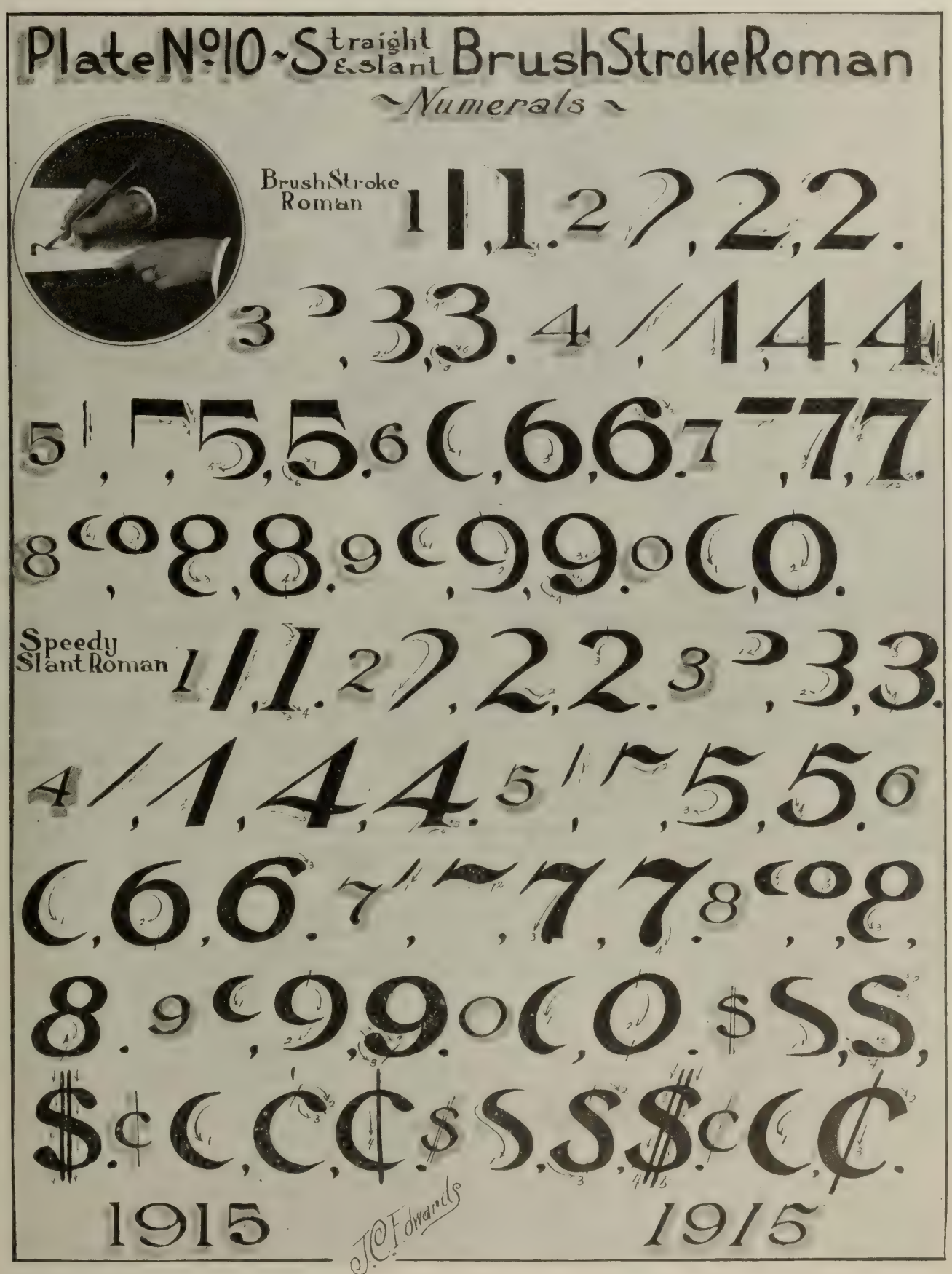
A very important point to be observed in writing cards with a price is this. Never write a card with a slanting price when the lettering above slants; always use the straight price and for any card with lettering at all we advise the use of the straight price only. The slanting style of numeral is adapted more for use on price tickets. This is not a hard and fast rule in cardwriting, but the outcome of years of experience in actual card-writing and one that the author adhered to rigidly in later years. There is strength in contrast, as you will find by experimenting.

The accompanying show card, though rather exaggerated in its statement, shows the use of the capitals anl lower case letters of the Roman and the speedy slant lower case letters along with the straight and slant figures.

The form of decoration is simple and easily executed; crude in fact, but effective. This is made more pronounced in the accompanying card than it would be in an actual card. For the purpose of illustrating, some delicate tint, such as grey, mauve or blue should be used.

Take a small quantity of white paint, mix in a slight quantity of blue (dry, or wet with mucilage), add a touch of red and work up thoroughly. Blue should predominate if purple is desired, but if a pale mauve shade is required, soften with more white. Don't forget that practice and experiment are the great teachers in card writing as in every other line.

Don't be afraid to waste paint; it is cheap. Try to improve on every letter, speed will come later.



Numbers of the speedy slant Roman type, valuable in making price tickets.

Veteran Figures in the Hardware Field

No. 10—J. Roger, Atwood.

Nothing succeeds like success.

The politician who has secured a majority on previous occasions, the writer who has turned out several best sellers, the business man who has worked up the best trade in town; all three can keep on succeeding with less effort than the beginner who has yet to score his initial success. It is equally true, however, that after a reverse, it is almost impossible to again strike the old stride. Success to be complete must be continuous.

There is a moral in this for the merchant. The man who gets out of the **rut,** who does things a little different from the rest, has everything in his favor. If he scores a success with one step, it will be much easier for him to make good everything that he tries thereafter. Nothing ventured, nothing won, is another proverb bearing on the same point. The man who ventures nothing, who pursues his staid old jog trot when the spirit of the times calls for a brisk gallop has little likelihood of ever getting more than the modest share of prosperity that has been his share always. He lacks the inspiration of success.

Periods of industrial depression may come and P.'s of I. D. may go, but J. Roger, of Atwood, goes on building up his uninterrupted series of business increases just the same.

Which brings us to J. Roger, of Atwood, Ont. Mr. Roger's experience in the hardware business is ample proof of the saying that "nothing succeeds like success." It is just twenty-five years ago this month since he started in business and he has had an increase every year. Periods of industrial depression may come and P.'s of I.D. may go. but J. Roger of Atwood goes on building up his uninterrupted series of business increases just the same. His success has been continuous and ample.

Mr. Roger's success has been due to the steady application of sound business principles and to his ability to keep up with the times. He has benefited from his success each year by applying the lessons that he has learned to the conduct of his business the following year. The impetus of the steady growth of his business has undoubtedly helped to keep him going and has spurred him on to renewed efforts and continued watchfulness. Mr. Roger has always been cognizant of the fact that the hardware trade is growing and he has striven to grow with it.

If a further lapse into a moralizing strain be permissible, we desire to say at this juncture that the hardware trade is the greatest grower on record. It grows over night. That day is counted lost whose low descending sun (as per quotation) sees not some new line on the market, or some new idea developed along trade lines. One can't run a 1912 hardware business on the accepted lines of 1902; that is, one can't if one covets success. The hardware merchant has to develop continually, if he desires to keep up with the trade.

Mr. Roger was born near St. Mary's, Ont. He entered the hardware business when a young man and in the year 1887 we find him starting in business at Atwood in partnership with R. Brooks, under the firm name of R. Brooks & Co. Four years later, he bought his partner out and has since run the business himself. He is acknowledged by all to be a good hardwareman, with a keen insight into trade problems.

Eight years ago, he decided to enlarge the scope of his business and added a furniture and undertaking department. This undertaking (a pun but quite unintentional), proved so successful that he has kept it on since and has a perfect average in yearly increases there also. He has found that, in a small town, these lines work together nicely.

Mr. Roger is not a veteran in point of years, even if he has been a quarter of a century in the trade. He is still in the prime of life and will, we trust, continue to achieve an increase every year for twenty-five more.

There is one respect in which he is a veteran. He has been a continuous subscriber to Hardware and Metal for 18 years. During that time he has read it regularly and has benefited by the advice and information which his weekly visitor has brought him.

Mr. Roger believes in taking part in public affairs. He is an active member of the Atwood Board of Trade and also serves in the capacity of treasurer of the public library.

HOW TO PHOTOGRAPH A WINDOW

Get two poles, each a little longer than the height of the window. Then cut strips of black cloth a little longer than the window is wide (lining cambric or calico will do), sew together and tack upon the poles. Now you have a large, black screen to cut off all reflection from across the street. Cut a hole in the cloth for the camera, get two boys to hold the screen and you are ready to take the photograph.

Best results in day-time photography are obtained in the early morning of a clear day or at the time when the window receives the greatest amount of light. Pictures of strongly illuminated windows may be taken at night by the use of an explosive or flash. In this case the film or plate should receive an exposure of from ten to twenty-five minutes to bring out the greatest amount of detail.

Have all lights in the windows well shaded and as high up and near the pane as possible. This will bring out the contrast between shadow and high light, making your picture many times more effective.—Exchange.

BANQUET TO W. T. COX.

Montreal.— A complimentary dinner was tendered Wilfred T. Cox, recently, the occasion being his departure to assume the duties of manager of A. C. Leslie & Co.'s new branch at Winnipeg. T. H. Jordan, vice-president, presided in the absence from the city of President W. S. Leslie. After the toast of the King had been honored, E. H. Copland with a few well chosen words presented Mr. Cox with a gold watch on behalf of the officers and staff. Mr. Cox left by the Imperial Limited, and was given a hearty send off. He is followed by the good wishes of a host of friends in the hardware trade here.

Getting Ready for Housecleaning Trade

Hardwaremen Should Begin the Campaign Early—Stocks Should be Ordered Well in advance—Some of the Goods to be Featured—A Vacuum Cleaner demonstration Will be Found Useful—Look After the Paint Trade.

Housecleaning time will soon be here. The housewife starts to work just as soon as the weather permits. As the weather prophets are predicting an early spring, the chances are that the annual household upheaval will begin early this year.

The hardwareman probably suffers at home during housecleaning time the same as other men. He has to accustom himself to eating off the kitchen table, dodging pieces of wet soap on dark stairways, beating carpets and moving pianos. But unlike other men, he has very substantial consolations for the discomforts that housecleaning entails.

Other men have to buy the implements used in the warfare against dust and germs; the hardwareman sells them. He can afford, therefore, to regard the approach of this season with equanimity, even with satisfaction.

Most of the goods which come under this category sell more or less regularly the whole year around. The demand is heavier in early spring than at any other season, however, and the dealer who goes after business in a thorough and aggressive manner can make the trade both large and profitable. The time to start the campaign is now. While an active demand will not start until the weather shows convincing proofs that spring is at hand, it is not too early to begin featuring the goods. Prominence to these lines now will result in bigger sales when the demand starts. At any rate, the dealer should see to it that he is stocked up and in a position to handle the trade when it comes.

The Lines to Feature.

There is a large variety of goods which can be featured for the housecleaning trade. Brooms, brushes, mops, pails, carpet stretchers and beaters, hammers, screw drivers, tack pullers, nails, tacks and so on ad infinitum, are found necessary in every household when the spring rejuvenation starts.

A good scheme was tried out by a dealer last spring with satisfactory results. One side of his store at the front he turned into a housecleaning department. A table was used for the smaller articles and the other lines were shown to best advantage. Over this section of the store, a large sign was suspended:

YOU WILL HOUSECLEAN SOON. WHAT DO YOU NEED?

The dealer found that every woman who entered the store displayed an instant interest in this exhibit. They looked over the goods and, with very few exxceptions, made a few purchases. He sold more brooms in one month than he had done in any previous three months. Most of the sales too, were of a particularly good quality of broom.

As a special attraction, he held a vacuum cleaner demonstration. The vacuum cleaner was a novelty in that town and he had a constant succession of visitors to see the new device. He sold a number of cleaners, rented more and succeeded in selling a great amount of other goods to people who called in for the sole purpose of seeing the vacuum cleaners. So the demonstration was a big success.

A Window Display Soon.

Undoubtedly, a great deal can be done by arranging a window display of housecleaning lines. Many people will notice it who would not have entered the store otherwise but who may be induced thereby to step in. This should be done very shortly. A display now to call attention to the fact that the hardware store carries the goods and one later on when the housecleaning season starts, would serve to give effective publicity.

Feature Polishes.

There is so much work incidental to housecleaning that the trade possibilities are wide. For instance, old stoves must be polished, and there will be, as a result, a big demand for stove polishes. Gloves are needed for use in applying the polish. Silverware, cutlery and brass goods, must also be brightened up and this creates a demand for the polishes used for that purpose.

A good method for use in featuring these lines is to place some article in the window, say a tea kettle, half of which has been brightly polished and the other half left in a dull and stained condition. The contrast will serve to show the splendid results which can be obtained. A dealer who followed out this idea last fall, placing the kettle on the top of a pyramidical formation of packages and tins containing polish of various kinds, sold a surprising amount and has been getting repeat orders ever since.

Push Vacuum Cleaners.

A strong effort should be made to get the public interested in vacuum cleaners. A complete change of house-cleaning methods is being brought about by the introduction of vacuum cleaners and the hardwareman who does not handle them will find that he is missing a splendid opportunity for profitable trade.

As the cleaner is still a comparatively new device, although coming into public notice with singular rapidity, the best method to be pursued in featuring it is to hold a demonstration. Most people have a skeptical vein and, while they may have heard of the wonders that the vacuum cleaner can perform in causing dust and dirt to vanish, they want to see it done themselves. Seeing is believing. It devolves on the dealer, therefore, to bring conviction through the medium of an actual demonstration.

As noted above, there are other advantages involved in the demonstration scheme. People drop in to witness it and they buy other goods before leaving.

Renting Vacuum Cleaners.

The question of the advisability of renting will arise. It has already been discussed in Hardware and Metal, but a further reference will be in order. The renting of machines undoubtedly helps to introduce the cleaner in sections where it is an unknown quantity. People rent a machine once and, finding how valuable it is, buy one. This happens sometimes. There is the danger, however, that they will continue renting at infrequent intervals instead of purchasing, as they might have done had the other way not been possible.

Renting should be done cautiously and should be used as far as possible as a means of effecting sales.

The Paint Question.

The possibilities of paint in connection with housecleaning should not be lost sight of. There is a great opportunity presented for sales of interior paints, varnishes and stains. Every home needs a certain amount of "touching up" in the spring. The steady winter wear has left its mark on floors and woodwork. Furniture has become scratched and dull. The proper time to look after this sort of work is when the carpets and rugs are up, the curtains down and the furniture out.

The dealer should see to it that interior paint lines are made a very active feature of his spring campaign.

Complete Course in Sheet Metal Work

By L. W. KOSER---Number 4

Place the T-square parallel to the line N-M and bring it successively against each number on the profile, and make a mark on the corresponding measurement line.

A line traced through these marks will give the pattern.

It will be noticed that at the bottom of the pattern we have shown a flange, that does not appear on the profile; this is for folding over to strengthen the bottom of the finial base. Try and set the work as near as possible to that shown on the plates.

Plate 6 gives a few problems which are done the same as Figures 7 and 8, Problem 2.

Fig. 1 is an ordinary OG eavetrough, and Fig. 2 is its inside and outside mitres. Fig. 3 is a half-round eavetrough and Fig. 4 is its inside and outside mitres.

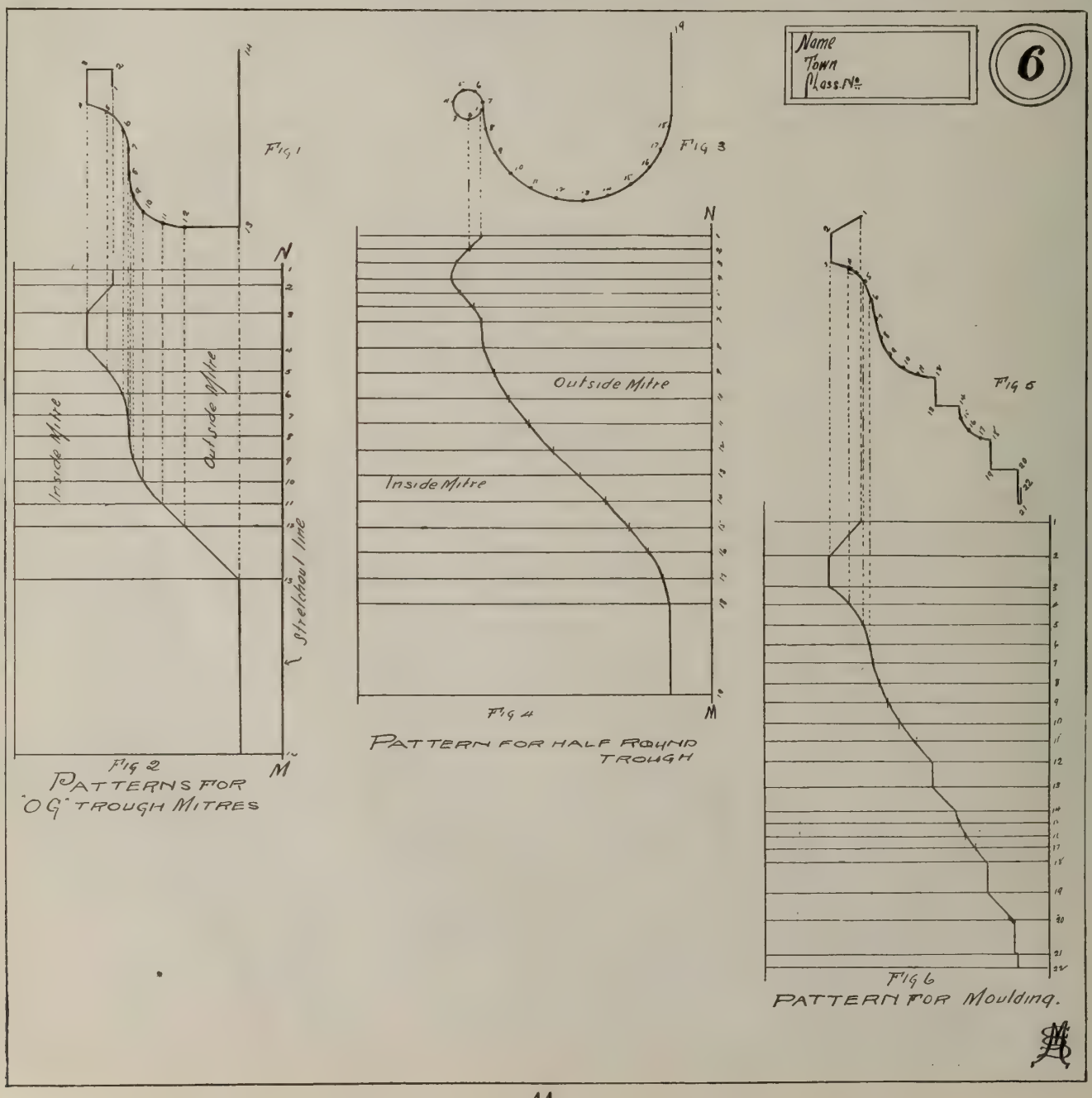
KEEP COURSE ON FILE.

For the benefit of all who are following Mr. Koser's course in sheet metal work, we have a suggestion to make. Tear out the pages devoted to the course and keep them on file. It will be found that references will be made to figures shown on plates used earlier in the series and it will be possible to follow the instructions more carefully if all plates are on hand for ready reference.

The metal worker will soon learn to drop the points on the profile to the measurement lines on the stretchout without using the dotted lines. Merely place the edge of the T-square against the different numbers on the profile and make a mark on the measurement lines directly below which have the same number, then a line traced through these marks gives the pattern.

Plate No. 7 shows the method of developing the pattern for any style of square ornament.

In problem 1, Fig. 1 is the elevation of a finial base and Fig. 2 is the pattern of



one side, the other three sides of course being the same.

In problem 2, Fig. 2 is the elevation of a small finial and Fig. 4 the pattern of one of its sides.

The method of developing a pattern for a square ornament is practically the same as getting a square mitre.

The elevation or profile of the object is first drawn, as Figures 1 and 3.

The curved parts are divided into any number of equal spaces; the spaces on the different curves do not, however, have to be the same distance apart. In fact, they could not very well be so; the width of the space depends almost solely on the sharpness of the curve. For instance, where the curve is small, it is necessary to divide it into smaller spaces so that the distance from one space to another is as near a straight line as it is possible to get it. On the other hand, if the curve is large the spaces can be fairly wide apart.

Now take Fig. 1. Begin at the top and number this 1, and where the first bend occurs, number it 2; divide the curve into any number of equal spaces and number each; divide the large curve into any number of equal spaces and number each. The next number occurs where the next bend comes.

Then comes another curve which is divided into equal spaces and numbered. Continue on to the end of the pattern, placing a number wherever a bend occurs in the profile.

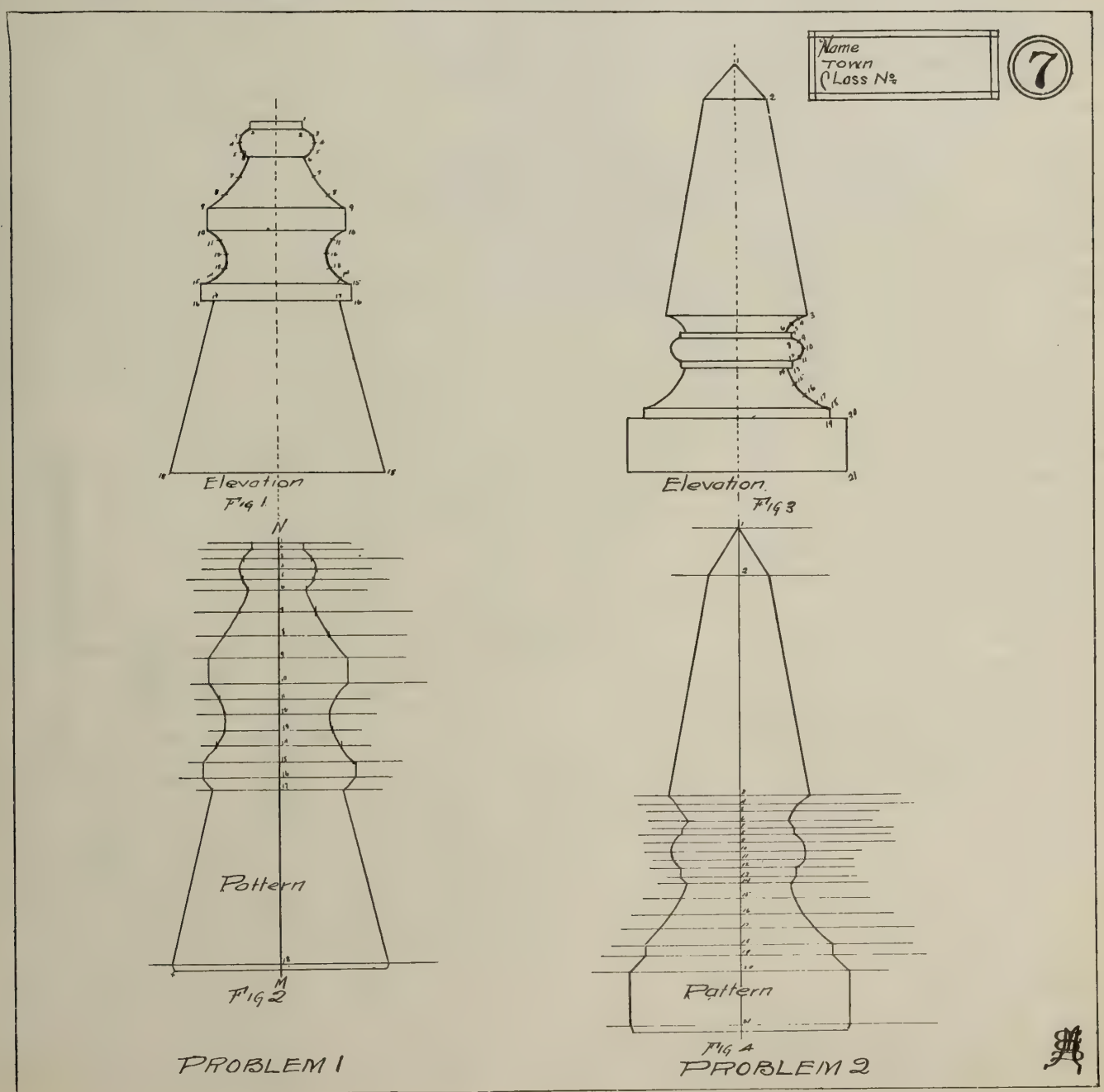
Lay off the line N-M and transfer the stretchout of the profile to this line, and draw the usual measurement lines through each number; in this case, the measurement lines are drawn about equal distance on either side of N-M.

ON CASH BASIS.

Camrose, Alta.—Storey's hardware store has been put on a strictly cash basis. This decision has been advertised, together with the announcement that there will be "one price to all and that price the lowest."

With the change in policy, they have adopted the slogan, "The store that saves you money," and are using it in all their advertising matter.

The firm also announce that they have added a line of crockery to their hardware stock.



Progressive Hardware Retailing

Merchants Are Beginning to Feature Spring Lines—This is Tool Time—Advertising Tools for Housecleaning Purposes—A Method of Preventing the Frosting of Windows.

THIS IS TOOL TIME.

Early spring sees a rapid and noticeable improvement in industrial conditions. There is a result, a larger demand for tools and mechanics' supplies generally. The present is a splendid time to push the sale of tools.

There is pretty general recognition of this fact and tool displays are budding forth, if such a term be permissible in hardware windows in great numbers. Tool advertising is also appearing and hardwaremen state that the sale of tools has been heavy. And it has only nicely begun.

The firm of Johnson Bros., Boissevan, have been conducting a vigorous campaign along this line. They have been advertising the fact that they have a $500 stock of tools on hand, which they intend to dispose of. If their methods can be accepted as an indication of the probable results, Johnson Bros. have disposed of that stock by this time.

SPRING CAMPAIGN STARTED.

Hardwaremen are already beginning to feature spring lines. Many dealers have already begun their campaign, among them being the following:

Caledonia, Ontario.—B. E. French, hardwareman, is advertising coiled spring wire, announcing the near arrival of the first car lot. He is also advertising axes, cross-cut saws, leather mitts and other seasonable goods.

Dundalk, Ont.—Russell Bros. are starting in after the sugaring trade. "Sap's runnin' " will soon be the signal and this will mean a demand for sap buckets, kettles and similar goods. Russell Bros. are anticipating the demand by advertising them under the caption, "Preparing for Spring." They are also advising for purchase of harness and harness parts before the spring rush starts.

Shelburne, Ont.—R. A. Jelly is already pushing a vigorous builders' hardware campaign. He has his full stock in and states that it is the best he has ever shown.

Carleton Place, Ontario.—Muirhead's hardware are out after trade in varnish stains. The near approach of the housecleaning season makes a good demand for stains a surety in the near future. Muirhead's are running attractive advertisements.

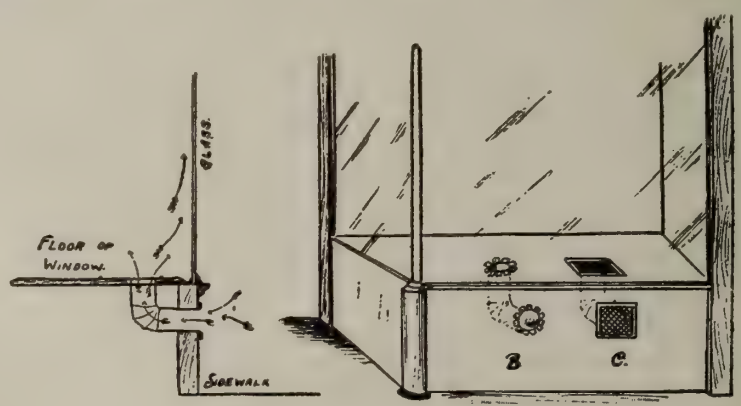
Dundalk, Ont.—In order to make room for spring goods, McDowell and Russell are making a clean-up on winter lines. They are offering special bargains in such goods as winter and driving mitts and heating stoves.

CLEARING OUT STOCK.

Melfort, Sask.—A "Monster Clearing Sale," is being held by Geo. B. Jamieson. It is his intention to enlarge and remodel his store and finds it necessary therefore. to reduce his stock considerably. He is making a special effort to dispose of his present stock of ranges and heaters and is offering a substantial discount.

TO STOP FROSTING.

It may be a little late to speak of methods of preventing the frosting of windows. Practical information must always be valuable, however. The Hardware Trade gives the following solution for the frosting problem:



Stop the frost with a stovepipe elbow. The accompanying illustration shows how.

To begin with, it is essential that you have an enclosed background—enclosed clear up to the ceiling with window glass. If you won't do this and still are determined to have frostless windows you had better move to Florida or California at once, for the frost will form whenever it is cold enough. All the stovepipe elbows in town—even all the "elbow grease"—could not make it any different.

The whole thing should cost less than $1.50. Have the carpenter cut a hole under the glass from the outside and a corresponding one near the glass on the inside. Put in the elbow, and the thing is done. No more frosted windows—if your background is enclosed.

Figure "A" in the illustration shows the simple principle of the ventilator—the admission of cold air from the outside to make the temperature the same on both sides of the glass. The enclosed background will prevent condensation and so there will be nothing on the window to freeze.

Figure "B" shows how the ends of the stove pipe should be cut into 1-inch slits, then folded back and tacked down on to the woodwork to hold it permanently in place. Both ends should be covered with fine wire screen to keep out the dust, insects, and the like.

Figure "C" shows the completed ventilator in position.

The opening in the window may be covered with canton flannel. This should admit air enough to keep the frost away. If it doesn't, cut a hole in it. If crepe paper covers the floor a hole should be cut in it.

One of these ventilators is sufficient for the ordinary window.

If you prefer to have the opening smaller, get the tinner to make you a couple of small elbows. It will take two if you have them smaller.

The enclosed background is valuable in other ways than helping keep out the frost. It also keeps out the dust that is continually forming in the store, and thus protects the goods on display.

Current News of Hardware Trade

Weekly Half-Holiday.

Kelowna, B.C.—The merchants of Kelowna have agreed to close their stores at 12.30 p.m. every Thursday, except in any week where a holiday occurs. The holidays start April 4.

May Locate in Lindsay.

Lindsay, Ont.—It is announced that the Industrial Commission have negotiations under way for the establishment of a steel rolling plant here. It is backed by American capital.

Remodeling Store.

Preston, Ont.—Bernhardt & Gies are having their store remodelled. When completed, it will be one of the finest hardware stores in this part of the country.

Bird's Store Burglarized.

Tofield, Alta.—R. O. Bird's hardware store was broken into a few nights ago. The till was broken open and a small amount of change taken. Entrance was effected by breaking the glass of the front door.

Pleased With Conditions.

Montreal.—Walter R. Cottingham, president of the Sherwin-Williams Paint Company, was in the city this week discussing business matters with C. C. Ballantyne, Vice-President of the Canadian Company. Mr. Cottingham commented upon the fine condition of affairs in the Dominion. In the States, he says, business lacks snap at the present time, owing to the political unrest.

Major Parsons Dead.

Shelbourne, Ont.—Major William Parsons, formerly a prominent Orangeville business man, died in Georgetown in his 71st year. Deceased ran a large hardware business on South Broadway some years ago. He was prominent in military affairs and was commanding officer of Orangeville Company of the 36th Regiment in the stirring times of the Fenian Raid. Mr. Parsons left here, going to Toronto where he was in the real estate business until about three years ago, when he retired from business, moving to Georgetown.

Entertaining Champions.

Toronto, Ont.—On Wednesday the employes of George Mathewson, hardware dealer, 734 Queen street east, were entertained at the home of Mr. Mathewson, 45 Hogarth avenue. Thirty-six employes of the firm spent an enjoyable evening, consisting of progressive euchre, and supper. The tables were tastefully decorated in red and grey, the colors of the Mathewson hockey team, who have won the championship of the Riverdale Manufacturers Hockey League, the prizes being won by E. Brown, B. Langston, L. Cole, M. Bronstein.

The St. John Dinner.

St. John, N.B.—The banquet held by the St. John Hardware Merchants' and Manufacturers' Association was such a successful event that it will undoubtedly be repeated in years to come. A report of the banquet has already appeared in

Menu card used at St. John Hardware Banquet.

Hardware and Metal but the menu cards used were quite worthy of special mention. The menu was printed on aluminum outlined to resemble an axe, and thus making a decidedly appropriate souvenir of the occasion.

Business Changes.

Stratford, Ontario.—D. Brickman & Co., hardware dealers and plumbers, have been succeeded by Brickman & Kennedy.

Yorkton, Sask.—Charles Beck has succeeded W. W. Badgly, hardware dealer.

Swan River, Man.—A. L. Ashdown, dealer in hardware, is reported to have sold out to G. Zimmerman.

Roche Percee, Sask.—A hardware store is being opened here by Arthur Whiddon.

Saskatoon, Sask.—The Saskatoon Heating Co. have started in business.

Borden, Sask.—A hardware and harness business has been started by A. Wensley.

Sutherland, Sask.—A hardware store has been opened here by Fleming Bros. who also have a store at Lanigan.

Halkirk, Alta.—Michael & Milne have opened a hardware store here.

Armstrong, Alta.—H. B. Morley, of the H. B. Morley Co., hardware dealers, has disposed of his interest to Geo. Smith.

Acton, Ont.—Jas. Symon, who recently bought the hardware business of R. F. Johnstone, has taken possession. Mr. Symon's father, the late Charles Symon, was in business here for many years, and sold out to Christie & Henderson, about forty years ago.

Picton, Ont.—Percy Bentley, for some years with J. Moxon & Son, has gone to Millbrook, where he has secured a hardware business of his own.

Simcoe, Ont.—Schaefer Bros., of New Hamburg, have purchased the hardware business of J. D. Murdock of this place.

Melville, Sask.—The hardware firm of Motter & Argue have been succeeded by E. J. Motter.

Rumsey, Alta.—Heddon & Backus, hardware merchants, have dissolved partnership.

Arkona, Ont.—Fuller Bros., general dealers, have sold their hardware department.

Fire Losses.

Herbert, Sask.—Fire damaged the lumber yard and hardware store of H. N. Klassen, in addition to other stores, all the buildings being practically destroyed. The total damage was estimated at $50,000, with about 75 per cent. covered by insurance. H. N. Klassen's loss was $15,000 with $5,000 insurance.

Kenora, Ont.—A bad fire broke out in the Pope block on Second street at 11 o'clock and before the fire was put out considerable damage had been done to the stocks of Robson & Peterson, hardware merchants, and C. G. Linde, photographer. When the brigade arrived on the scene things looked bad for a while. However, with two streams playing on the blaze it was soon subdued, and the building and considerable portion of the Robson & Peterson stock saved. Considerable damage was done to the building. The loss will be: Building, $500; hardware stock, $1,500; photograph gallery, $1,500. All parties carried insurance.

Wingham, Ont.—The business section suffered one of the heaviest fire losses in years in the burning of the Beaver Block. The total loss is placed somewhere in the neighborhood of $75,000. Schmidt's hardware store was totally destroyed. The loss is fixed at $8,000 with insurance of $3,000.

Who Should Get Benefit of a Good Buy ?

R. H. Blackmore, of St. Thomas, Brought Forward an Interesting Subject—Some, Indeed, the Majority, Believe That the Man Getting the Good Price is Entitled to the Extra Profit—A Few Think the Dealer Will Profit Most by Giving His Customers the Benefit.

Several hardwaremen were sitting at dinner in an hotel, when R. H. Blackmore, of St. Thomas, asked this question: "Supposing," he said, "a dealer got an opportunity to buy a certain line at a particularly good market, who should get the benefit of that?"

There was a moment's silence, and then one of those listening answered, "Why the buyer should get the benefit, of course."

"That is the way I looked at it," replied Mr. Blackmore, "but it seems the question appeals to others differently." Then Mr. Blackmore explained the particular case he had in mind.

Story of a Good Buy.

"Some time ago," he said, "another dealer and I got an opportunity to buy scissors at a remarkably low figure. We took quite a number. I did not see the man who had bought with me until I went to the Guelph convention. There he came up to me and asked: 'How did you make out with the scissors?' 'Fine,' I replied. 'So did I,' he remarked.

"Then the dealer said to me: 'By the way, at what price did you sell those scissors?'

" 'Why,' I replied, 'I sold them at the regular price.' I saw this remark surprised him, and in a moment I found that this man had merely added his usual percentage of profit to the buying price of those scissors. He had given his customers the benefit of his good purchase. All the extra profit he secured was by reason of the rapid sale which the good price brought, and at that he had not disposed of the scissors any more rapidly than had I."

Following Mr. Blackmore's explanation of this dual proceeding there started a general discussion. It would be useless to quote all the remarks made, but the ideas expressed will be worth noting.

Men of Both Opinions.

In the first place, let it be stated that the man who sold the scissors at his regular percentage advance was not without champions. Some thought he would in this way secure the patronage of many who before had not visited his store. Moreover, they argued, he would be getting a fair profit—a profit, which, were it secured on all lines, would make his year's earnings entirely satisfactory.

Here a remark was made on the other side. Would the earnings on all other lines be the same? The likelihood was that they would not. Every dealer knows that there are certain goods which he handles at little or no profit. Therefore, to keep the average right he must make largely out of other lines. He must seize an opportunity to make an extra profit when it offers.

Would Permanent Trade Result?

There was also some doubt expressed regarding the likelihood of permanent trade being drawn to a store by a special cut price sale of scissors. A special sale would be a good thing, but by putting the prices too low the future demand for scissors would be spoiled. The dealer, having bought at a particularly good market, would be able to sell at the low figure for the once—but he would have to put the price up again after his supply became exhausted.

"There's the trouble," said one retailer. "The people will think that you were getting a good profit upon those scissors that you were selling at a low figure. When you raise the price they will get the idea that they are being victimized. They do not understand the difference in the buying price. I think that special sale of scissors would tend to destroy the future sales."

Question of Special Sales.

"Cutting prices," stated one man who had listened to this story of the shears, "may bring good results if it is kept up—if a special sale is run to-day and another one next week—but a dealer is not going to get the opportunity to buy at a particularly advantageous market every few days. For that reason I cannot see that the merchant who sold those scissors at his regular percentage of profit was wise. Undoubtedly special sales are good, but it is better if there is some reason for these. At the end of a season people expect goods to go for cost or very near it. They are not surprised, therefore, when they have to buy similar goods at a higher price. But if an article sells at a low figure one week, and at a higher one immediately after—without any particular reason for the advance, or no reason which the buyer can well understand, the result in all likelihood will be a falling off in the demand for the goods."

Catalogues and Booklets

Handsome Hanger.

The Marlin Firearms Co., New Haven, Conn., have sent out a very handsome hanger. It shows a hunter behind a large boulder "stalking" a herd of deer in the distance. The artist's work has been very well done.

Pipe Threading Machines.

The Armstrong Manufacturing Co., Bridgeport, Conn., have issued a catalogue illustrating their complete line of pipe threading machines and parts. It is very fully illustrated, each machine being described in detail.

Brantford Roofing.

The Brantford Roofing Co., Brantford, Ont., have issued a very complete catalogue showing their many lines and brands of roofing. It contains, in addition, pictures to illustrate how the roofing should be laid and a large number of views of buildings where their roofing has been used. It is printed on coated paper, with an attractively embossed cover.

Lawn Mowers.

The Taylor-Forbes Co., Guelph, have issued their 1912 lawn mower catalogue. It is printed on coated paper and has an attractive three-color cover, which depicts a T-F lawn mower being run across the globe, with the words "Our field is the World."

The catalogue contains a description of each lawn mower made and, in addition, a concise description of all the parts.

Hand-made Tinware.

Soren Bros., Toronto, have issued their 1912 catalogue, showing the many lines of hand-made household goods manufactured by them. The list includes wash boilers of all sizes and shapes, tin dish pans, story cake tins, sink corners, tea kettles, steamers, covered pails, steamers and boilers, camp kettles, dairy pails, strainer pails, cream pails, lunch boxes, fry pans, dripping pans, chamber pails, gravy strainers, greaters, soup strainers, pie plates, bread pans, dust pans, stove shovels, cake turners, biscuit cutters, sieves, simplex roasters, cuspidors, pudding pans, garbage cans, coal hods, sprinkling pots, foot baths, buckets, wash tubs and stovepipes.

Here is REAL Selling Co-operation

The Power Behind the Can

Jap-a-lac Quality
Jap-a-lac Advertising

New and broader plans to help you, Mr. Dealer. Greater enthusiasm—more ginger—more genuine selling vim in the Jap-a-lac advertising campaign for 1912. That's the program.

The name Jap-a-lac is already a household word, and we are now using an educative campaign on the countless different uses of Jap-a-lac.

Did you ever stop to think that the constant year after year policy of our national advertising is a promissory note to your customers of the quality of Jap-a-lac?

(OVER)

Our Jap-a-lac Publicity will reach every home in Canada

Jap-a-lac has been advertised from the start, widely advertised. It has made its claims and made good on them.

Jap-a-lac stands by the dealer to-day—does this creative work for him—sends him buyers already convinced—good business because it is repeat business.

Ponder this over, Mr. Dealer. Isn't it worth while for you to co-operate in a campaign, the sole object of which is to make *more sales for you?*

A Better Deal on Jap-a-lac

Another thing, Mr. Dealer, we are able to deal with you this year even more liberally than in the past. Our list price is lower and our dealer's profit is larger than ever before. It will pay you to sell Jap-a-lac—not only in the prestige and good business you will build—but on immediate sales.

Lower Prices to the Consumer

New Prices on Jap-a-lac

(FULL IMPERIAL MEASURE)

	List Prices		List Prices
One-half Gallon Can	$1.75	No. 1 Gold	$ .25
Quarts	.90	No. 1 Aluminum	.15
Pints	.50	No. 2 Gold	.45
1/2 Pints	.30	No. 2 Aluminum	.25
1/4 Pints	.18	Model Floor Set	2.75

We are now offering Jap-a-lac for the first time in a special size which retails at 10c. each.

The Glidden Varnish Company
Toronto, Ontario

Gentlemen:
Please send us full particulars regarding your new Glidden proposition to retail Hardwaremen.

Name.....

Address.....

The Glidden Varnish Company

Factories:—Toronto, Canada **Cleveland, Ohio**

GLIDDEN'S Green Label Varnish Proposition to the Dealer Challenges Comparison

Why should you deal with Glidden? There's just one answer, Mr. Merchant, the quality of the goods and the profit to you.

The Glidden discount is so much more generous than the discounts offered by other varnish houses that not to handle this line means loss of money to you. In our advertising to the painters we challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M. P. Durable Exterior or any interior varnish equal to Glidden's M. P. Durable Interior or any floor varnish equal to Glidden's M. P. Durable Floor.

We give this Challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, Building Management, National Builder, Etc.

This is the sort of challenge that shows **faith** in the **quality** of our goods and the Painter knows it.

Write for our new and most generous proposition to the trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar and specialties.

Glidden's Waterproof Flat Finish

Is a line of Washable Waterproof Flat Oil Coating to decorate interior plaster and metal surfaces, it is made in twelve colors and white, applied with a brush same as paint, produces the most beautiful and durable finish in the world. Flows out smooth and free under the brush, is specified and used by the Largest Architects and Master Painters. We are constantly advertising to, and personally calling upon, the Architects and Master Painters, demonstrating and convincing them of the superior quality of our finishes. This cannot **help but** increase the demand for these materials which must mean dollars for you. **Fill in Coupon on page 50.**

THE GLIDDEN VARNISH COMPANY

TORONTO CANADA

Glidden ENDURANCE WOOD STAINS

These wood stains mark a distinct achievement. They are superior in every way to any other wood stains that have ever been placed on the market. They are *better* than water stains, *better* than oil stains and *better* than spirit stains. They are absolutely *new, unique* and *original.* We are advertising them fearlessly—far and wide—as the finest wood stains in the world. On this page we reproduce, as closely as possible, the appearance of these stains, but no reproduction can possibly do justice to their richness and softness of tone, nor their wonderful wearing properties.

The demand for Glidden's Endurance Wood Stains grows greater every day and letters keep pouring in constantly complimenting us on their remarkable beauty and durability and on the fact that they do not raise the grain of any wood and that they do no injure the finest varnishes. But the point of special interest to you as a merchant is that our special offer on Glidden's Endurance Wood Stains makes it literally possible for you *to grow two profits where one grew before.*

If you don't take advantage of this proposition, you are overlooking the best offer that has ever been put before you.

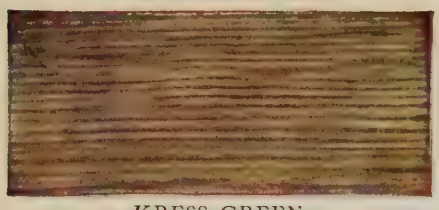
Fill in the coupon on page 50 and full information will be sent you.

COLOR CARD

LIGHT GOLDEN OAK

DARK GOLDEN OAK

WEATHERED OAK



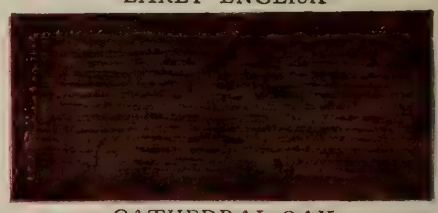
KRESS GREEN

FUMED OAK

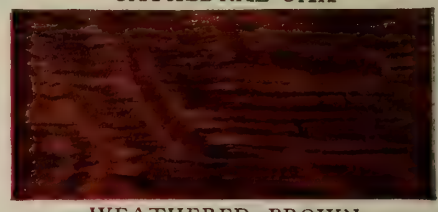
MISSION OAK

COLOR CARD

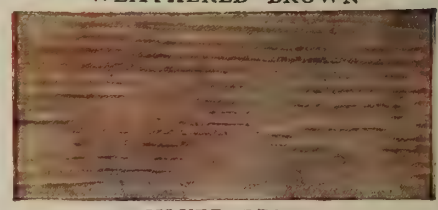
EARLY ENGLISH



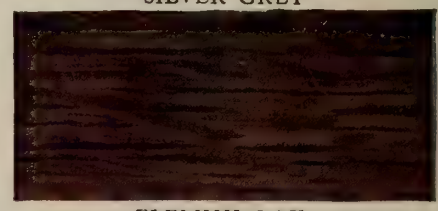
CATHEDRAL OAK



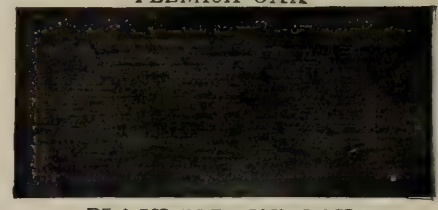
WEATHERED BROWN



SILVER GREY



FLEMISH OAK



BLACK FLEMISH OAK

Weekly Western Market Report

Ideal Weather is Now Prevailing, and Business, as a Result, Has Become Very Heavy—An Earlier Spring is Anticipated, and Heavy Orders are Being Placed—A Change Anticipated in Rope Quotations—Shortage Feared in Tin Plates.

Winnipeg, March 7.—With the ideal weather conditions that have been prevailing throughout the west during the last two weeks nothing but an increase in trade could possibly result. The tone of the trade throughout the entire west not only in hardware lines, but in practically all lines, is directly affected by climatic conditions. It has been the experience of wholesalers and jobbers in all lines that if weather conditions are satisfactory they can depend on large orders, not only in the spring, but in the fall. This is, of course, due to the fact that all trades depend upon the agricultural industry for their maintenance, and, consequently, the feeling of the farmer is reflected in all lines. Indications at the present time point to an early spring, which in addition to the fact that there is enough moisture in the ground to mature this season's crop has a pleasing effect upon those engaged in agricultural pursuits. The result is that the trade this year is far in advance of what it was at this time last year, and we might sum up the situation by the expression of one large wholesaler this morning: "We are so busy that we don't know what to do."

Spring Rush at Height.

With conditions existing as stated in the above paragraph, there is little need to ask the question why great confidence prevails at the present time. The spring rush is at its height, and all spring lines such as builders' hardware, harvest tools, nails, rope, galvanized iron and all general hardware are moving out in large quantities. Two orders of fifty and thirty-six pages respectively were seen from Wainwright, Alta., and Kindersley, Sask., which had arrived in the afternoon's mail in one of the offices. When surprise was expressed at the size of these orders, the management replied that there was nothing exceptional about them, as similar ones were received every day. This will act as an illustration as to the extent to which the trade is moving at the present time.

The Rope Situation.

Rope—Considerable discussion has been in vogue during the last two or three weeks regarding the rope situation, and much misunderstanding appears to be in existence at the present time regarding the exact situation of this market. About ten days ago a readjustment in prices took place, which resulted in a decline of ¼ of a cent per pound in some lines. This did not mean, however, that the market was weakening, as conditions and indications point to a stronger market in the near future. Binder twine manufacturers are reported to have bought up all the raw material in sight, and as a result the market will be high until the new crop of fibre is received. The local market at the present time is, however, firm in spite of the fact that the lower prices as referred to before are prevailing.

A Shortage Possible.

Tin Plate—The conditions existing in this line are attracting considerable attention, and the market is being watched with much interest. The demand for this line is greatest in the spring, and, consequently, the strike existing in the Old Country is liable to have a very considerable effect on prevailing prices. Stocks at present are low, and with an increasing demand will aid the advance. It is the opinion of many of the large firms that American Canada plate will have to be brought in, as it will be impossible to secure any from the Old Country. In fact, one wholesaler expressed the opinion that galvanized iron would have to be used for stove pipes this spring, which as we all know, is decidedly more expensive.

Lumber Men's Supplies—Peaveys and pike poles are now in strong demand from the northern portions of the province, where lumbering is being carried on. Ball and heel calks are also moving freely for early spring use, when the drives will be started.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.80; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4,25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.
Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware—Pails, 40 and 5 per cent. Other galvanized lines, 37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." sold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8½c; Pure Manilla 10¾c; British Manilla, 8½c; Lath yard, 9¼c.

Weekly Market Report --- Metals

WILL TRADE SUFFER?

The feature of the market is the uneasiness expressed in some sections as to the effect of the strike situation in the Old Country. Will Canadian trade suffer? Some metal men believe that there are grounds for thinking so. At any rate, the situation is being watched with keen interest.

MONTREAL.

Montreal, March 8.—The English coal strike, and the effect which it will have upon the Canadian metal situation, is claiming the closest attention of local handlers this week. Generally there seems to be a feeling that relief will come before long. On Tuesday, indeed, there was a rumor that a settlement had been reached—a rumor which was followed by an advance in the New York market. But the true condition was soon learned, and prices fell off somewhat.

When word of the strike was first heard it was expected that the speculative markets—such as tin and copper—would fall rapidly; but no such decline came. This is surprising, but it gives body to the belief that those in England who are best informed expect an early settlement.

Higher Prices Seem Likely.

One thing seems quite certain, that is that the result of this industrial war will be higher prices. There appears little doubt that the men will get higher wages. That, of course, means a great increase in the cost of operation, and to offset this the mine owners will have to ask a higher price for coal. Follow this a step further. The manufacturers of metals will have to pay more for their power, so they, too, must get this extra expenditure back by lifting the price of their product.

But the question which is of the most vital importance here is supply. Let the sailings be interfered with— as seems likely—and there will be a metal famine, which will cause great inconvenience. At the present moment the stocks of spelter and lead are exceedingly low. Trail lead is practically unobtainable. This leaves the English market the source of supply. Only one boat is due to arrive in March, and should anything interfere with its sailing the situation would be serious indeed.

Pig iron also is none too plentiful. Indeed, copper and tin are about the only two metals with which the handlers are really well supplied.

Sales this week are quite satisfactory. For some metals, indeed, the handlers are not at all anxious to make sales.

No Fall in Copper.

Copper—News coming of the strike it was felt by many that copper would sink rapidly. But this has not been the case; a fact which admits of but two explanations; either the manipulators have stock to unload, and are, therefore, supporting the market, or the demand is really greater than was supposed. The latter seems the more reasonable conclusion. The amount of copper on hand is not really tremendously large—about a month's supply, to be exact.

Locally there is some speculation as to the future of copper, but no fear of a great drop is evidenced, some of the closest students of the market now buying quite largely.

Tin—Here the local supply is fairly good. There is no immediate cause to fear a shortage; yet should the sailing be interfered with prices must advance here, even if they remain stationary on the primary market. Indications are that there will be some shortage of tin plates, for already many of the English mills have been forced to close down.

No Trail Lead.

Lead—It is lack of supply here which is causing the alarm. Trail appears unable to fill any orders until April. The handlers, therefore, are compelled to look elsewhere for their supply. "I don't think there is a ton for sale in the city," remarked one handler. "If anything interferes with shipments there will be trouble.

Spelter—This metal, too, is scarce. It is a little higher in price than for the past few weeks, but the real difficulty is to get the metal.

Antimony—Business is fair and prices remain at the advanced figure of $8.50 quoted last week.

Iron—Orders are quite large, as large indeed as are wanted until the supply is greater. There is not the scarcity in this metal that there is with lead and spelter, yet should anything interfere with the shipments expected toward the last of the month the handlers would be hard put to it to fill orders.

TORONTO.

Toronto, March 6.—One of the main topics of conversation in metal circles at the present time is the imminence of the strike in the Old Country. Metal men are agreed that the situation presents many dangerous features but they are not showing any evidences of alarm. "It is too early to form any opinion," said one man. "I hardly think that we need apprehend any serious danger. A big strike in Great Britain would undoubtedly inconvenience us in some lines but it would not have the serious effects that have been predicted."

In the meantime, business is proceeding briskly. There is a satisfactory tone all around. Shortages are developing in some lines but as the demand is not insistent, no serious complications have arisen. Metal men agree that the prospects for the spring trade are of the best, as industrial conditions in all sections reflect unlimited activity.

Tin.—The only price change noted is in tin which is practically easier. Prices quoted here vary from 46 to 47 cents cents and taking it on the average, there has been a reduction of one-half cent. The general tone of the tin market is good and no uneasiness is manifesting itself as a result of strike troubles. The slightly easier price is due to manipulation rather than to a tendency toward weakness.

Lead is Firm.

Lead is active and a good buying movement has set in. There has been no change in price but the tendency is toward firmness. In fact practical increases have been made in some sections. While metal men are not attempting to look into the future they seem to feel assured that the future will see uninterrupted firmness in lead.

Holding its Own.

Copper is holding its own. The demand is keeping up with unabated force and that means the metal houses are turning it over pretty fast. The price has remained steady locally.

The primary markets show strength in copper. Consumption is heavy in all parts of the world and no talk is now heard of over consumption.

No Spelter in Sight.

Spelter is providing some food for thought and quite a little cause for anxiety at the present time. Stocks are extremely light and there is absolutely no spelter in sight to relieve the situation. Under the circumstances, there seems good ground to suppose that a shortage will develop. Prices have remained steady, nevertheless.

Plates and Sheets.—Stocks are light and new supplies seem slow in coming forward. The effects of the strike are more to be feared in this branch than in any other. The strike would undoubtedly affect the Canadian market as our imports from the Old Country are heavy.

Weekly Market Report --- Hardware

SHIPMENT RUSH STARTS.

The rush of spring shipments is now on, intensified by the delay caused by the severe weather conditions during the month of February. It will continue until well into May. The jobbing houses report that they are experiencing a heavier demand than at this time last year—a satisfactory and significant tendency.

MONTREAL.

Montreal, March 7.—The convention which was in progress here last week---drawing many dealers to the city--has brought a greater activity in purchasing. Many retailers called upon the jobbers while in the city, looking over the spring lines and placing good-sized orders. Some of the visitors who did not find time to look over the wholesalers' lines yet were impressed with the necessity of ordering early—a number sending requests for goods which were displayed prominently at the exhibition.

"There is no doubt," remarked the sales manager of one concern, "that this Montreal Exhibition has stirred up business. I can see that in many of the letters which came to my desk this morning."

Spring Lines Wanted.

It is for spring lines that there has been a particularly brisk call. With March well started, the coming of the open weather does not seem far off. Indeed there is already a heavy retail demand for certain classes of goods, and the retail dealers are hurrying to get well supplied with these.

Spring Goods.—Perhaps the greatest activity is shown in sap bits, sap pails, kettles and all the accessories needed in the sugar bush. Sap will begin to run shortly now. Many of the farmers are already making purchases of the equipment they will need to make the valuable syrup and sugar.

Egg crates, too, are still selling well. It is at this season of the year, especially, that farmers have to stock with these. Eggs are getting more plentiful now, but at the price now given it pays a handler better to have these properly packed than to take chances on their breaking.

For wire goods, too, a big demand is being felt. Wire screen is also in demand, as are screen doors, window shades and similar lines.

Refrigerators Wanted.

It seems a little early in the year perhaps, yet a large number of retailers are placing their orders for refrigerators. These do not call for immediate shipment, but by ordering now the dealers are sure to have the goods when they are wanted.

Sprinklers, lawn hose and lawn mowers are other lines which are moving well; while there is a big call for garden tools. Those having little plots of land will soon be thinking of getting these planted, and therefore they will be coming to the retailer with orders for spades, and similar implements. It is the wise dealer who prepared for this trade in good time.

Builders' Hardware.—For all this class of goods a satisfactory demand is being felt. Hinges are being ordered largely. Requests for scores of lock sets are reported, while there is a steady demand for window fittings, and other lines used by the small contractors.

Specialties.—Here the orders being received are satisfactory. Lighting fixtures are being largely ordered by those who handle these goods. Electric irons too, are in great demand. This latter article is greatly wanted during the summer, and the dealers are making sure of their supply now.

Baseball Lines Will Soon Move.

Sporting Goods.—It is the off season in the retail stores, but in the wholesale places orders are now coming in. Hockey is practically over. Few skates are being sold. Now there will be a little lull, and then will come the demand for baseball, tennis, and cricket goods as well as fishing tackles and shot guns.

The professional baseball teams have now gone south to train for the coming professional season. From now on the newspapers will be full of the doings of Ty. Cobb, Hans Wagner and Christy Mathewson. Local interest in the game will therefore be revived, and the retailers can expect orders to come as soon as the snow is off the ground.

TORONTO.

Toronto, March 6.—Shipping has now started with a rush. The severe weather which prevailed almost continuously through February held up shipments and delayed the filling of spring orders to a very considerable extent. The jobbers are now making up for lost time, and there is a heavy outward movement of all lines of hardware.

The spring demand is of sufficient volume to satisfy the wholesalers. It is larger in most lines than last year. If business continues right through the year on the same plane, a record for yearly volume will undoubtedly be set. The jobbers, however, do not discuss this probability; they are too busy.

Seasonable Lines—New business is coming in with every mail for spring goods. Consignments of axes, spades, hose, nozzles, reels, wheelbarrows, hose couplings, wire fencing, rakes, shears, snippers, lawn mowers and all other goods of a similar nature are being shipped out now. A demand for summer lines, such as refrigerators, ice cream freezers and screen doors is growing up. Enquiries indicate that trade will be brisk in these lines.

A Daily Growth.

Builders' Hardware—The demand is growing daily. It is now apparent that a big building year is ahead. Reports from all sections of the country are to the effect that building operations will be on a larger scale than, perhaps, ever before. Dealers seem to have realized the possibilities of trade in this line for they are ordering earlier than usual and, in many cases, estimating larger requirements.

There is a good demand for tools of all descriptions. The improvement in industrial conditions, which comes with the spring is extending to all trades this year, and there is a healthy call for tools and supplies.

Sporting Goods Prospects.

Sporting Goods—There is some improvement in the demand for sporting goods. Orders are being placed, and a number of dealers are stipulating early delivery. It seems to be taken for granted that there will be an early spring, and, consequently, an earlier call for fishing tackle, guns, ammunition, baseball and lacrosse supplies, etc.

Prospects are said to be very good. The hardware trade is taking up sporting goods more than ever before. This is the surest kind of proof that hardwaremen are finding that it pays them to carry these lines. Some dealers who have never gone in for sporting goods before, or have handled a meagre stock only, are placing good sized orders this spring.

Heavy Hardware—The demand is growing in all lines. Shipments of nails, bolts and screws is now heavy. Price quotations are:—Discounts on carriage bolts, 3/8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7 1/8.

Stoves, Furnaces and Accessories

Keep a Record of all Stove Sales

The Advantages of Such a System — New Business Can be Secured by the Use of the Information Thus Kept—Inspection of Stoves is also Productive of Good Results.

A splendid idea for the stove dealer is the keeping of records of sales. The matter was discussed briefly at the Guelph convention, when it was stated by Fred. Otton, of Barrie, that he had kept track of every stove that he had sold since 1897.

There are great possibilities behind this idea. By keeping a record, the dealer knows when his customers purchased the stoves they use, and can make a pretty shrewd guess as to the time when they will again be in the market. If he shows enterprise, he will anticipate that event. For instance, by looking back over the list, the dealer finds that W. P. Jones bought a range in 1898. He knows that W. P. Jones has gone on using that range ever since, and that the chances are he may be needing a new one. Accordingly, the dealer takes the first opportunity to speak to him, enquires how his range is working, and then proceeds to give him the benefit of the many arguments that present themselves. When a range has been kept in active service for 14 years, even if it still gives a certain measure of satisfaction, there are many very strong reasons which the dealer can find for the sale of a new one. Fuel economy is one of the strongest, for an old range will require more fuel than a new one to do the same work; if, indeed, it can do as satisfactory work even under the heaviest pressure. Jones may not have thought of buying a new range, but he can be brought to see the wisdom of it.

A progressive dealer could make profitable use of a record of this nature in a great many ways. He might apply it in the manner suggested by Mr. Gurney at the convention; that is, by organizing an inspection system. The idea was that someone should be sent every few months to all homes where stoves had been installed. The man deputed to do this work would inspect the stove, find out if it were giving satisfaction and, if not, where the trouble lay. In this way he would keep the people satisfied and would undoubtedly work up enough repair work to pay the expenses of the system at least. Some dealers may be inclined to dispute this statement on the grounds that repair work must be done anyway. The fact is that an experienced stove man will find numerous weaknesses in a heater or range which the householder was not aware of, although the results of the defect may have been felt for some time. The writer has heard of cases where a single day's tour of inspection has brought in repair work from every home visited and has, therefore, insured more complete satisfaction on the part of the owners with that particular make of stove.

One of the greatest advantages of a system of this kind, however, lies in the opportunity presented for canvassing. A range is inspected, say, which was purchased when the family lived in a smaller house. It is now doing its work only indifferently well. The inspector points out that the poor results are not due to any weakness in the stove, but to the fact that it was intended for a smaller place. If he is a good salesman, he can make a sale under such circumsances in nine cases out of ten.

A dealer who has followed this plan more or less for some years explains that, while he has found it yields direct results, he would keep it up even if it did not bring a dollar in. "It enables me to keep my customers in a good mood," he states. "If a stove does not work well, I want to hear about it at once. I don't want that customer to go on harboring a grudge against me and, perhaps, retailing his wrongs to all his neighbors and friends. If we hear what the trouble is, we can soon attend to it, only the owner will frequently not come to us with his troubles. The only way left then, is to go to him. If for that one reason alone, we would always keep up this system of calls."

The keeping of a record of stove sales can be used effectively in other ways. It provides the dealer with information which he can use to good effect in making other sales. A man drops in and looks over the stock of ranges, but the salesman discovers that he has rather a high opinion of another make. Learning the address of the man, the clerk turns up the record and finds that a neighbor purchased a range from them in the year 1899. "You want a range that will last," he tells the prospective customer. "Now, you know Mr. Smith, who lives up near you? He bought a range from us 13 years ago, and he's using it yet. What's more, he hasn't spent more than a couple of dollars on repairs in the whole time."

That is one of the strongest arguments that could be presented, especially when the salesman goes on to explain that the range now made is much more efficient and up to date that the one sold thirteen years before; the natural conclusion being that, if the old style range would give good service for that length of time, then the new model would last considerably longer.

The testimonial is one of the strongest arguments that can be presented. Many do not put much faith in it, but the testimonial continues to do wonderful work just the same, for those who are wise enough to employ it. The whole advertising campaign of many patent medicine concerns consists of the publication of testimonials, some of an extremely vague description. And the patent medicine concerns seem to flourish.

A book of stove sales would serve as a regular storehouse of testimonials. By delving into its contents, the dealer could find material for testimonials to meet every contingency and fit every case. If the inforamtion contained were mastered by the staff, they would be able to make a much more effective canvass than otherwise. They would be able to garnish their selling talks with a running fire of references to what Mr. So-and-so had done, and the results that a similar range to the one under discussion had given when purchased by some other townsman. Such arguments count, and count heavily.

As the last reason, the keeping of sales records would simplify the difficulties of repair work. A customer calls in and leaves orders for certain repair work to be done, or asks for some parts to be replaced. He probably knows the make of the stove, but cannot tell the size or the model. The consequence is that the dealer has to send someone to the house to ascertain the facts, or must wait until the customer returns himself with more explicit information. If records were kept, it would be a simple matter to turn back to the record of sale and find out what was required. Every stove dealer has more or less trouble in the matter of getting repairs. The system suggested would do away with much of it.

Now Little Invasion of U. S. Stoves

Canadian Manufacturer Estimates That There Used to be $4,000,000 Worth of Ranges Made Across the Border Brought into Canada Every Year—A Different State of Affairs at Present—How the Demand for Product of Canadian Foundries has Grown.

Sometimes there comes the word from the west that United States goods are being extensively sold there. Perhaps these statements have a fair foundation, in fact, yet it seems, as far as stoves are concerned at least, that the Canadian manufacturers are getting a firmer hold every day. They are selling more and more goods, and less and less are being brought from the makers across the border.

The head of one Canadian manufacturing house, after a careful study of the question, has come to the conclusion that a few years ago $4,000,000 worth of stoves were brought into Canada from the States each season. That seems a large estimate, yet the west was buying largely from across the border then, and probably it is as nearly accurate a statement as may well be secured. The manufacturer made a thorough investigation before he reached his conclusion.

The Canadian Stove Now.

Four millions dollars' worth of stoves! Makers in the Dominion would have reason to feel perturbed if ranges to this value were being brought in now. But this is not the case. Conditions have changed. It is the Canadian stove which is in greatest demand. The ranges from over the line are only secured when it is impossible to get prompt delivery from the Canadian manufacturers. The trade now seems to be going in the right channels.

While this manufacturer was investigating the import question he also made some inquiries regarding the stove trade in the older parts of Ontario. There he found the advance to be remarkable. Owing partially to the increase in population, partially to the growing desire for better goods, the demand for stoves has increased wonderfully.

"I was talking to a buyer for one of the large catalogue houses," remarked this manufacturer. "We got speaking of the increase in the stove business, and he said: 'We used to think we were doing a big thing if we placed an order for $25,000 worth of stoves. Now we take the whole output of two factories, each of which manufactures stoves to the value of some $125,000.' "

Where Business is Going.

This concern, it must be remembered, sells largely in the west as well as in the east, yet the figures show where a part of the old United States business is going.

Another instance of the business which is being taken from the United States manufacturers and brought back to the Canadian makers may be cited: A large jobbing house in the west last spring approached an Ontario stove concern asking for 500 ranges of a certain new model. The patterns were not ready, and the manufacturer told the jobbing house manager that he would be unable to supply any of these ranges until quite late in the summer.

"Oh, well," said the jobber, "we will have to order from the States. We must get a range like that; and we must get it early."

A Late, But Large Order.

The jobber did order from the United States factory. He ordered in quantity, too, that he might get a price, yet by the middle of August his supply was exhausted and he then asked the Ontario factory to send on some ranges. From that late date until the end of the season 455 stoves went from this manufactury to that western jobber. Had the patterns been ready early in the spring much more business would have come into the hands of a Canadian maker, but it is worth noting that as soon as the ranges could be secured in Canada there was no more ordering from the States.

Undoubtedly the call is now for Canadian goods. Perhaps the talk about supporting home industries has done something to bring about this end; but more still it is the fact that people have come to recognize that Canadian goods are honest—goods which will give satisfaction. After all there is not a great deal of sentiment in business. Dealers buy what they know they can sell, and what they know will bring repeat orders. It is because they have found Canadian made stoves are of this class that they have been calling for them, instead of for the ranges manufactured under the protection of the bewhiskered old gentleman with the striped pants.

NEW STYLE OF STOVE.

H. Beirer, Duluth, Minn., believes that he has found a method of radiating all the heat from a stove outward, instead of upward. He states that solving the problem of fuel economy is just finding some way to prevent any heat from escaping up the chimney and, with that idea in view, he has made a stove along certain lines. The stove is built along the ordinary lines, with the exception of the body, which instead of being a round sheet of steel or tin. is corrugated, with the projecting sides that are thus formed in plain view. When this body of tin is straightened out and made like an ordinary stove body, it will be twenty-two feet in circumference. This is a small furnace in itself, while it is only four and one-half feet in circumference when the tin is corrugated and connected to the stove proper.

METAL AND HARDWAREMEN HOLD ANNUAL BANQUET.

Montreal, March 5.—Members of the Montreal Metal and Hardware Association were not alone at their annual banquet, which was held in the Canada Club last evening. A number of visitors were present, and several of these gave addresses upon questions of interest to the Metal and Hardware men, not only as business men, but as citizens.

Robert W. Refors, president of the Board of Trade, spoke upon the work of that Association; then H. J. Fuller, president of the Hardware Association, called upon C. H. Godfrey, who has been chosen as candidate by the citizens' association for the position on the Montreal Board of Control, rendered vacant by the resignation of F. L. Wanklyn.

Mr. Godfrey outlined what he holds to be the duties of a controller. He assured all those present that he would give the city of his best, and that he would do everything possible to aid the other controllers in their efforts to have the citizens' money spent for the citizens without any rake-off or graft. Mr. Godfrey was enthusiastically applauded, as were the others who spoke briefly during the evening.

DEVELOPMENTS IN IRON.

Cleveland, O., March 6.—The Iron Trade Review to-day says:—

The past year was not a record breaker in the tonnage of ore moved from the Lake Superior region, but it was nevertheless a period of interesting developments. The adaptability of a mighty organization to changing conditions was never so impressively exhibited as during the past year, when the Oliver Iron Mining Co., a subsidiary of the Steel Corporation expects to increase its the Hill ore lands from 2,018,017 tons in 1910 to 5,326,643 tons in 1911, and prepared to make still greater shipments this year, so that it will not be surprising if 8,000,000 tons are moved from the Hill ore lands this year.

Weekly Market Reports---Stoves

WATCHING THE STRIKE.

There is increased activity noted in heating lines. Ranges, both coal and gas, are moving well and the improvement in climatic conditions has led to the resumption of building and in consequence to renewed activity in furnace work.

The outstanding feature of the week is the anxiety felt in regard to the strike situation in Great Britain. If prolonged for any length of time, it might cause a shortage in some lines.

MONTREAL.

Montreal, March 7.—An increased activity in stoves is now being noted, but this is small compared with the rush which is being experienced for tin ware. All the products n this line are in great demand. The manufacturers are able to fill orders all right—owing to the fact that they have a good reserve stock on hand—but the shipping departments are being kept busy.

There have been some changes in prices, all of these in an upward direction; though the advance is not as great as might have been expected considering the high prices at which metals have been selling.

For special spring lines, such as coal oil cooking stoves and refrigerators—handled by some stove houses—there is a good demand. The dealers throughout the country are becoming alive to the fact that this is the time to place orders if they would have their supply on hand when the retail ordering begins. The factories are making prompt delivery—though they are experiencing some difficulty in getting sap bits and similar lines out immediately, for every mail brings a large number of these orders.

Spring Goods.—Especially large is the demand for sap pails and for sap bits. Also the call for milk cans is satisfactory, greater almost than was expected. In this class of goods it is that the price changes are noted. Retinned stamped ware is now quoted at 75 and 5 per cent. discount instead of 75 and 12½ per cent. Galvanized pails are now quoted at 45 per cent. off instead of 50 per cent. Cheese factory milk cans, too, have advanced slightly, in place of the old 40 per cent., the discount now being 35 per cent. Trimmings have felt the same upward rise, the discount now being 20 per cent. in place of the old figure of 25 per cent. For coal hods the discount has been reduced from 40 to 35 per cent.

Ranges, Heaters and Furnaces.—Spring orders are commencing to come in, but as yet the demand has not been large. There will be but little activity in this line for a week or more yet.

Gas Stoves.—Here a somewhat different state of affairs exists. Always the spring of the year is a busy time both for the retail handlers of these ranges and for the manufacturers. This year, however, more than usual activity is shown. There is more competition in Montreal this year than for some seasons past. The companies are going after the trade harder than ever, and many dealers are booking their orders sooner than in other years. Several carload orders of stoves are reported.

Kitchen Furnishings.—For this line a great part of the demand comes from the West. There the merchants are preparing for the spring influx of immigrants. These will need complete outfits of kitchen ware, and those dealers who have not now a large supply are placing their orders so that they can get the goods on the first boat. In the east, too, merchants are waiting for navigation to open before they ask for shipment, but the orders are being booked regularly. Some, of course, call for immediate delivery; but where possible the dealers are trying to get along with the reserve supply which they have until the boats are running.

TORONTO.

Toronto, March 7.—There is a pretty general awakening shown in all lines of stoves and supplies. Large orders are being placed and considerable shipping is now being done.

Some anxiety is being felt locally on the score of the strike in the Old Country. It may limit, or even stop, all importation of pig iron from England and Scotland, and this would probably hamper most of the stove manufacturers to no small degree. It is understood that an effort is being made to get in stocks ahead in anticipation of any prolonged trouble.

The strike may also affect the local market for plates and sheets. Stocks are not as heavy here as could be desired and new supplies are coming forward very slowly. If the strike ties up this industry, it is altogether likely that considerable difficulty would be experienced locally. There is not at the present time, however, any reason for serious alarm.

Ranges.—An active demand is reported in the west and large shipments are being made. One manufacturer states that he is sending out all the ranges that his foundry is producing at the present time in order to meet the demand.

There is a gradual growth noted in the call from Ontario points. A northern merchant ordered a dozen ranges this week and stipulated immediate delivery. An active spring trade is anticipated.

Gas Ranges Selling.

Gas ranges have been selling for some time and the demand is now quite heavy. Shipments have begun and will continue heavily right through March. The trade in gas stoves promises to be larger than ever this year.

Furnace Activity Resumed.

The improved state of the weather has brought the furnacemen to the fore again. Many buildings which were abandoned in a preliminary stage when the cold weather set in, have been started again. The resumption of activity has started the furnacemen and the work of installation is going ahead briskly in many sections, particularly in Toronto where a great deal of building has been started already. There has been, as a result, a larger demand for furnaces than is usual at this time of year.

Death of Mrs. Castor.

Sympathy will be extended to John Castor, of Toronto, treasurer of the Ontario Retail Hardware and Stove Dealers' Association, whose wife passed away Thursday afternoon after a lengthy illness.

TOOLS FOR HOUSE CLEANING.

St. John, N.B.—Dealers in Fredericton are getting busy in preparation for the annual increase of trade in the spring, and the same might well be said of merchants in Moncton, Newcastle and Chatham, as well as in St. John. For some days past the hardware firm of R. Chestnut & Sons have been featuring the fact that with the coming of spring housecleaning will begin and there will be general repairs about the premises of most places, while much new building will be proceeded with besides. Using to good advantage the motto, "He that Works Without Tools is Twice Tired," they have greatly interested the trade in the disposal of tools for carpenters, millmen, automobilists, plumbers, blacksmiths and machinists. "Poor Tools," they say, "are better than none, but why not have good tools when they cost only a little more in the first place and are cheapest in the last place, because they do better work and are far more durable?"

Methods of Retailing Paints and Varnishes

Killing Two Birds With One Stone

A New Method of Helping Along the Sale of Wall Paints for Interior Decoration— Dealers Who Handle Wall Boards Can Use Them as Models for "Draping" Paints.

It is said of John D. Rockefeller that one of his most successful traits was in bringing together hitherto seemingly unrelated forces and combining them in such a manner as to produce the most astounding commercial results. Very often the displaying of combinations of goods brings about sales which could not have been effected had they been left to remain separate on the shelves. If the wide-awake paint salesman has ever observed with what readiness the women folk will begin to discuss and argue when a little scrap of nicely colored cloth is brought near to a fashion book, he will be quick to apply the same principle to the displaying of his paint.

There is at present a very decided movement in favor of the use of wall paints for interior wall and ceiling decoration. This growing popularity is being met and promoted by paint manufacturers in making special flat wall paints which produce extremely artistic effects.

Durability and permanency of color are two of the advantages which they offer over wall paper. At the same time they can be washed and cleansed with castile soap, a little warm water and a soft, clean rag. Just here the paint salesman has a splendid opportunity to use many of the strong arguments put forth for promoting more sanitary conditions in home and public life, by showing the hygienic value these paints have for this purpose.

Stencilling is very popular, and is used a great deal in connection with this class of work. A ready appeal is made to the artistic eye if a few stencils from a carefully selected stock can be shown at the same time, as they readily aid in selling these flat wall colors.

However, paint which, of necessity, is kept in a can, presents selling obstacles which are hard to overcome even with a color card. The hardware merchant who has had his store painted with the brand of paint he is handling has a decided selling advantage. But he cannot checker his store with every shade kept in stock. If the paint salesman had the advantage of his brother in the clothing trade who can display any or all of his stock on a model or even on the prospective purchaser before a mirror, paint selling would be a great deal easier.

A comparatively recent line of goods put on the market and which is largely handled by hardware men can be taken advantage of for this purpose. It offers a splendid model for the "draping" out of paint and also presents further opportunities for selling the model, too. Here is where we get the two birds. Those who handle wall boards such as beaver board, compo board, utility board, etc., can have sections of them cut to convenient size and given two or three coats of these wall colors. The effects are very pleasing and immediately catch the eye, presenting to advantage the merits of both the paint and the wall board. If a stencilled border design is applied it gives the effect of a side wall elevation which brings home to the customer the possibilities of such results in his or her own home. It places vividly before them the exact effect that can be produced in the room they wish to decorate and a good sale is bound to result sooner or later. Further, he can display the exact effect that can be produced on the wall board and can then bring to the customer's attention the advantages of its use.

Taking advantage of the display that can be made by combining these two lines is a ready method of attracting the attention of the prospective paint consumer and may divert a customer, who contemplates decorating by other means, into using this class of goods. A few of the best, or even all of the shades applied in this way present the possibility for innumerable display combinations. Each shade can be displayed alone or in combination with one or two other shades that harmonize with it, and in this way they can be separated from the usual confusion of shades found when using a more or less elaborate color card.

If reasonable care is taken in preserving these panels from year to year the quality and durability of the paint may be shown, this feature will increase in value from year to year. Small sections can also be exposed to light and samples of outside paint exposed to weather, thus enabling the merchant to make comparative tests of his own and establish for himself the relative merits of every kind of paint kept in stock. While the initial expense will be the greatest, yet the results obtained far outweight this, and the salesman has at hand samples as well as hard-hitting, personally experienced, ready-to-drive-home facts that he has himself carefully observed. At the same time he can show that the wall board he handles has come through the test better preserved by the use of the paint applied, than any samples not similarly treated. An excellent means of driving home an argument for the preserving power of paint. And it will only take the one stone for the two birds.

PRESENTATION AT ANNUAL BANQUET.

Toronto, March 5.—The second annual banquet tendered by the Imperial Varnish and Color Co. to the Toronto factory, office and selling staff, was held last night. The feature of the occasion was a presentation to Gavin Cooper, who had severed his connection with the company the previous week after twenty-five years' service, during which period he had worked up to the position of head of the varnish department. He was given a purse of gold and a silver-headed cane by the company, the presentation being made by the president, Mr. Sparrow. Two members of the sales staff then led Mr. Cooper to the cloak room, where he was divested of his coat and put into a smoking jacket. On his return to the banquet room, he found a leather armchair, a foot rest, a pipe and an unlimited supply of tobacco awaiting him. He was instructed to take his seat and the pipe was lighted and handed to him. J. D. Robinson then made a short speech, tendering the various articles to Mr. Cooper on behalf of the employees of the company. J. A. Weir added his testimony in a short address and read a framed testimonial from the employees.

Speeches of a reminiscent nature were delivered by Mr. Sparrow, T. F. Monypenny and Mr. Lundy, who had served as one of the earliest travelers for the company. The recipient responded briefly.

An excellent programme was then given, most of the numbers being contributed by "home talent."

There were considerably over one hundred in attendance. In his address, Mr. Monypenny referred to the increasing business of the company, a good share of credit for which he imputed to the loyal support of all employees of the company.

SHOULD TAKE STOCK.

The suggestion emanates from F. Ware, a clerk with T. M. Nash, Wellington, Ontario, that an inventory should be taken in the paint department now. The fact that the opening of spring is not far off makes it imperative that the department should be made thoroughly up to date. Mr. Ware's idea is that the paint stock should be gone through thoroughly to ascertain just what quantity there is on hand of each variety of paint and each color. The same applies to varnishes, stains and all lines of that nature.

The idea is a good one. Undoubtedly stock should be taken in the paint department, but the best time is undoubtedly earlier in the year. An inventory should be made before the spring orders are placed. All who have not yet seen to this should undoubtedly follow Mr. Ware's suggestion.

SAILORS APPRECIATE PAINT

Down east, in New England, and more particularly in Maine, painting is an annual function. The famous white houses with the equally famous green shutters are thus made new every year. True, the salt air of the Atlantic is a bit trying on paint. But that is not all. The coast population is composed largely of sailors, retired sailors, or the descendants of sailors. The sailor, for generation back, has painted his ship every year. Ashore, he clings to the practice. He has an unconsciously inherited knowledge of the value of paint, which he imparts just as unconsciously to the entire community. That is a striking instance of paint education. But, inland, it's necessary to educate property owners to the value of protecting their houses against the weather, just as the experience of ages has educated those who go down to the sea in ships.—The Building Age.

A Talk on Varnish Salesmanship

Well-known Salesman Gives Pointers—Always Stick to the Truth and Do Not "Knock" Other Lines—The Value of Advertising.

By W. H. Davy.

In the following article, the writer who is a varnish salesman himself, gives some valuable hints to salesmen generally and speaks convincingly of the value of advertising.

"The word 'Salesmanship,' is heard from the lips of everybody interested in commercial life. Many men have made a study of it, and now nearly every varnish organization of prominence is giving special attention to the training of men to efficiently handle this extremely important end of their business.

"A thorough knowledge of his article enables the salesman to concentrate his mind upon that subject and by this concentration he is enabled to inject the proper amount of enthusiasm without becoming over enthusiastic. He holds the attention of the customer and convinces him of his sincerity.

"Above all things the salesman should handle the truth fearlessly. He can make one hundred statements to a customer, ninety-nine of which are true, but if he trips on one mis-statement the customer discredits the ninety-nine.

"A salesman should never criticize another varnish by name. Every varnish should be good varnish. To salesman there should be but two varnishes—his own and the others—and all should be credited with being good value.

The Price of Varnish.

"Did it ever occur to you that in the face of sweeping advances in cost of all raw material the best varnishes to-day only cost a trifle more than they did ten, fifteen or twenty years ago? Here is something to think about.

"You've heard a great deal lately about the increased cost of living. Well, meats and eggs have not advanced any faster than oils, turpentine, gums and other raw materials entering into the manufacturing of varnishes. The cost of labor has advanced; in brief, it costs manufacturers more to use pure raw materials and skilled labor to-day than it did say twenty-five or even ten years ago.

"And yet, in spite of these advances in cost of materials and labor, varnish products are selling to-day at a very slight advance over the price quoted years ago.

"The average increase in prices during the past twenty-five years is a mere nothing in comparison with the increased cost of raw materials and labor during this period.

"The explanation is simple. The increased cost of production has been largely absorbed by the increased volume of business; the increase having been brought about largely by advertising. The larger scope of business enables the manufacturer to buy raw materials cheaper because it is bought in larger quantities and to reduce the overhead expense by spreading it over a larger volume of business.

"The modern manufacturer must have means of creating a demand of developing new markets, of finding an outlet for his products under all conditions to save himself from loss; and the best means of doing this is to advertise.

"Advertising is also a protection to the buying public. A trade name representing quality and value becomes a valuable asset which the manufacturer cannot afford to destroy by cheapening or varying the quality."

BANQUET AND ANNUAL MEETING.

Tweed, Ont.—A banquet was tendered by the officers of the Steel Trough and Machine Co. to the directors and their wives and to the staff of employees.

After the inner man had been fully satisfied, President W. S. Gordon, who was formerly a hardwareman here, was appointed chairman. He called upon the different officers for speeches and in response, excellent addresses were delivered by H. W. King, of Toronto, vice-president of the company; Rev. Wm. Johnston, J. E. Gordon and W. Cooke. Songs and instrumental selections were given by Messrs. Grier and Meiklejohn.

The affair was such a complete success that all present expressed themselves in favor of making it an ansual affair.

In the afternoon preceding the banquet, the annual meeting of the company was held. It was shown that splendid progress had been made during the year.

OPEN CALGARY BRANCH.

St. John, N.B., March 5.—Finding that their trade in the West has greatly increased of late, T. McAvity & Sons have decided to open a warehouse in Calgary, Alta., for the purpose of furthering their western business. They now have a warehouse in Winnipeg. Ronald A. McAvity is expected home in a few days after having completed arrangements for the opening of the Calgary warehouse in the spring. The firm have several contracts on hand in the West and that with the C.P.R. alone involves a large expenditure and a great amount of work.

There's Money in the ML Line

ML goods are made to build up trade for our dealers and ourselves. They have to be good, and they are good because we've been in business for 20 years—long enough to know that the way to succeed is to give full honest value for every dollar's worth we sell.

M L PAINTS

Under weather tests ML Paints have stood up better than the many "best" paints in the market. You can surely get particular trade with ML Paints.

M L FLOORGLAZE

A quick drying, glossy, wear-resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised.

ELASTILITE VARNISH

A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

DECORATIVE AID DEPARTMENT---A Help for Every Decorator and Dealer. Color schemes, and technical information given, by which any dealer may sell exactly the right paints in the right shades to properly decorate any house. Stencil designs, etc., included in information. This plan helps you get more business. Services are free. Write for Decorative Aid Booklet.

Many other good members in the ML Line. Get price list, color cards ana samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto 108 Princess St., Winnipeg 365 Water St., Vancouver

BUSINESS BUILDING

The sale of Lowe Brothers' "High Standard" Liquid Paint and sundries has increased over 500% in the United States during the past ten years.

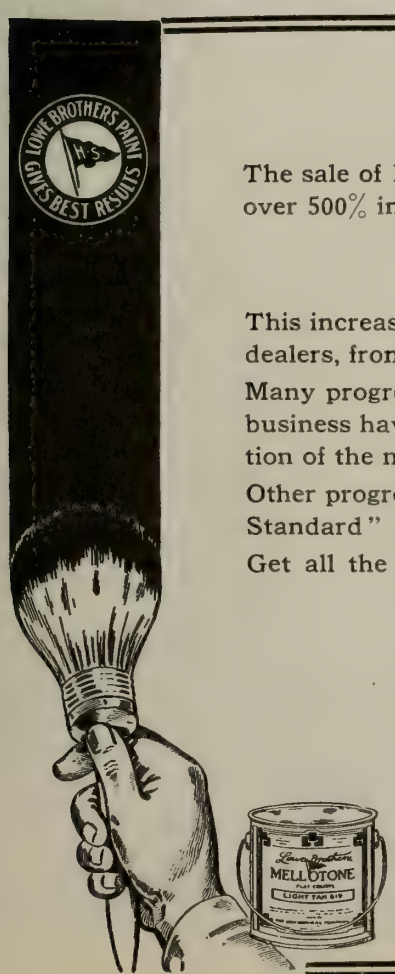
A Phenomenal Increase

This increase—a very substantial one indeed—has come through the "High Standard" dealers, from our policy of absolute protection for the dealer.

Many progressive Hardware Dealers in Canada who are interested in increasing their business have selected the "High Standard" line. They did so after careful consideration of the merits of all lines.

Other progressive dealers in territories not yet taken can get the details of the "High Standard" Agency by writing to us.

Get all the facts—then judge for yourself.



Lowe Brothers LIMITED

TORONTO

DAYTON NEW YORK BOSTON CHICAGO KANSAS CITY

WESTERN DISTRIBUTORS

LYON MONKHOUSE, Limited, 171 James St., WINNIPEG

Weekly Market Report --- Paints

BREAKING RECORDS.

The tone to the paint market is exceptionally good. Paint manufacturers state that their business to date has been largely in excess of last year, and that they are looking forward to a record year.

Prices show a firm tone, with one exception. Lower quotations have been fixed on paris green.

MONTREAL.

Montreal, March 7.—Whatever winter lull there has been in the paint houses is over now. Retailers are already beginning to feel the spring demand, but more still they are feeling the demand which is to come. As a result they are ordering and ordering largely.

From various paint houses comes different word, but one and all state that the opening of the season of 1912 has been exceedingly auspicious. The general feeling is that this is to be a banner year. One house reports more business done in the first 24 days of February than was done during the whole month last year. The sales until the end of the month, the sales manager of this concern states, are more than $4,000 in advance of the February sales for 1911.

Uncertainty About Prices.

Every indication points to a continuance of these improved conditions. From all parts of the country the dealers seem to expect a great demand. They are placing large first orders because of this, but expect to order still more largely.

Prices have changed somewhat. Turpentine remains at 70 cents, but there seems to be an impression that a lower level will be touched shortly. Linseed oil is quoted a good deal lower than a week ago. Some handlers look for a change in quotation. Others seem loath to part with the oil they have. There does not appear to be any great certainty in this line.

White Lead—Here there have been no changes in prices. The demand continues large, and all the signs seem to be that the dealers have not yet awakened to the large orders they will have to fill.

Linseed Oil—Here a drop has been noted; yet a difference in price is still to be encountered, some houses selling higher than others. But the figure generally accepted is 91 for raw, and 94 for boiled oil. What has caused the lower level none attempt to say. The general opinion seems to be that the market will be lower. Some handlers feel so sure that this will be the case that they are buying very sparingly, counting upon getting better prices later on. Others are holding up their selling prices, evidently being unwilling to allow their supply to sink too low.

Turpentine—There is a belief that a lower price level will be fixed here, too, though turpentine is so uncertain that few predict its future with much confidence. There is little buying and selling in this material at the present time.

Big Demand for Putty.

Putty—For some time the call for this material has been large. It still continues large; indeed the plants are being worked to capacity to fill the orders, and to get a fair reserve on hand to meet the big demand which is bound to come later in the season, when building is well under way.

Mixed Paints—Here it is just a question of the retailer estimating what quantities he will need to enable his filling his early orders. Generally, the dealers seem to be counting upon a busier season than last, for the early bookings, almost without exception, are for larger amounts than were sought in the spring of 1911.

Paris Green Prices.

Paris Green—The present is the time for the sale of this material. Prices have now been fixed, and as was predicted some time ago they are slightly lower than those asked last year.

The quotations are as follows: F.O.B. Montreal, Moncton, St. John and Halifax (Yarmouth and P.E.I. 1/8c extra.)

1 lb. packets, 100 lbs. in case, 18½c lb.
1 lb. packets, 50 lbs. in case, 19c lb.
½ lb. packets, 100 lbs. in case, 20½c lb.
1 lb. tins, 100 lbs. in case, 19½c lb.

F.O.B. Hamilton, Toronto and London.

1 lb. packets, 100 lbs. in case, 18¾c lb.
1 lb. packets, 50 lbs. in case, 19¼c lb.
½ lb. packets, 100 lbs. in case, 20¾c lb.
1 lb. tins, 100 lbs. in case, 19¾c lb.

TORONTO.

Toronto, March 7.—Business is exceptionally good for this time of year. The paint manufacturers and jobbers state without exception that spring booking has been heavier by quite a margin than last year. If the demand continues as at present, it will be a record-breaking year in paints and oils.

There is a firm tendency noted in most lines this week. Lower quotations have been fixed on paris green, as noted in the opposite column, but in practically every other line there is a tendency toward firmness, although no actual advances have taken place.

Linseed Oil—There is very little movement in oil at present, and the price has remained stationary. The continued cold weather has prevented much stir in the oil trade to date. There is, however, a stiffening noted in the price of English oil.

The Turpentine Situation.

Turpentine—The market here is quite seasonable, with the price remaining firm at 67 cents. Reports coming from the Southern States are that this has been the coldest and longest winter in forty years, and that there is literally "nothing doing" on what are known as the turpentine farms in the matter of a new crop so far this year. Not even as far south as Florida is there any movement of the gum coming from the trees, and they say this means that the new crop is fully a month later than last year. It is said, if it were not for the fact that domestic demand in the United States has not been what was anticipated, there would certainly be a very material advance in turpentine. If the weather prospects change so that outdoor painting begins in the Northern States there will no doubt spring up a demand for all kinds of paint and a very considerable advance in spirits of turpentine may take place.

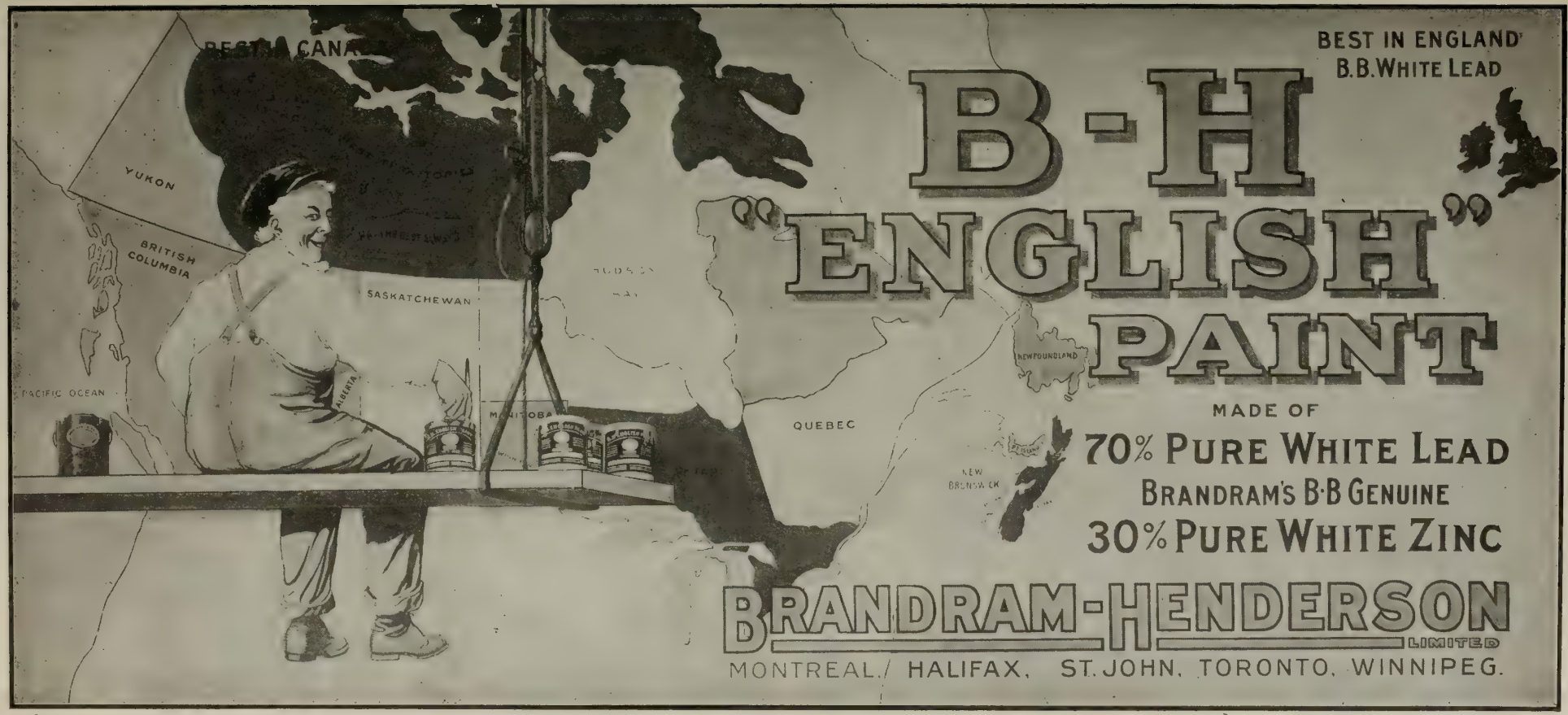
White Lead—Some orders are being placed for white lead, but the volume of business is not particularly large at the present time. There are no developments in regard to price, but the fact that dry lead has advanced in England is significant. Whether this will affect the price of white lead here remains to be seen, but it has had the immediate effect of making the price very firm.

Will Glass Advance?

Glass—This question is now being discussed freely. Word has been received that a small advance has been made in Belgium by the glass interests. Added to the fact that higher rates are now in force on the steamship lines, this makes an advance in the price of glass here almost inevitable.

The situation is being watched with interest, particularly as there is a growing demand for glass now.

Putty—The movement in putty is quite satisfactory, prices remaining the same as follows:—Standard bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same. Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.00.



Strong, attractive, business-getting posters (24 sheet) on B-H Paint tell the story of quality in paint, and bring customers to the B-H Paint Agency.

B-H "ENGLISH" PAINT is 70% Pure White Lead—30% Pure White Zinc—mixed ready for use with Pure Linseed Oil, Pure Turpentine and dryer.

Write our nearest office for complete agency proposition

BRANDRAM - HENDERSON LIMITED

MONTREAL HALIFAX TORONTO ST. JOHN WINNIPEG

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c ; White Brass, 48c ; Metal ic, 45c ; Special, 33c ; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 1 'c ; Allumiuold, 9c.; Mogul, 6c.; No. 3, 5½c.; No 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c ; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c. ; Mystic, 17c. ; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ⅜ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 21
Rods, base ½ to 1 inch, round..	0 18
Tubing, seamless base, per lb......	0 21
Tubing, iron pipe size, 1 inch base..	0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water ga te valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot..................	15 50
Cut lengths, round bars, ½ to 2 in. .	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	..	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron ,special......	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow......................	17 75	20 50
Glengarnock..................		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3..............	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles.......... ......base	2 50	2 50
Common bar, per 100 lt	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel............	1 95	2 15
Sleigh shoe steel.............	1 90	2 15
Iron finish machinery steel (domestic)...............	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 85	2 90
Mining cast steel....	0 07½	0 08
High speed..................	0 65	0 65
Capital tool steel............	0 50	....
Cammell Laird............		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	....
Silver tool steel..............	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch..............	....	0 06
⅞ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

	Apollo	D. Crown	Ordinary
Ordinary, 52 sheets..........	2 90		2 90
All bright, 52 sheets.........	3 70		4 00
Galvanized— 18x24x52......	4 45	4 45	4 35
60......	4 70	4 70	4 60
20x28x80......	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.......	4 05	3 80	4 05	4 05
28.......	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22..................................	3 65
24..................................	3 70
26..................................	3 75
28..................................	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch ..	$ 5 50	68 p.c.	51 p.c.
½-inch..............	8 50	71 p.c.	61 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch..............	16 50	75 p.c.	65 p.c.
1¼-inch..............	22 50	75 p.c.	65 p.c.
1½-inch..............	27 00	75 p.c.	65 p.c.
2 -inch..............	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch..............	75 50	76½p c.	66½p.c.
3½-inch..............	95 00	75 p.c.	65 p c.
4 -inch..............	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass..............	0 06	0 06½
Tea lead........	0 02½	0 02½
Heavy lead..............	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap,No.1	16 00	14 50
Stove plate...............	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 50	4 50
Imported pig, per 100 lb......	4 60	4 60
Bar pig, per 100 lb.....	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft...........	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping......................	0 23	0 24

SHEET ZINC

5-cwt. casks	8 25	8 00
Part casks....................	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base..............	....	$7 00
I X, 14x20 base.............	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—		
I C, 14x20 base............	....	5 00
I X, 14x20 base............	....	6 00
I X X, 14x20 base...........	....	7 00
I X X X, 14x20 base.......	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base..............	7 00	7 00
I X, 14x20 base..............	8 25	8 25
I X X, 14x20 base...........	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base..............	....	4 50
I X, 14x20 base..............	....	5 25
I X X, 14x20 base...........	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base..............	....	4 25
20x28, double box..........	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets......	....	7 50
I X, Terne Tin............	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4 25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No. 18, $2 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c ; in 5 and 10-lb bundles, 25c ; in 1-lb. hanks, 25c ; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c ; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..............	....	2 45
Galvanized, plain twist.......	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.........................	2 80
Plain..............................	2 50

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins...........	0 80	0 85
In barrels, 5-gal. tins......	0 80	0 85

BEESWAX

Per lb..............................	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground................	0 05
" flaked..................	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead..................	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome ye low, pure............	0 18
Golden ochre, pure	0 11
French ochre, pure..............	0 09
Chrome green, pure.	0 11
French permanent green, pure..	0 15
Signwriters' black, pure....	0 17
Marine black, 25 lb irons.........	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co..................	1 80
Cee Pee Co. enamel...............	4 50
Sterling Ename s.............	3 20
Anchor Floorlustre...	1 80

GLUE.

		Per lb.
French medal..................		0 10
German common sheet........		0 10
German prima......		0 15
White pigsfoot................	0 15	0 20
Brantford medal..............		0 10
" golden medal......		0 11
" brown sheet........		0 10
" golden sheet........		0 13
" gelatine...........		0 22
" white gelatine......		0 20
" wh te glue..........		0 12
" 100 flake........	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL..............	0 11½
CL........................	0 12
C..........................	0 11

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 16½	0 16½
Packets, 1-lb., 100 in case.....	0 18½	0 18½
" ½-lb., "	0 20½	0 20½
Tins, 1-lb., 100 in case.........	0 19½	0 19½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs.......	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C......		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle..........		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints....		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co) Jamieson's Crown and Anchor brand........................	1 60	

QUALITY OF MATERIALS

SKILL IN COMPOUNDING

together with the most extensive and effective selling-helps ever offered the retailer have made the

MINERVA PAINT PROPOSITION

a money-maker for the wide-awake dealer.

For any exterior or interior jobs, your customers can rely on obtaining the fullest satisfaction if they use Minerva Paints and Paint Specialties.

The leaders in quality for seventy-eight years. Minerva Paints are always sold in cans containing full imperial measure.

PINCHIN-JOHNSON & CO.

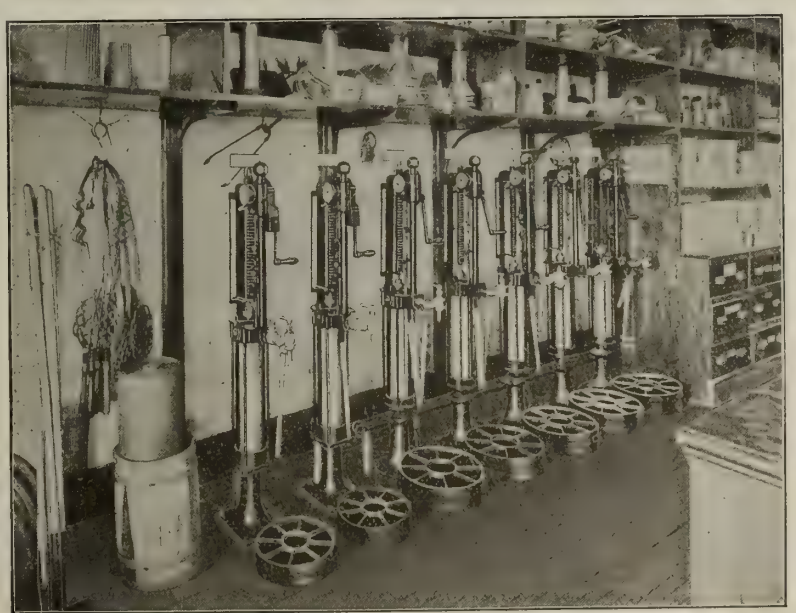
(CANADA) LIMITED

377-387 Carlaw Ave., TORONTO

Established in 1834 in England.

J73

This Illustration was made from a photograph of a Bowser installation for Mr. Samuel Hobbs, 1434 Queen St. W., Toronto, Ont.



This system handles

Canadian Coal Oil
American Coal Oil
Raw Linseed
Boiled Linseed
Turpentine
Gasoline
Benzine
profitably.

It pays him and it will pay you.

You Can Make a Better Profit on Paint Oils if You Handle Them Right

Now is the time to get ready for your spring paint trade. Investigate the Bowser NOW. Your fellow merchants are using them profitably—so can you. Put in a Bowser and get a bigger profit next year. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 Fraser Avenue

PLASTER OF PARIS

Per barrel 2 30

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls		0 17½
Benzine, per gal single bbls		0 15½
Pure Turpentine single barrels	0 70	0 67
Wood Turpentine		0 60
Turpentine, second run		0 60
Linseed Oil, " raw	0 91	0 92
" " boiled	0 94	0 95
Rosin, "G" grade, bbl. lots, 100 lbs.		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	[illegible] 25
Copaline varnish	2 25
[illegible] finish	2 [illegible]
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal" in cases	2 25
Dependon Lt. H. Oil Finish	8 75
Everlastic Floor	14 25
Flatine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40	2 85
41 to 50	3 25
51 to 60	3 56
61 to 70	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
"Anchor," pure	6 75	6 90
Brandram's B.B. Genuine	7 75	7 90
C.P.C. decorators pure	6 75	6 90
Crown and Anchor, pure	6 75	6 90
Elephant Genuine	7 00	7 15
Essex Genuine (Windsor)		6 90
Island City Decorators' Pure	6 75	6 90
Lily Pure	6 75	6 90
Moore's Pure White Lead		6 90
Monarch (Windsor)	...	6 50
[illegible] White	7 00	7 15
Purity, C. O. Co.'s Ltd	....	6 40
Ramsay's Pure Lead	6 75	6 90
Ramsay's Exterior	6 50	6 65
Sterling Pure	....	6 90
Tiger Pure	6 75	6 90

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton, London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. ... 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2. " "	0 05¾

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ¼c. per lb.; F.O.B Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws. new list	7

Nuts, square, all sizes, 4¼c per lb. off.
Nuts, hexagon, all sizes, 4¾c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $8; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts 27½ per cent
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz 0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps 45 p.c.
Creamery trimmings, 75 and 12½ p.c

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES

Blacksmiths portable, 135 lbs 9 85

GALVANIZED WARE

Dufferin pattern pails, 45 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 95
" hickory handle, 1 lb., doz	6 2
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting ½ lb., doz	4 50
Machinists ½ lb., doz	3 [illegible]
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25
Wood hay rakes, 40 and 10 per cent
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅝-inch ... per gross	8 00
" " ¾ "	10 50
" " 1 "	13 50
Leather, 1-inch ..... per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16 in. $10.20; ½-in. $11.40 9-16-in. $13 20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 .... per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire 60 per cent
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 0
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4 40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4¼c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb

BUTTERMAKERS DEMAND
THE "FAVORITE" CHURN

because they know it is the best. A glance at its construction—that light, but rigid angle steel frame, the bolted trunnions, the tight and conveniently arranged cover, the combined hand and foot drive, the roller bearings—these very evident advantages convince one of its superiority, which is fully proven by actual churning tests As a natural result, more "FAVORITES" are sold in Canada than all other churns combined. 8 sizes, to churn from ½ to 30 gallons.

David Maxwell & Sons, St. Mary's, Ont.

"Presto" BASIN COCKS

Nickel-plated. With china index handle. "A quarter turn gives a full opening." Tail screwed for 1-4 inch iron pipe.

GOOD { METAL / PLATING / FINISH / DESIGN

We can quote you an attractive price. Write Dept. H.

T. McAVITY & SONS, LTD., ST. JOHN, N.B.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

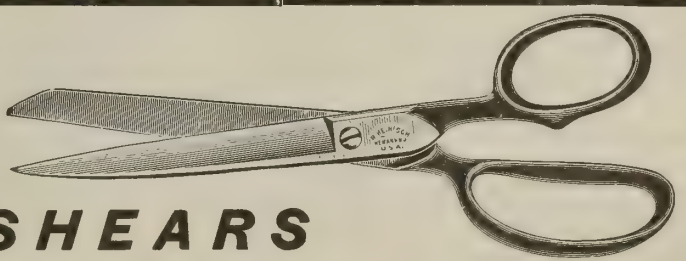
THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

Increase Your Sales

by selling goods that create enthusiasm among users. These kind of goods can be easily obtained in



HEINISCH SHEARS

The dealer will find it a pleasure to handle them as they bring good profits, and guarantee him against come-backs. High quality and perfect temper does it. We also manufacture Tailors' Shears, Trimmers, Tinners' Snips, etc. Ask your jobber for them.

R. HEINISCH'S SONS COMPANY Newark, N.J., U.S.A.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 30 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIKS.

Asbestos mats, 50 p.c.		
Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" " wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30
Spiders and fry pans, 50 and 5 p.c.		
Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60
Toasters, 50 p.c		
Fire shovels, 50.		
Oil stoves and ovens, 50 and 10.		

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.		6 75
Lift Tubular and Hinge Plain, "		5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00: 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from	12 00
Axes, dozen, from	6 50
Axe handles, dozen, from	1 15
Cross cut saws, per foot	0 25 0 43
Axe wedges, dozen	0 25
Ball and heel calks	4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 25
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3½ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20 1 50
Folding ironing boards	16 25 18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2½ inch	2 65
2¾—2¾ inch	2 50
3—3½ inch	2 45
3¾—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅜ diameter, per 100 lbs. 2 85

OAKUM.

Plumbers ....per 100 lb	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c. [illegible]

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent

PLOUGH LINES.

Russian snap	per gross	30 00
Indian snap	"	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.
Boker's	7 50 11 00
" King Cutter	15 00
Henckel's	7 50 20 00
Clauss automatic safety	27 00
Clauss perfect stropper	15 00
Gillette Safety, each	3 75
Clauss Razors and Strops, 50 per cent	
Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 08½
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08½
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb	0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurlev & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

Wood		Per cent
"	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz		$5 00
" iron, per doz		4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks	per 1,000	7 50
Eureka tinned steel, hooks	"	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co's, 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths		7 62
7 inch	" "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.....per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"		0 10
Deer Creek	"		0 10
Deerlick	"		0 25
" Axe	"		0 15
Lily white	"		0 42
Arkansas	"		1 50
Water-of-Ayr	"		0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ¼ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1321	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash & hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

JAMIESON'S

CROWN and ANCHOR

VARNISH STAINS

LOOK so well and WEAR so well that they delight everyone who uses them.

We would like you to test them against any other stain on the market of whatever name or price. If you will do so we are certain that you will agree with us that they are in every respect

THE BEST

and the price helps too.

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancouver

Moore's House Colors

represent the highest development arrived at in modern paint making.

TO THE CONSUMER—their use means greater economy of labor and material, better protected value and higher class results throughout than can be obtained with any other paint.

TO THE DEALER—The sale of MOORE'S HOUSE COLORS means a live, growing profitable trade such as follows the handling of all articles of general merit. Write us for sample cards and prices. Remember T—45.

Benjamin Moore & Co., Limited
WEST TORONTO
NEW YORK CHICAGO CLEVELAND

"SILKSTONE"

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Flat Wall Colours

Will Add Tone to Your Business

Not an experiment but a proven success. They make the home attractive by giving that soft mat-like surface so highly prized—dry without gloss yet with plenty of life. Look like expensive ingrain wall paper. Can be stencilled over. No surface you can't use them on—No surface they won't cover well.

WASHABLE, SANITARY, ARTISTIC

A boon to housewives, as they can be washed without injury.

Write for Colour Cards and Instruction Booklets to-day.

G. F. STEPHENS & CO.
LIMITED
WINNIPEG - - CANADA
Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

ARTICLES FOR SALE

SET TINSMITH TOOLS, SPLENDID CONdition. In use six months. Bargain for cash. W. A. Matthews, Cannington, Ont. (13)

BUSINESS CHANCES

HARDWARE AND STOVE TRADE, WELL established. Stock, $3,300. Well assorted. Good shop, low rent with dwelling attached. Rich farming community. Good chance for young man. Box 644. Hardware and Metal, Toronto. (13)

DOMINION RIGHTS for new American inventions are often offered ridicuously cheap—merely reimbursing inventors for patent fees expended. Such monopolies afford opportunities. Communicate with H. D. MacDonald, 35 W. Congress, Detroit, Mich. (10)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE—HALF INTEREST IN FURNIture and hardware store in best town in Southern Alberta. Doing a cash business; profits for last four months over $4,000; building 25x100, in good location. Two railroads to build in town this year. Must sell on account of health. Box 633, Hardware and Metal, Toronto. (11)

FOR SALE—STOCK OF GENERAL STORE. Stock about Five Thousand, doing a cash business. Established thirty years. This is a money maker to a good live man. Good reasons for selling. Stone store with stone dwelling attached can be rented for a term of years, rent moderate. If interested, would like to show you the business. A. Millar, Spencerville, Ont. (11)

FOR SALE—HARDWARE, STOVE, TIN, granite, furniture and harness business. Stock $10,500; year's turnover $35,000; store 50x81, two storeys, best stand in town, little or no opposition. Good mixed farming district; crops here best in six years. Cash for stock, store can be rented or bought. On main line C.P.R. between Winnipeg and Edmonton, in northern Alberta. Box 643, Hardware and Metal, Toronto. (13)

A REAL LIVE HARDWARE AND TINsmith business in a central Saskatchewan town of 300 people, a three-quarter million bushel grain point, five elevators, very best farming district and people. $21,000 turnover last year at a profit of over $4,000. Absolutely no competition whatever. This proposition will stand the closest inspection because it is a real moneymaker. $5,000 will handle, balance on terms. Wholesale support guaranteed to right man. Box 641, Hardware and Metal, Toronto. (14)

SITUATIONS WANTED

WANTED POSITION BY HARDWARE clerk. Six years' experience in hardware stores and tinware. Box. 636 Hardware and Metal, Toronto. (10)

GENERAL HARDWARE—HANDY YOUNG man with four years' experience desires position. Not afraid of work. View of advancement. Total abstainer. Good references. Box 645, Hardware and Metal, Toronto. (12)

ADVERTISER, AGED 35, TWENTY YEARS' experience general hardware and furniture, is open for position with view to partnership, as manager, buyer or salesman. Excellent testimonials. Box 640, Hardware and Metal, Toronto. (11)

SITUATIONS VACANT

TINSMITH—MUST BE ALL ROUND TINner and furnace man, state wages. Box 224, Burlington. (10)

BOOKKEEPER POSSESSING THOROUGH knowledge and experienced in office detail. Hardware experience preferred. State experience, age, salary, and if married or single. Address P.O. Box 682, Montreal.

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—FOR A WHOLESALE HOUSE IN a large western city, thoroughly experienced hardware buyer, one possessing a knowledge of crockery business preferred. Good salary to right man. Apply, giving particulars, to Box 638, Hardware and Metal, Toronto. (11)

WANTED—TWO TRAVELERS FOR WHOLEsale hardware house. Prefer to engage two bright young men now clerking in western Canadian retail hardware stores. State if have had stove and furnace experience. Apply to Hardware and Metal, Box 34, Winnipeg. (10)

STORAGE

STORAGE, VANCOUVER, B. C.—STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 329 Railway Street, Vancouver. (14)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

OFFICE MANAGER WANTED

AN OLD-ESTABLISHED AND SUCCESSFUL joint stock manufacturing company in Toronto wants an office manager who besides being an expert accountant is capable of following costs closely, stopping leaks in the manufacturing department and capable of introducing economic methods. For such a man there is a good future. He can in time acquire an interest in the business. State experience and salary wanted. Box 637 Hardware and Metal, Toronto. tf

MISCELLANEOUS

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

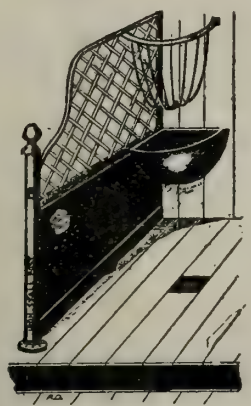
PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE MONEY YOU ARE NOW LOSING through not having a National Cash Register would pay its cost in a short time. Write us for proof. The National Cash Register Co., 285 Yonge St., Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

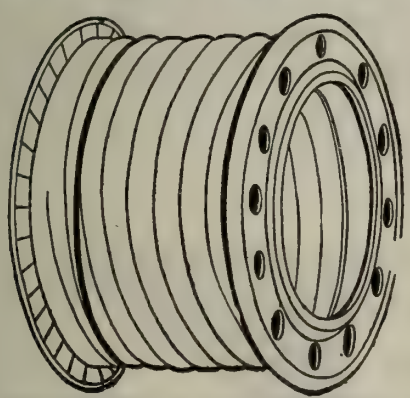
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy

For sale by Jobbers or by the Manufacturers.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

WINNIPEG READY ROOFING

Waterproof
Weatherproof

Made of the highest grade of wool felt, thoroughly saturated with non-drying gummy compound that remains soft and pliable in the extremes of temperature and is absolutely waterproof.

Samples and directions for laying on request

THE WINNIPEG PAINT AND GLASS Co.
LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG CALGARY EDMONTON

NEW ERA PAINT
IS GUARANTEED

THE increasing demand for New Era Paint and its past record of service enable us to place a guarantee that it will outlast, cover more surface, hold its color better, stand more weather changes, and give a more brilliant finish than any high-priced paint you can buy. It is made to meet the requirements of the most critical painter. Write at once for prices.

STANDARD PAINT & VARNISH CO., LIMITED
WINDSOR, : : : : ONTARIO

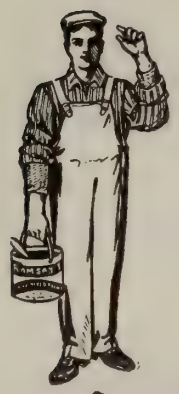
Queen City Water White Oil

GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

The Right Paint

For The Last Seventy Years



we have been making the right paint to paint right, bought right to sell at the right price. You can gain and hold the confidence of your customers by handling

RAMSAY'S PAINTS

Why not take advantage of our invitation to become an agent for paints with a solid reputation of "three score years and ten" behind them.

The Oldest Paint line in Canada.

A. Ramsay & Son Co., - Montreal

Paint Makers since '42

WESTERN DISTRIBUTORS

A. McBride & Co., Limited CALGARY
Revillon Bros., Limited EDMONTON
Bogardus, Wickens, Begg, Limited VANCOUVER

To Paint Right

GLASS

of Every Description for Buildings

Have you placed your Import Order for GLASS ?

Obtain our Prices.

Quality and Delivery GUARANTEED.

Prompt Shipment.

Stock Orders Write Us.

HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal

MONTREAL FACTORY, INCLUDING PAINT, VARNISH AND DRY COLOR WORKS

QUALITY - SERVICE - PRICE

Quality that is always dependable, practical, co-operative service; prices that are consistent with both, and meet the popular demand, that is the Canada Paint Company's policy in brief. Nearly 50 years' experience has proved its soundness.

Three large, well-equipped factories are required to turn out our complete line of paints, varnishes and colors. The C. P. standard of quality is maintained by modern facilities and a thorough system of inspection and tests. It is always satisfactory and dependable, and the goods sustain a well-established demand.

Our three factories in Montreal, Toronto, and Winnipeg insure prompt deliveries. When you want goods in a hurry you can get them. Your shipments come well packed and neatly labeled. We furnish well designed store displays and advertising literature, bearing your name, in whatever quantities you can use to advantage. We are always ready to extend special help by mail or through our representatives to get new business for you, and we never forget that our success depends upon yours. We make the word "service" mean something.

High price goods move slowly and low price goods cannot be made right. We make our own linseed oil and dry colors, which, with our enormous output, reduces our manufacturing cost to the minimum. Thus we maintain a satisfactory quality, and establish prices that move the goods and pay you a fair margin of profit. Is it any wonder the Canada Paint Company's policy is a success?

THE CANADA PAINT COMPANY

LIMITED

MONTREAL TORONTO WINNIPEG

Sterling Prepared Paints

Quality Price Profit

These are important points that must be considered.

"Sterling" Agents have the combination.

CANADIAN OIL COMPANIES, LIMITED

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

Push This Lawn Roller—Every Householder Can Afford It

OUR ADJUSTABLE WEIGHT LAWN MOWER

is a necessity to people who aim at keeping their lawn beautiful.

For the best results begin rolling when the ground is soft. By using the adjustable weight roller, this can be accomplished. When empty the weight is only 115 lbs. and weight may be added as the ground hardens until it reaches 1000 lbs. Can be loaded with water or sand to meet the required weight.

Dealers:—This roller can be retailed at from $15 to $20, and allows a good profit.

Nicely finished with aluminum and attractively striped.

Ask your jobber for further information or write us direct.

THE ERIE IRON WORKS, LIMITED

St. Thomas, Ontario, Canada

Here's Your "Cue" Mr. Paint Man

QUALITY

The Tale of Quality Has a long, long reach —

The tale of "quality" travels far and fast — if it is a tale of good quality it helps — if poor quality it *hurts*. Sell a paint that disappoints — that fades, chalks off, and does all the other things a poor paint generally does and you will be surprised how far and how fast the dissatisfied patrons spread the news and the dissatisfaction. On the other hand sell

Martin-Senour Paint
100% Pure

and you will wonder what it is that is building up your business so fast. Satisfaction delights in telling about the thing that satisfies so much. It is not a silent salesman — rather it gets up on the housetop and lets the neighbors all know what it is so pleased about. What will a hundred such salesmen do for you? Sell Martin-Senour Paint and see. Write today for the way to get them started talking for you.

The Martin-Senour Co., Limited
Pioneers of Pure Paint
Montreal Chicago
Winnipeg

We Are In Business to Stay

That is why we are putting the quality into our goods and building up a reputation for DOUGALL VARNISH.

If you want to build up a reputation for yourself, sell and recommend "The Varnish That Lasts Longest" to your customers. The benefits derived from carrying this line will soon be apparent to you.

There is a difference. DOUGALL VARNISH is just as different from other varnish as paint is from whitewash, and it is worth just as much more.

Do not delay—Act now—You are still in time to lay in a stock for your Spring Trade.

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President
MONTREAL CANADA

Associated with Murphy Varnish Co., U.S.A.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited
Aston Cross, Birmingham, England

Canadian Representative
GEO. H. SAYWELL,
Hammond Bldg., 61-3 Albert St., Winnipeg
Also Agents at Toronto, Calgary, Vancouver and Saskatoon

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE

MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY
HAMILTON, - ONTARIO
PIONEERS IN THE PACKING BUSINESS

First--

it was the custom to sell whiting, glue and color separately for kalsomined walls.

Then--

the whiting, glue and color were sold ready mixed in packages under different names—all just kalsomine of course. After being applied, this kalsomine decomposed and in time rubbed or scaled off.

Now--

people who want a thoroughly satisfactory wall-coating—one that is pure, permanent and sanitary—buy

ALABASTINE

Alabastine, made from crystalline alabaster rock, is a cement that sets and hardens on the wall and improves with age. Your trade will know about it through our advertising, and we will help you with catalogues, show cards, banners, posters and tint cards. DON'T DELAY ORDERING. Your Jobber can supply you.

The Alabastine Co., Ltd.
Paris - - Ontario

Here's A Pointer

that will go a long way to boosting your varnish business. Tell your customers that

INTERNATIONAL

Varnishes and Varnish Specialties

are put up in cans containing full Imperial Measure, not wine or short measure.

Prices, too, compare favorably with any other brand of Varnish, and the quality of the International line is unexcelled. It has been the leader for over 40 years.

For over 40 years the goodness of International Products has been a household word the world over.

Don't take any chances. Feature the line that "makes good" on every kind of job and obtain the benefit of our strong selling co-operation.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of Standard Varnish Works

New York Chicago London Berlin
Brussels Melbourne

Largest in the world and first to establish definite standards of quality.

J-74

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895

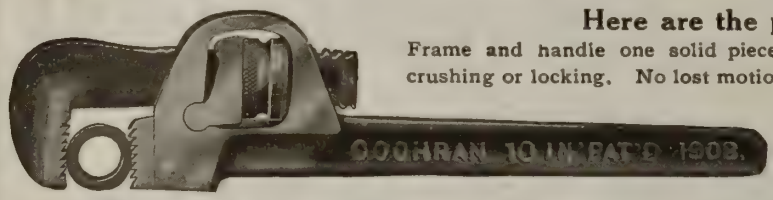
Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a **wrench** show.



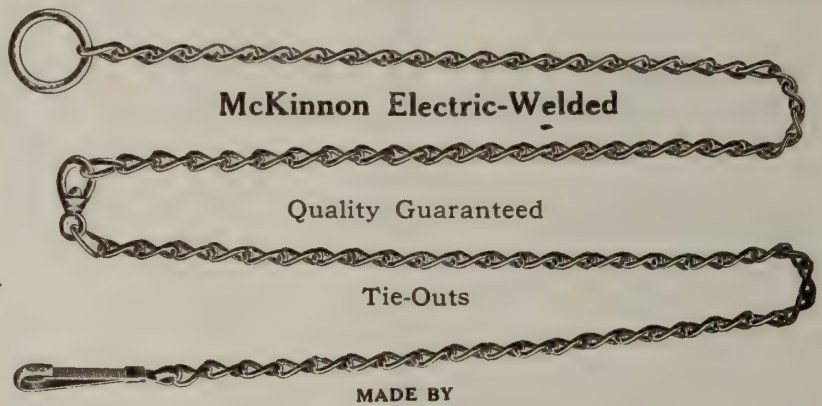
Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.
Proof against all side-pull injury
Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

Made in Canada



Sold by Jobbers

25% { More Weld, More Strength, More Wear

25% { More Orders, More Sales, More Profit

Office: Buffalo, N.Y.

MADE BY **McKinnon Chain Company**

Factory: St. Catharines, Ont.

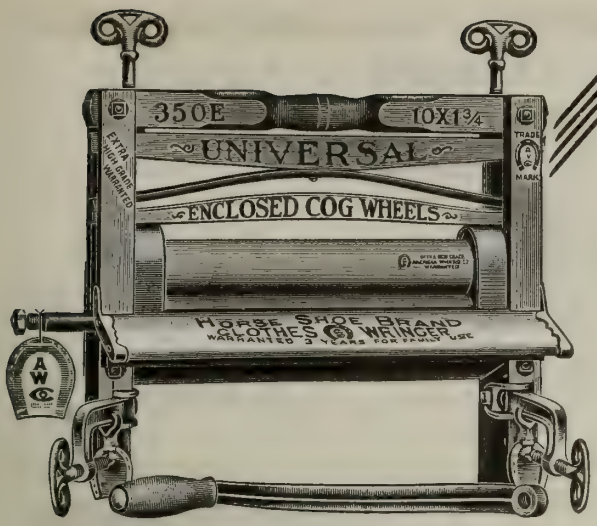
Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.



UNIVERSAL WRINGER

Warranted 3 years for family use.

Has enclosed cog wheels which prevent accidents to fingers.

Plain Bearings	Ball Bearings	Size of Rolls
No. 350E	No. 380E	10 x 1¾ in.
No. 351E	No. 381E	11 x 1¾ in.

We are the Largest Wringer Manufacturers in the World

We have the very best facilities for turning out goods of the highest quality.

Our wringers are very attractive; and, if placed in a prominent position, they are certain to PULL TRADE YOUR WAY.

Write for catalogue No. 9 which contains cuts and descriptions that will be of great interest to you.

The American Wringer Co.
New York

TO CANADIAN BUYERS:

McKechnie Brothers

are prepared to quote attractive prices for the shipment of the undermentioned lines in lots or made up into suitable parcels to the order of commission houses or against approved drafts.

PROMPT SHIPMENTS

Accuracy of Section and Quality Guaranteed

MANUFACTURERS OF

EXTRUDED BRASS RODS and SECTIONS, any shape or design—Round, Hexagonal, Square, Flat, Channel, Casement, Hinge, Etc. GUN-METAL, BRONZE and BRASS INGOTS, to any specification. TINMEN'S, PLUMBERS' and WIRE SOLDERS' ANTI-FRICTION METALS.

Metal Works: Ration Park Street, BIRMINGHAM
LONDON: EMERSON STREET, SOUTHWARK
NEWCASTLE: 90 PILGRIM ST. MANCHESTER: TRAFFORD PK.
SMELTING WORKS—WIDNES, LANCASHIRE

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.

YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Brockville, Ont., Jan. 23rd, 1910
Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal

Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.

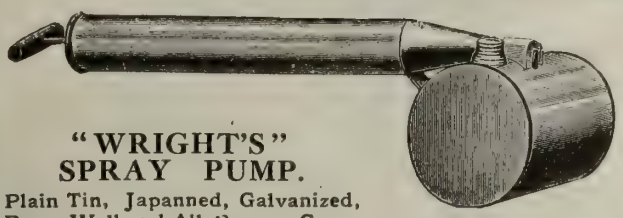
Contractors

Montreal

DISINFECTANT DISTRIBUTORS

for the use of Farmers, Fruit-Growers, Florists, Live Stock Dealers, Hospitals, Sanitariums, Sick Rooms, and sanitary households.

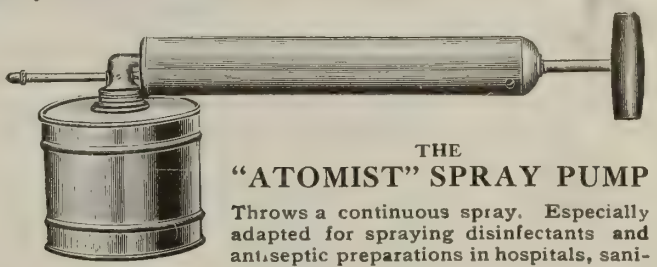
The benefits of spraying have been proven beyond all question. Hand sprayers are constantly asked for during the Spring months. Don't disappoint your customers.



"WRIGHT'S" SPRAY PUMP.

Plain Tin, Japanned, Galvanized, Brass Well and All Brass. Capacity 2 pints. Spray may be directed at any angle. Crated ½ dozen in a crate.

Write for information on our complete line of HAND SPRAYERS.



THE "ATOMIST" SPRAY PUMP

Throws a continuous spray. Especially adapted for spraying disinfectants and antiseptic preparations in hospitals, sanitariums, sick rooms, etc.

Plain Tin, with brass fittings. Capacity 1½ pints. May be used at any angle. Crated ½ dozen in a crate.

E. T. WRIGHT & CO. (H. G. Wright) **HAMILTON, CANADA**

AGENCIES AT VANCOUVER, WINNIPEG AND TORONTO

WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF

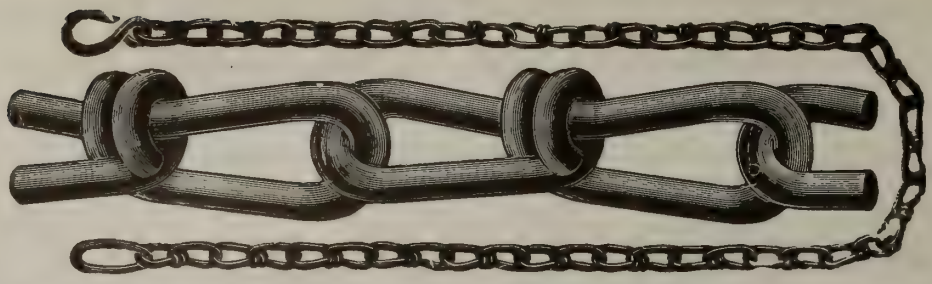
"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.



NEW PROCESS STEEL WIRE TRACE CHAINS

TIE-OUT CHAINS
DOG CHAINS
HALTER CHAINS
CATTLE CHAINS

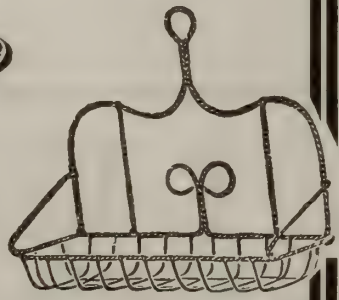
The most satisfactory chain to handle.

Manufactured by

The B. Greening Wire Company, Limited

HAMILTON, ONTARIO
MONTREAL, QUEBEC

We Have KITCHENWARE That Will Meet the Requirements of Every HOUSEWIFE



The hardwareman who handles our kitchenware will get the best returns for money invested.
It is a line of unusual quality—a line that never fails to satisfy the most critical of buyers.
Our goods are attractively designed and well finished.

Write for catalog and price list.

Andrews Wire Works of Canada, Limited
Watford, Ont. - Rockford, Ill.

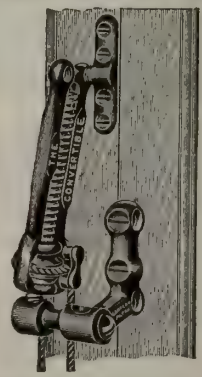
JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED
Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

THE "CONVERTIBLE" PATENT FANLIGHT OPENER

Simple
Effective
Compact



1790 IRON
⅜ screw 4/-
½ " 6/6

1795 BRASS
⅜ screw 5/6
½ " 8/6

1797 GUN METAL
⅜ screw 6/6
½ " 10/6
each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

Original Patentees and Manufacturers of

Cartland Patent Helical, Climax, Adjustable, and Reliable Door Springs

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to wholesale Hardware Merchants.

Steel Rules, Gauges, Etc.

CHESTERMAN'S

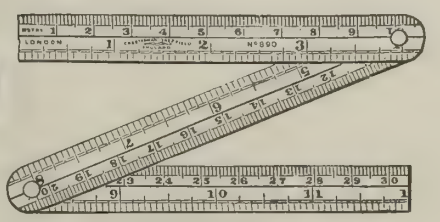
MEASURING TAPES

Linen and Steel

TRADE J C MARKS

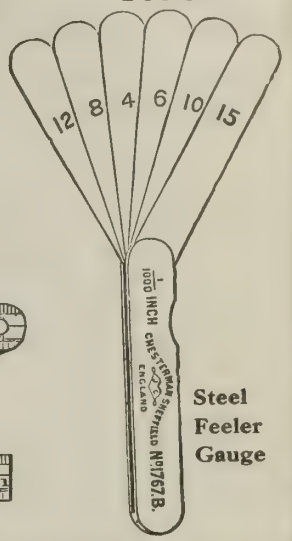
CONSTANTIA J C

TRE BLE



Steel Pocket Rule

Engineers' Small Tools



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal

Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

How Much More EAVETROUGH

Can your men put up in a day if it is well made, uniform in size and absolutely straight?

Winnipeg Eavetrough and Conductor Pipe is made on the latest style machine. There is no chance about it. Every length is straight and true, uniform in size and shape and costs no more than inferior kinds.

Write for Prices to-day.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. WINNIPEG, MAN.

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

15 MINUTES TO THE ACRE

does the work with the Horse Power SPRAMOTOR—and does it well. Four rows, 3 nozzles to a row, adjustable up to 40 inch rows. Nozzles will not clog. 12 gal. air tank, automatic and hand-controlled. Guaranteed pressure of 125 pounds with all 12 nozzles working. Agitator cleanout, pressure relief into tank, nozzle protector under driver's seat. For 1 or 2 horses. Adjustable for vineyards, row crops, or orchards.

Write for free treatise on crop diseases. AGENTS WANTED.

R. D. HEARD, 1382 King Street, - London, Canada

BUSHLIN PATENT
Knocked Down Rakes
ALLOW GOOD PROFITS

Buy your hay rakes knocked down. It is the most economical way.

In this form they occupy much less room, enabling you to carry a fairly large stock, which would otherwise be impossible.

These rakes are easy to set up, and are sold under a written guarantee.

Their finish and design are certain to attract farmers.

Made in both wood and wire bow.

Get our prices and particulars at once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

THE BEST CHEAP FENCE
ON THE MARKET IS
"MONARCH"
WIRE FENCE

"MONARCH" Fence is made of the best galvanized No. 9 Hard Steel Wire throughout, and as it is made in fifteen sizes and suitable for all purposes, you would find it a very easy seller and money-maker. Note the simple "MONARCH" Ring Lock—the best lock of its kind in the world.

Now's the time to push Fencing hard. Commence by writing us for Catalog and prices.

The Owen Sound Wire Fence Co.,
Limited
OWEN SOUND, - - - ONTARIO

"ONE MINUTE"
Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line

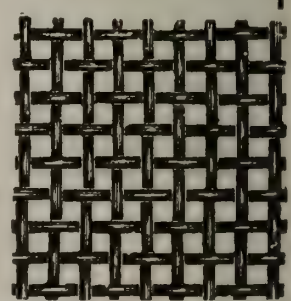
ONE MINUTE WASHER CO., - TORONTO
MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE & FURNITURE CO., Montreal

GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth
Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

The **Western Union Telegraph Company** decided to supply all operators with typewriters. A Commission of eight expert Mechanical Engineers were appointed to examine into the merits of the best machines.

After a thorough investigation and comparison of all machines, in which each was subjected to the most severe and exacting tests, this Committee reported in favor of the Underwood.

10,000 New Underwoods Purchased At One Sale

The entire organization of the Western Union Telegraph Company will now be equipped with Underwoods. The order calls for 10,000 new machines—the largest purchase of typewriters ever made in history. The Underwood is the

WORLD'S BESX TYPEWRITER

It is made in many different models, for many different classes of work. It is the machine you will eventually buy.

United Typewriter Co., Limited, 7 & 9 Adelaide St. East, TORONTO
And all other Canadian Cities.

Keep on the Right Side of the Builder

by supplying him with our guaranteed

LEEKNOTT ROOFING

as it will be nearly as good as new when most of the ready roofings are forgotten. It will cost you no more to stock Leeknott and it is by far the cheapest and most profitable in the long run.

Its high quality is due to the work of experts—the experts use the very best of long fibre woollen felt, which is thoroughly soaked and coated with the genuine Trinidad Lake Asphalt, specially prepared and tempered for the purpose. Leeknott has the wonderful weather and fire resisting qualities, qualities that most roofings lack. Every roll is absolutely guaranteed. Rust-proof, galvanized special roofing nails, extra quality lap cement, and illustrated printed directions packed in every roll. Anyone can successfully lay "LEEKNOTT."

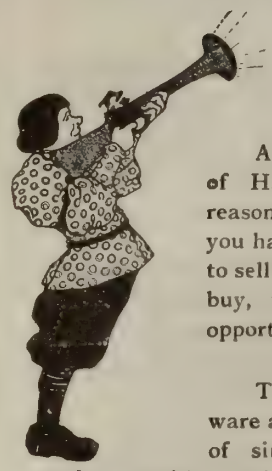
We make sales easy by supporting the dealer and supplying him with circulars, etc. Our rolls are more attractive and are certain to invite enquiries.

Write for full details. **Agents wanted.**

Canadian Supply Company

220 King St. West — Toronto, Ontario

WEATHERPROOF CASCO PRODUCTS



Hits the Mark

Among the thousands of readers of Hardware and Metal it seems reasonable that someone wants what you have to sell, or that someone has to sell what you have tried in vain to buy, that someone is hunting the opportunity you have to offer.

The want ad. columns of Hardware and Metal are the simplest form of simplified advertising. No ad. writer need be employed, no drawing or cut need be made, no knowledge of display type is necessary, for display type will not be used in these columns. All that you have to do is state your wants, state them simply and clearly and send to any of our offices along with remittance to cover cost of advertisement. No accounts opened in this department.

Don't despise the want ad. because of its small size or small cost. Don't forget that practically all the hardware merchants, clerks, manufacturers and travellers read our paper each week.

RATES:—

2c. per word first insertion.
1c. per word subsequent insertions.
5c. additional each insertion for box number.

Peter Orr & Son's

Flexible

GLASS PAPER

GLASS and EMERY CLOTH

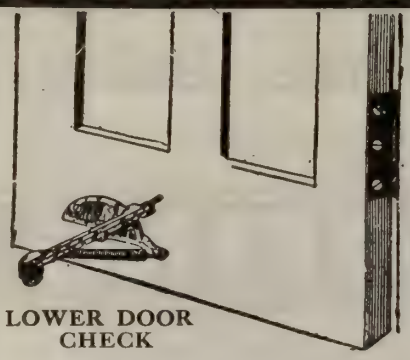
HAVE A REPUTATION
OF NEARLY 100 YEARS

Order through our Canadian Agent:

George Platt & Co., Box 1651, Winnipeg, Man.

WORKS:

280 Cathedral Street, Glasgow



LOWER DOOR CHECK

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

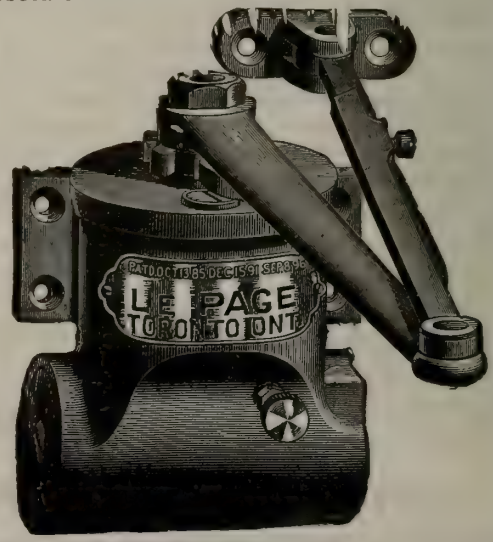
The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

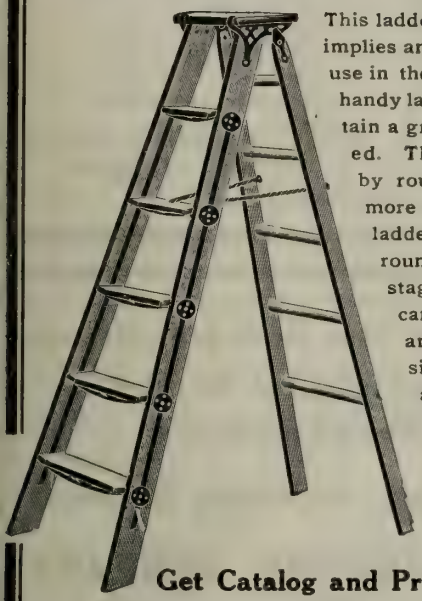
Write for circular and prices.



WM. KEATING

266 MACDONALD AVE. TORONTO

The Mechanic Special Service Ladder



This ladder is all that its name implies and is highly prized for use in the shop or wherever a handy ladder suitable to sustain a great weight is required. The legs are connected by rounds so that one or more may make use of the ladder at one time, and the rounds and steps are staggered so that a plank can be placed through and find support every six inches. The ears are of malleable iron and steps are trussed.

If you want to increase your profits, that ladder will help you.

Get Catalog and Prices NOW.

The Stratford Mfg. Co., Limited

STRATFORD - - CANADA

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the

Highest Standard Lampblacks

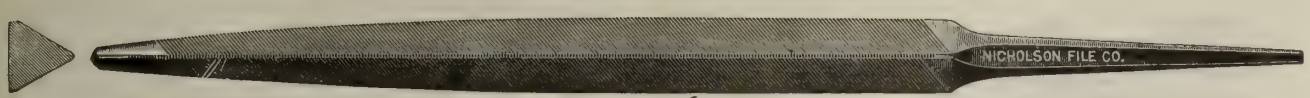
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

There is a Nicholson-made File for every filing purpose



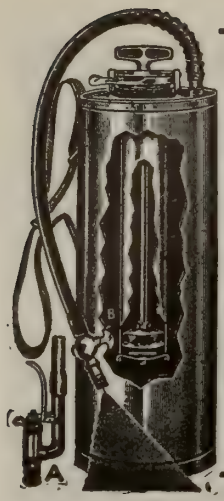
Among the many other reasons why dealers should handle Nicholson-made files is their great range of shapes and grades. Each file for each purpose is made in the shape and of the grade of steel that our long specialized experience has shown to be the very best for the purpose.

In Canada, the favorite Nicholson-made files are:

"AMERICAN" "ARCADE" "GREAT WESTERN" "GLOBE"
"EAGLE" "McCLELLAN" "KEARNEY & FOOT" "J. B. SMITH"

Sell these lines. You are backed by all the great prestige of the Nicholson File Company, and your file stock is the line acknowledged to be the standard of file quality. Your jobber can supply you.

Nicholson File Co., - Port Hope, Ont.



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO

STEP LADDERS
4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

THE
HANDY HAME STRAP
NEVER SLIPS

DO YOU SEE THAT HOOK?

It withstands the extra wear at this point and prevents slipping when being pulled up. (Loose Hames mean sore shoulders.)

MR. HARDWAREMAN:

This is a profitable little specialty.
If your jobber does not handle them send direct.
(We also make the regular harnessmakers' sewed hame straps.)

G. L. GRIFFITH & SON, (The Halter People)
MELBOURNE - ONTARIO

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

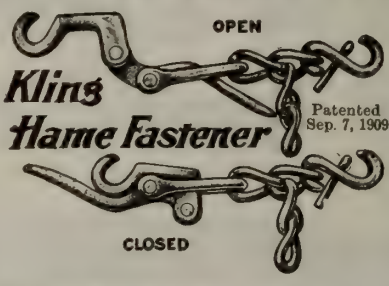
MONTREAL	*HEAD OFFICES*	*WINNIPEG*
HALIFAX	*TORONTO*	*VANCOUVER*
OTTAWA	*CANADA*	*ROSSLAND*

METALS

Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

LET CUSTOMERS TRY IT 30 DAYS



They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. $2.00. Name "Kling" on the handle. Descriptive circular on request.

The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 56 Colborne St., Toronto, Ont.
Canadian Distributing Agents

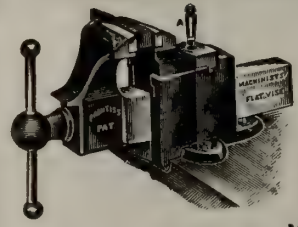
Turpentine Producers' Agency

TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.	**Phones:**
Warehouse: MacDonnell Ave.	**Office: Main 4391**
C.P.R. and G.T.R. Sidings	**Warehouse: Park 2781**

Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C

Mr. Dealer:

You surely want to advertise your business. One way is to sell "Utica" Pliers. They will satisfy your customer, and he will **COME BACK** and keep coming.

"The Plier that Fits the Hand."

Let us send you some **FACTS.** "A post card **TO US TO-DAY** means business **TO YOU TO-MORROW."** Every "Utica" Tool guaranteed.

"Money back if not satisfactory."

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE AGENTS FOR CANADA

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

CARDED

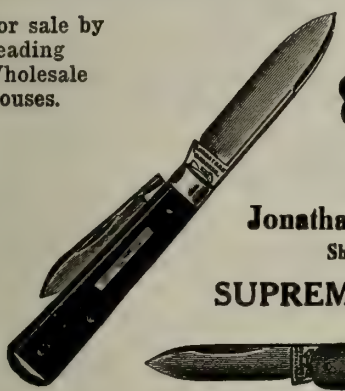
Scissors and Pocket Knives

We carry in stock a large and complete assortment of Ladies' Embroidery Scissors in assorted sizes on very attractive cards. Also a line of Pocket Knives in 1 to 4 blades, Stag, Bone, Pearl and Horn Handles, for ladies, men and boys, in all shaped blades. Packed half and one dozen on cards.

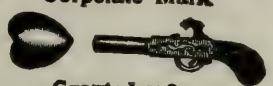
Prices furnished upon request.

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL

For sale by Leading Wholesale Houses.



Corporate Mark



Granted 1780.

Jonathan Crookes & Son

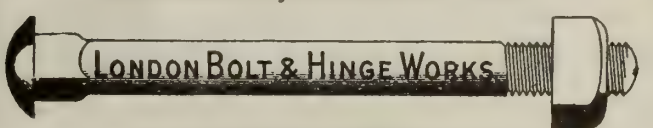
Sheffield, England

SUPREME CUTLERY

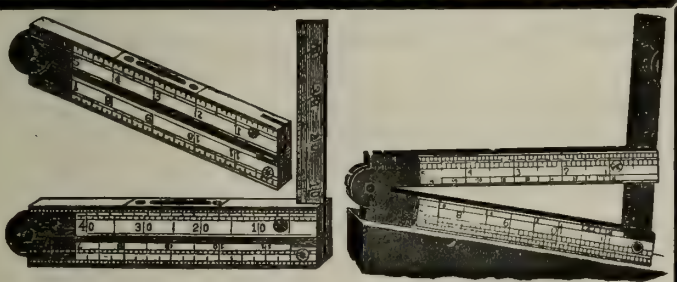
Pole Line Hardware

CROSS ARM BRACES	MACHINE BOLTS
POLE STEPS	CARRIAGE BOLTS
SQUARE WASHERS	NUTS, ETC.
ROUND WASHERS	Plain or Galvanized

We Galvanize by the HOT DIP Process



LONDON, CANAD



STEPHENS' PAT. COMBINATION RULE

Level, Square and Slope Level, etc., etc.

A Fine Tool.

THE CHAPIN-STEPHENS CO., UNION FACTORY

PINE MEADOW, CONN., U.S.A.

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited

WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

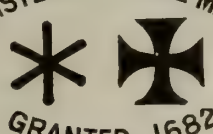
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for QUALITY and VALUE cannot be excelled.

Supplied through Merchants, Jobbers, etc., only

The GROVE CHEMICAL CO., LTD.

Established 1856 Appley Bridge, Wigan, Lancs, England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

BUILDERS' SUPPLIES.

Bell Phone 3033 P. O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET - QUEBEC

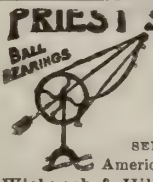
CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



PRIEST'S CLIPPERS THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, N.H., U.S.
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAL BAGS.

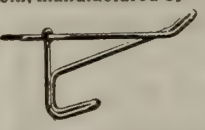
Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

COAT HOOKS.

Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID
Perth, Ont.
Ask Your Jobber



EMERY WHEELS.

Canadian Hart Wheels

443 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

BRASS STENCILS.

Sheet Metal Stampings, Special Stamped Metal Goods to Order. Dies and Tools, Steel Stamps, Machine and Furniture Name Plates, Seals and Seal Presses, Fire Escapes, Brass Name Plates

Herod Machine & Stamping Co.,
BRANTFORD Limited

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

FLOOR SPRINGS.

The Best Door Closer Is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

David C. Mitchell & Company,
118 Queen Street, Glasgow, Scotland.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

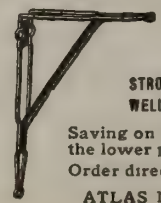
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

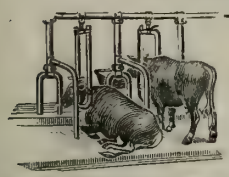
SPRAYERS.

COLLINS SPRAYERS—SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales and smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

STANCHIONS.



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.

ARMSTRONG CUTTING-OFF TOOLS

are correctly designed and the blades are bevel rolled from special Self-Hardening Steel. Straight and Offset shapes. 7 sizes each. Write for Catalogue

Armstrong Bros. Tool Co.
106 N. Francisco Ave.
CHICAGO, U.S.A.

TINNING.

Tinning and Planishing Sheet Copper, Brass, Etc.
Tinning of all kinds, Malleable Casting, Black Iron, Wire Goods, etc.
WE ALSO DEAL IN SCRAP METALS

Toronto Metal Co., Limited
Cor. Davenport Road and Belmont St., Toronto

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

METAL POLISH.

DIAMOND CLEANSER

MAKES EVERYTHING GLITTER

Discount to jobbers. ½ and 1 pint sizes.
Requires no shaking. Will not discolor.

JOHN C. WILSON COMPANY
354 Wellington St., OTTAWA

Malleable Iron Castings

for Carriages and Special Castings of all Kinds

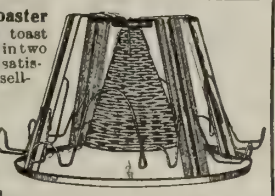
Manufactured by

P. KYLE

MERRICKVILLE, ONT.

TOASTERS.

Jim's Wire one Toaster enables the user to toast five slices beautifully in two minutes and always satisfies. It is a certain seller—write for prices.



HARKINS & WILLIS
ANN ARBOR, MICH.

Penderson & Richardson, Sole Canadian Agents, Bd. of Trade Bldg., Montreal

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

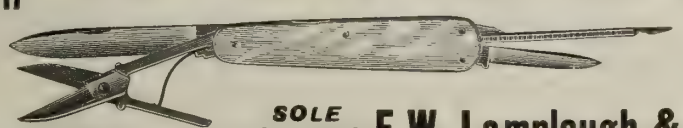
A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

J. A. HENCKELS

TWINWORKS

CUTLERY



Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

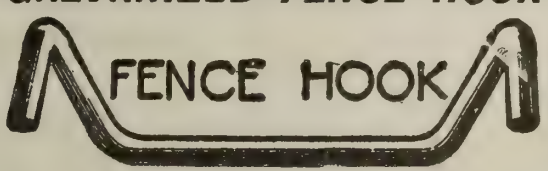
SOLE AGENTS **F.W. Lamplough & Co.,** 9 DeBresoles St. MONTREAL

Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*

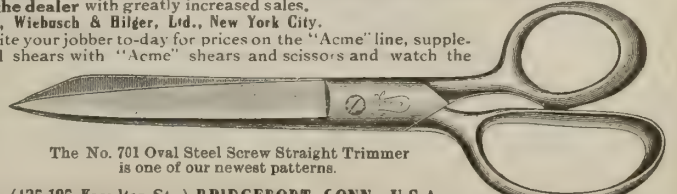


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

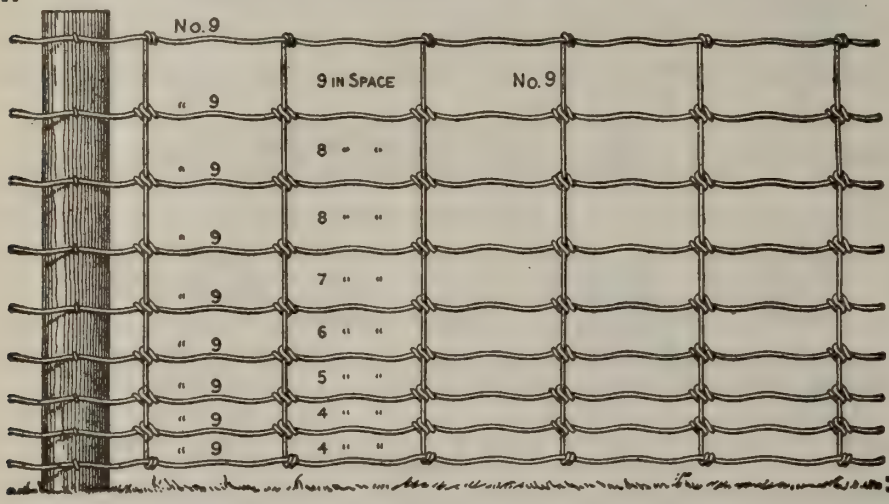
The "IDEAL" FENCE

is an effective Trade-Winner

The reason that there are more miles of Ideal Fence sold in Canada annually than any other make is not due to salesmanship or to advertising, but is due to the merits of the fence itself—to the quality of material and workmanship—to the protection it affords—to the service it renders and to our many satisfied customers throughout the Dominion.

QUALITY FIRST—LAST—ALWAYS

is what has made "Ideal" so popular. Ideal Fence is made exactly as represented and the price is always right. Send for our catalogue and price—then go after the farm trade.



"IDEAL" PRODUCTS:
Staples, Diggers,
McCloskey Grips,
Farm and Stock Gates,
Fence Stretchers, Tools,
Barb Wire, Coiled Wire,
Ornamental Fences and Gates,
Field, Hog and Poultry Fence,
Window and Stall Guards, Etc.

THE
McGregor, Banwell Fence Co., Limited
WALKERVILLE, ONTARIO

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS
MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,
MAKERS OF STERLING SAWS
HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

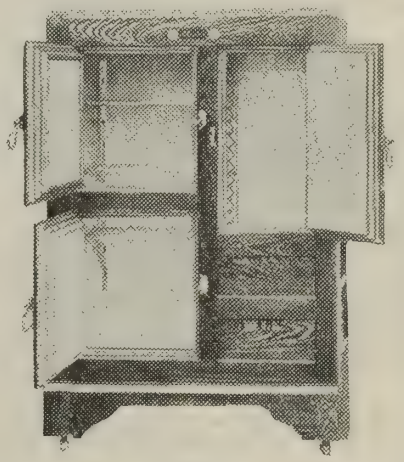
U.S. Factory, Indianapolis, Ind.

"Barnet" Refrigerators

Always Chosen---Always Yield Good Profits

The "Barnet" is the most up-to-date Refrigerator manufactured to-day.

The free ventilation and circulation of pure dry air, coldness in temperature (34 to 40 degrees), freedom from moisture, economy in consumption of ice, the "NEW PORCELAIN" linings, together with the perfect workmanship, piano finish, and style make the "BARNET" the "PEER" of all other Refrigerators. It is made in twenty different stock sizes, and in three different kinds of wood: Ash, Birch and Oak; will keep all goods from the least taint or odor, and are absolutely guaranteed in every respect. It is the only Refrigerator made that will stand a Medical Health Officer's Test.



Special Refrigerators and Cold Storages made to order

WRITE TO US AT ONCE FOR FURTHER INFORMATION

The Barnet Mfg. Company, Ltd.,

RENFREW, ONT.

DISTRIBUTING AGENTS:

Manitoba, Saskatchewan and Alberta: MacKenzie Bros., 244 Princess Street, Winnipeg, Man.

British Columbia: J. C. Welch, 842 7th Ave., West, Vancouver, B.C.

AGENTS:

Geo. R. Prowse Range Co., Montreal, Que.

Chas. Watt, Ottawa, Ont.

Rice Lewis & Son, Limited, Toronto Ont.

Jas. F. Kerr, Sherbrooke, Que.

"ATLAS BRAND" "IMPROVED BLUE TWILLED" EMERY CLOTH

—AND—

"IMPROVED CABINET" FLINT PAPER

TWO HIGH-GRADE STAPLE LINES SPECIALLY MADE FOR CANADIAN TRADE

FULLY GUARANTEED

GET SAMPLES

YOU WILL BE SURPRISED AT THE LOW PRICES

LONDON EMERY WORKS CO.

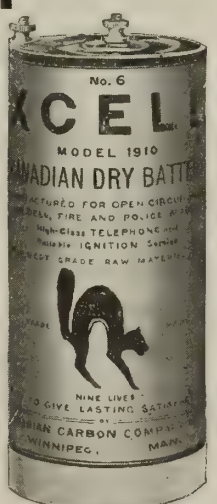
LONDON, ENG.

CANADIAN REPRESENTATIVE:

W. FRANK MURPHY

St. Francois Xavier St., MONTREAL, QUE.

WESTERN DEALERS



Our advertising campaign is now in full swing. It's going to bring orders right to your store.

Be ready! Any Western jobber can fill your orders from fresh stock.

X CELL DRY BATTERIES

will give your customers highest satisfaction.

We believe that's what you want.

"The cell you're safe in selling"

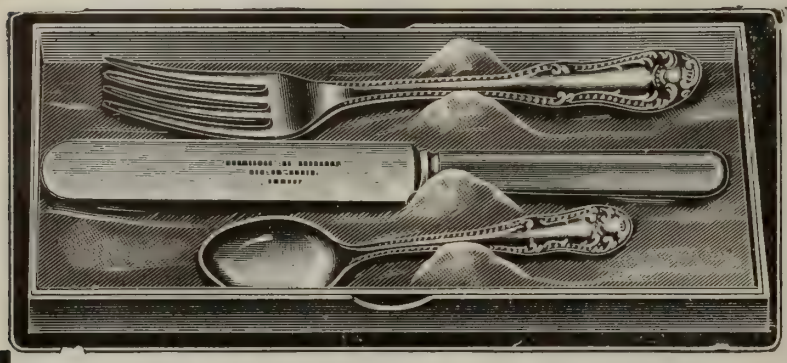
CANADIAN CARBON CO., LIMITED

WINNIPEG

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.



Just the Thing for Gift Hunters

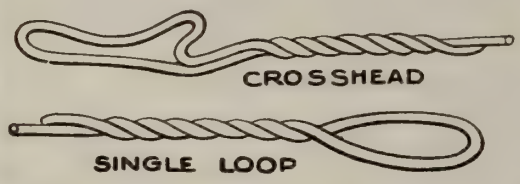
These three pieces in a neat satin-lined box, are the very thing you should handle as they are certain to attract the attention of gift hunters.

This ware is heavily plated with pure silver. It is very artistic and durable and makes an excellent set for a child.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Ont.

AGENTS:—J. Mackay Rose, 88 McGill St., Montreal; N. F GUNDY, 61 Albert St., Toronto; David Philip, 291 Portage Ave., Winnipeg. Benj. Rogers, Charlottetown, P.E.I.

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.
This is a line that brings the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.
Get our prices and send us a trial order---we guarantee to satisfy.
We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.

WE PAY FROM $10.00 TO $50.00 PER WEEK

to our salesmen. To some of our best men we pay more.

Are you a $10.00 or a $50.00 man?

If you are a $50.00 man, we want you.

If you are a $10.00 man, with an ambition to be a $50.00 man, we want you.

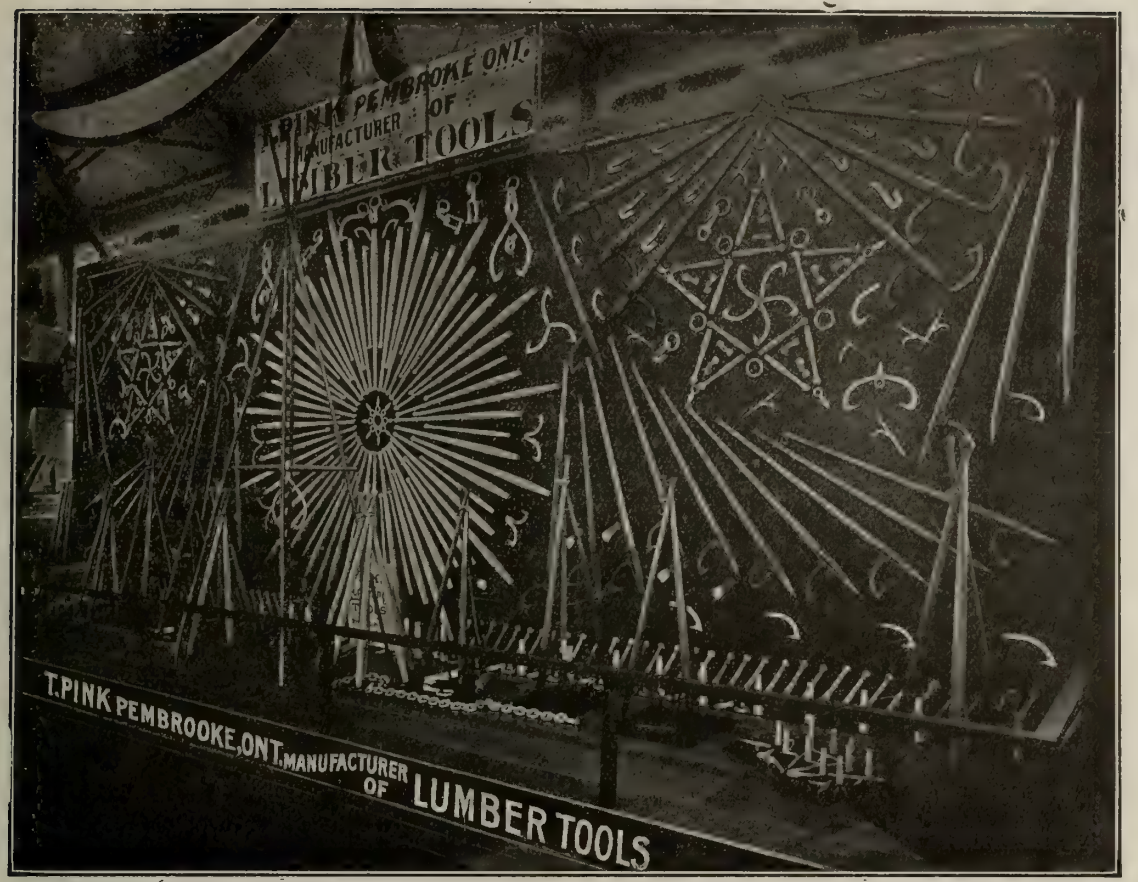
You can devote your spare hours to our work, and make more money than you can make from any other commercial position in the same time.

Here is an occasion to reveal your capacity. You are not satisfied to be earning the same salary next year as now.

You want to know your own strength. After you have discovered it, you will be far better satisfied with yourself and will be more confident in your ability, which means steady progress on the ladder of success.

WRITE AT ONCE FOR FULL PARTICULARS TO

The MacLean Publishing Co., 143-149 University Ave., Toronto, Ont.



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable
Send for catalogue and price list.

Long Distance
Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

The Process Counts As Much As The Steel

Drills are backed by the full strength of the steel when W & B twisted-while-hot process is used.

Other methods of manufacture remove the strength-giving qualities of the metal and produce drills with only a shadow of the real toughness of the steel.

Why buy drills made from steel that has lost its backbone?

"HERCULES" HIGH SPEED TWIST DRILLS

are manufactured under the only twisted-while-hot process that retains all strength of Vanadium Steel in the finished drill.

This is the drill for general factory work where metal of different degrees of hardness makes up the day's output.

Tools of Quality
Trade
W&B
Mark
Bear these Marks

"Hercules" are the drills with seven ordinary lives. Your jobber will supply them or you can order direct.

Send for Catalogue 74-B

Tools of Quality
Trade
W B
Mark
Bear these Marks

The Whitman & Barnes Mfg. Co.

Established 1854 — St. Catharines, Ont.

Stocks carried at Winnipeg and Montreal.

IRON AND STEEL

Bars, Hoops, Angles, Beams, Channels, etc.
Galvanized and Black Sheets, all grades.
Tinplates Canada Plates

METALS

Antimony, Copper, Tin, Lead, Zinc.

PIG IRON

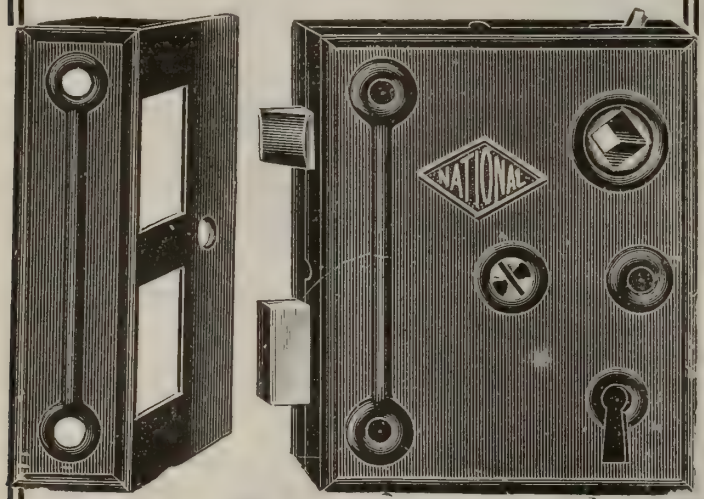
M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue
Toronto

"The Builder's Choice"

NATIONAL STEEL RIM LOCKS

are extremely popular where simplicity, safety and strength are required. It is a quick seller and a fair introduction to your customers is sure to increase your lock trade.



ORDER FROM YOUR JOBBER

NATIONAL HARDWARE CO., Limited
ORILLIA ONTARIO CANADA

Is This Worth Selling?

Our Up-to-date RESTAURANT URNS

are so simple, so attractive and so convenient that they sell rapidly at all times.

Many live dealers are selling them and netting big profits. Why don't you? The highest class restaurants and hotels buy them on sight, and are always satisfied.

We guarantee our urns to give the best of service and command the best trade.

Try them once and you will come again.

Write To-day

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Star Expansion Bolt Co., New York

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Magnolia Metal Co. Montreal.
Tallman Brass & Metal Co, Hamilton

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Henderson & Richardson, Montreal
Henry Rogers, Sons & Co., Montreal

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Sadler & Haworth, Montreal

Belting, Hose, etc.
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Plymouth Cordage Co., N. Plymouth, Mass.

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Pease Foundry Co., Toronto

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The Steel Co. of Canada, Ltd., Hamilton

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Tallman Brass & Metal Co., Hamilton

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Henderson & Richardson, Montreal
Tallman Brass & Metal Co. Hamilton

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Star Expansion Bolt Co., New York

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Stevens-Heiner Co., Port Elgin

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North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain

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McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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Bissell Carpet Sweeper Company, Grand Rapids, Mich

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Chicago Flexible Shaft Co., Chicago

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

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Dominion Cartridge Co., Montreal.

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National Cash Register Co., Toronto

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Hamilton Cotton Co., Hamilton,

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Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

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The Morris & Bailey Steel Co., Pittsburg, Pa.

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Plymouth Cordage Co., N. Plymouth, Mass.

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Wm. Keating, Toronto

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Star Expansion Bolt Co., New York

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Canadian Carbon Co., Toronto
Canadian Carbon Co., Winnipeg

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The Carborundum Co., Niagara Falls, N.Y.
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Standard Paint Co., Montreal

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London Emery Works, London, Eng.

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

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Thos. Davidson Mfg. Co., Montreal
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Chicago Flexible Shaft Co., Chicago

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The Steel Co. of Canada, Ltd., Hamilton

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Henderson & Richardson, Montreal
John Lysaght, Ltd., Bristol, Newport and Montreal

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Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Paper
London Emery Works, London, Eng.

Glass, Wired
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Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co. Winnipeg

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Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

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Henderson & Richardson, Montreal

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The Stanley Works, New Britain, Conn

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Steel Co. of Canada, Limited, Hamilton

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The Steel Co. of Canada, Ltd., Hamilton

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Laidlaw Bale Tie Co. Hamilton, Ont.

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Steel Co. of Canada, Ltd., Hamilton

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

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Steel Co. of Canada, Ltd., Hamilton

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Aylmer Pump & Scale Co., Aylmer
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Hamilton Brass Mfg. Co., Hamilton

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Maple City Mfg. Co., Monmouth, Ill.

Lampblack
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E. T. Wright & Co., Hamilton

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B. Greening Wire Co., Ltd., Hamilton

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D. Maxwell & Sons, St. Mary's, Ont.
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Whitman & Barnes Mfg. Co., St. Catharines

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Peterborough Lock Mfg. Co., Peterborough, Ont.

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Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

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John C. Wilson, Ottawa

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Mop Wringers
White Mop Wringer Co., Fultonville, N.Y

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Oil Stoves
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Imperial Varnish and Color Co., Toronto.
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Burrow, Stewart & Milne Co, Hamilton

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Steel Co. of Canada, Limited, Hamilton

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont

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The Carborundum Co., Niagara Falls, New York

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J. Wiss & Sons Co., Newark N.J.

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Meriden Britannia Co., Hamilton, Ont
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Toronto Silver Plate Co., Ltd., Toronto

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The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E T. Wright & Co., Hamilton

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Henderson & Richardson, Montreal

Spring Hinges, etc.
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Tacks
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Tapes
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Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

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A. C. Leslie & Co., Montreal

Toasters
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J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd. Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont
One Minute Washer Co., Toronto

Wagons—Children's
Woodstock Wagon Co., Woodstock

Washers
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co. Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co. Hamilton
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
B. Greening Wire Co., Hamilton
Henderson & Richardson, Montreal
Jas. Steele Limited, Guelph, Ont

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines

The ROSS

"High Velocity" Sporting Rifle

justifies itself on every occasion where absolute dependability is required.

Where danger is met face to face its superiority is shown—

RETAIL PRICE, $70.00

Other Ross Rifles from $25.00 up

The prestige of the Ross Rifle increases from month to month, and there are demands in every town in Canada for them.

Dealers will find them the most satisfactory to carry —no trouble with duties, no delay in securing parts. Liberal discounts and satisfied customers.

Send for Catalogue and Trade Discounts.

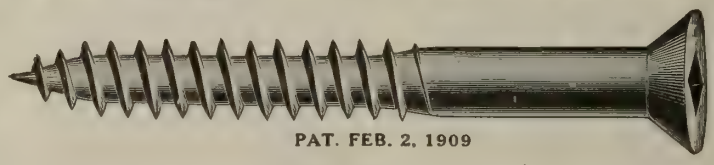
THE ROSS RIFLE CO., QUEBEC, QUE.

ROBERTSON

SOCKET HEAD

WOOD SCREWS

GET OUR PRICES



PAT. FEB. 2, 1909

SEE THAT SQUARE HOLE

HAND DRIVERS, YANKEE BITS, BRACE BITS
RIVETS, BURRS, WASHERS, NAILS, WIRE

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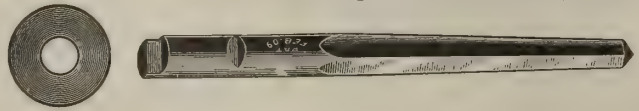
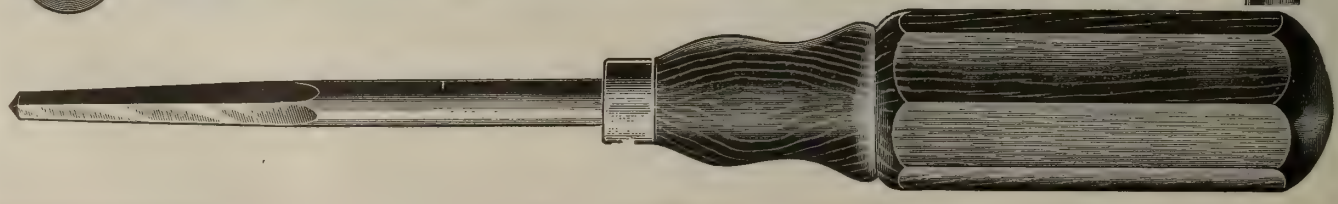
TORONTO WAREHOUSE, 19 Jarvis Street - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.





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Ready Roofing
"Black Diamond"
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"Joliette" & "Cyclone"
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Before you place your order for roofing and building papers get our prices.

We have the facilities for turning out the highest grade weather-resisting products at a reasonable cost—products that can be easily laid by any ordinary workman ---products that will give a service that cannot be excelled.

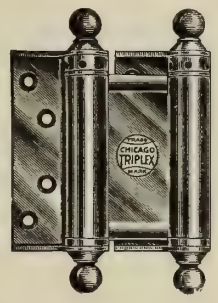
We manufacture all kinds of wrappingpaper.

Alex. McArthur & Co.,
Limited,
82 McGill Street,
Montreal
Western Agent:
F. J. Cox,
Winnipeg

TRADE CHICAGO MARK

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?



Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO TRADE C S B CO MARK NEW YORK

GOLD MEDAL WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS RADIUM TRADE MARK PAT IN CANADA 1907

VALVE DISCS

For long and satisfactory service, nothing to equal them has ever been made.

"PRACTICALLY

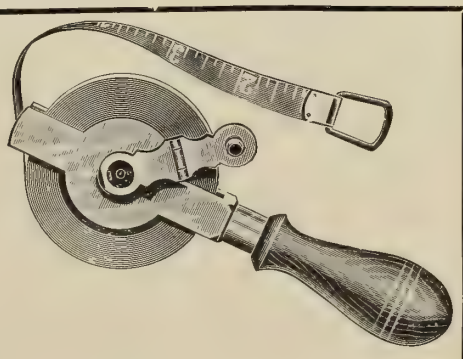
INDESTRUCTIBLE"

Manufactured solely by THE CUTTA PERCHA & RUBBER MFG. CO. OF TORONTO, LIMITED
Toronto Montreal Halifax Winnipeg Calgary Vancouver

MEASURING TAPES
MUST BE ACCURATE

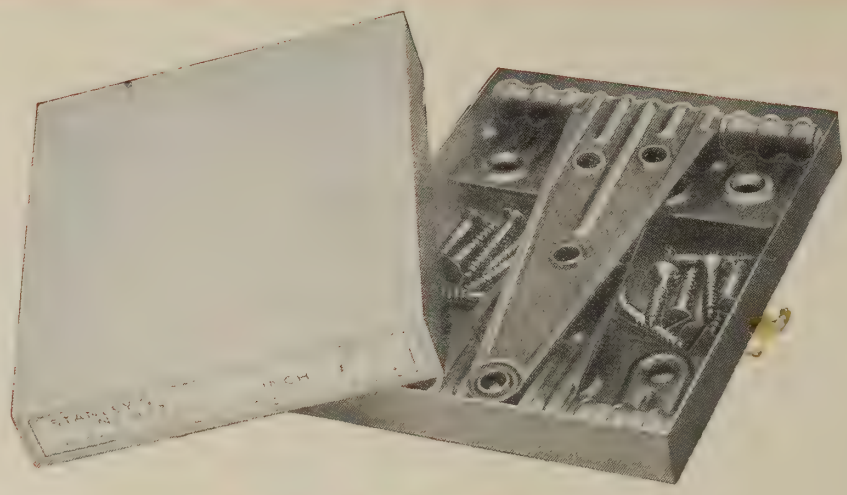
To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear this Trade-Mark LUFKIN



are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT. CATALOGUE ON REQUEST



STANLEY'S
CORRUGATED STRAP AND T-HINGES

ONE PAIR IN A BOX WITH SCREWS

Should be on your shelves.

STANLEY'S Corrugated Hinges are greatly superior to the old style hinges. Comparing the two lines, Corrugated Hinges have **greater strength,** consequently **longer life; lighter weight** with corresponding **lower freight charges,** and a neater appearance. The combination of these qualities of superiority readily explains the **widespread and ever-increasing popularity** of Stanley Corrugated Hinges.

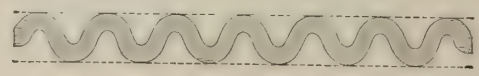


Figure 1

The greater strength with less weight of material is obtained by the application of the old principle of Engineering Design, illustrated in Figure 1. A piece of steel formed as shown by the shaded portion, has very nearly the same strength as a piece of the full area between the dotted lines. It is readily seen how this engineering principle has been used in designing Stanley's Corrugated Hinges.

Ordinary hinges, when they rust, bind on the pin and soon break at the joint.

The Corrugations Around The Joint

of Stanley's Corrugated Hinges absolutely prevent binding on the pin, no matter how rusty the hinges may become. It is in this feature particularly that Stanley's Corrugated Hinges are greatly superior in strength and wearing qualities to any other hinges.

Ask for **Stanley's No. 935 Heavy Strap Hinge**
Stanley's No. 937 Heavy T-Hinge

either loose or packed neatly one pair in a box with screws in a strong telescope box with the necessary screws of just the right size.

TRADE S.W. MARK

THE STANLEY WORKS

NEW BRITAIN, CONN., U.S.A.

Canadian Representative: A. Macfarlane & Co., Montreal

BUTTS, HINGES, DOOR BOLTS, SHELF BRACKETS, ETC., ETC.

TRADE S.W. MARK

CANADA'S ONLY WEEKLY HARDWARE PAPER

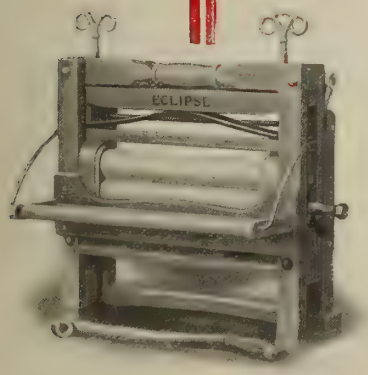
HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV. Publication Office: Toronto, Canada. No. 11.

March 16, 1912



IT'S EASY TO SELL

"MAXWELL"

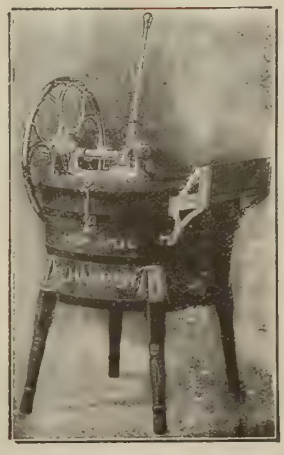
PRODUCTS

Not only because they are extensively advertised, but principally because they contain a quality that is endorsed by all users as being beyond comparison.

A trial order will convince you—our guarantee is your protection.

David Maxwell & Sons

St. Mary's, Ontario



It's Worth While to KNOW The GILLETTE Safety Razor

Naturally, you make more money when you sell a Five-Dollar Gillette than when you hand a cheap make-shift safety over the counter.

Your customer wins, too, for his satisfaction with the Gillette is sure to be many times greater than it would be with the cheap article (usually imported.)

But the average customer is inclined, at first sight, to doubt if the extra value is in the Gillette. Here is where, in your own interests, you and your clerks ought to be able to clearly and forcefully show the Gillette's superiority, point by point. **Can you do it?**

At the recent Conventions we discovered a number of retail salesmen who did not know the advantages of the Gillette's adjustable feature—of the thin blade, gripped rigid in the curved holder—of the Angle Stroke.

In the stores where these salesmen work, low-priced razors, that give little profit and less satisfaction, are being **handed out**, where Gillette's might be **sold.** Is your store one of these?

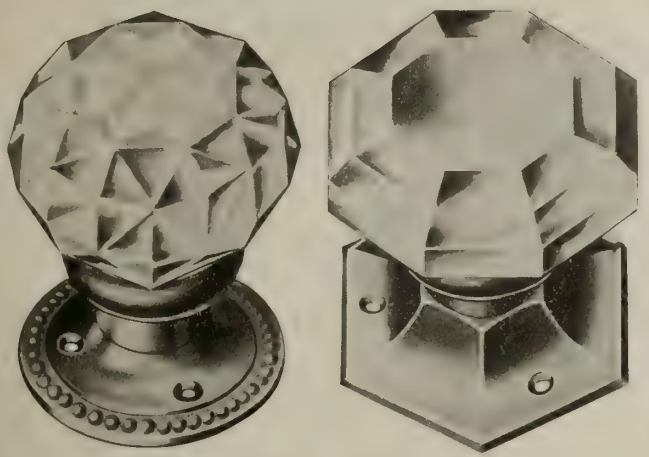
The Gillette features, clearly understood and skilfully presented, win with every customer who appreciates quality. If your clerks do not thoroughly understand these features, our representative will be more than pleased to make them clear the next time he calls. ASK HIM—or WRITE US.

Gillette Safety Razor Co. of Canada, Limited

Office and Factory:

63 St. Alexander Street - Montreal

TRADE Gillette MARK
KNOWN THE WORLD OVER



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

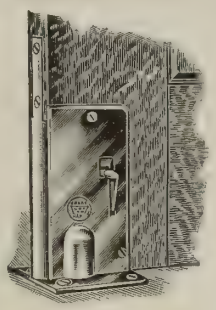
The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

TRADE CHICAGO MARK

TRADE BUILDING

Have you a stock of Spring Hinges that have distinctive selling features which your salesmen can offer and which would make the prospective purchaser buy them and no other?



Chicago "Relax" Spring Hinges

are in great demand. They are substantial in construction and readily applied. The EXCLUSIVE FEATURE of spring action release, allowing the door to be placed at any desired position and automatically re-engaging when the door is closed, is of recognized merit and utility.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO — TRADE CSB CO MARK — NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

MOTOR BOATING

Will be more popular than ever this season

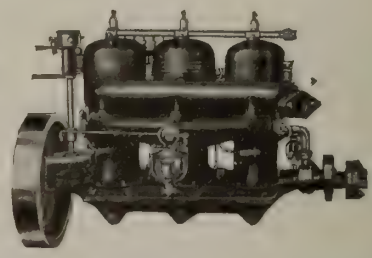
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade ? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing ; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL,	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



S.M.P. SAP PAILS AND SPOUTS

ARE POPULAR SELLERS EVERYWHERE

Extra Deep and Straight

6, 8 and 12 Quart

Let us know your requirements for the season.
Prompt shipment guaranteed.

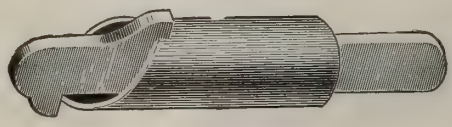
ALL SAP BUCKETS PUNCHED UNLESS OTHERWISE ORDERED

PRICES ON APPLICATION.

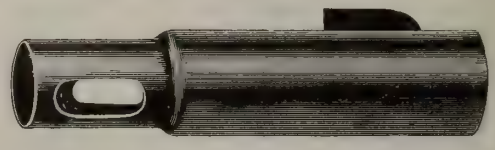
FLARING

6 and 10 Quart

E. T. SAP SPOUTS—Retinned



MAPLE LEAF SAP SPOUTS—Steel Japanned



The Sheet Metal Products Company

OF CANADA . . . SUCCESSORS TO . . . LIMITED . . .

KEMP MANUFACTURING COMPANY

MONTREAL TORONTO WINNIPEG

MYERS PUMPS

FOR EVERY PURPOSE

SINGLE and DOUBLE ACTING,
FORCE and LIFT,
HAND and WINDMILL,
PLAIN and RATCHET HANDLE PUMPS.
PUMP STANDS THRESHER TANK PUMPS HOUSE PUMPS
TANK PUMPS HAND and POWER SPRAY PUMPS POWER PUMPS
BRASS, BRASS LINED, POLISHED IRON and GLASS-VALVE-SEAT
CYLINDERS.

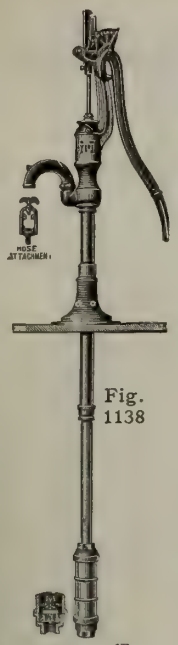


Fig. 1138

Fig. 792

We are also Agents for MYERS HAY CARRIERS and UNLOADING TOOLS

We are also Agents for MYERS BARN DOOR HANGERS

Fig. 513.

Fig. 632.

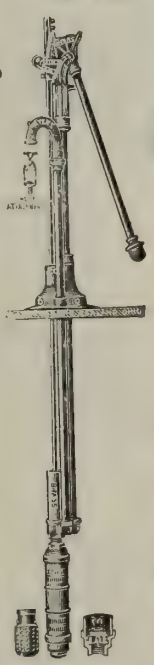


Fig. 1160.

Fig. 577.

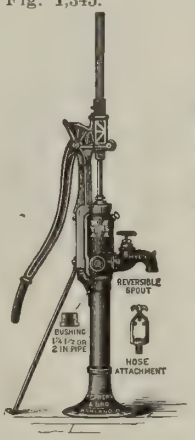


Fig. 1,345.

Fig. 722.

Fig. 1289.

Fig. 639.

Take off your Hat to "The Myers!"
BEST PUMP ON EARTH.

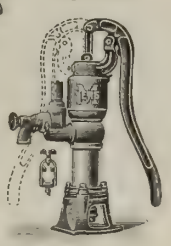


Fig. 902.

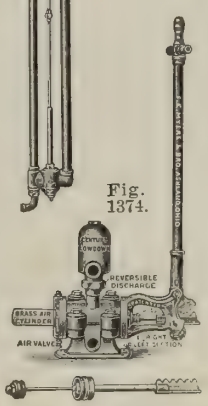


Fig. 1374.

Fig. 214.

Fig. 869.

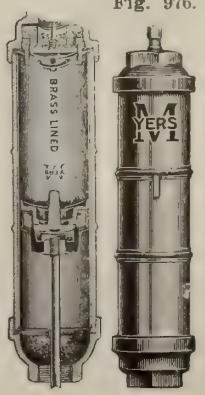


Fig. 973.

Fig. 976.

Dealers who have had no experience with ***MYERS PUMPS*** have no conception of the satisfaction which these goods promote. Always reliable, popular and profitable, they add to the dealer's prestige and stamp him as a merchant who deserves support.

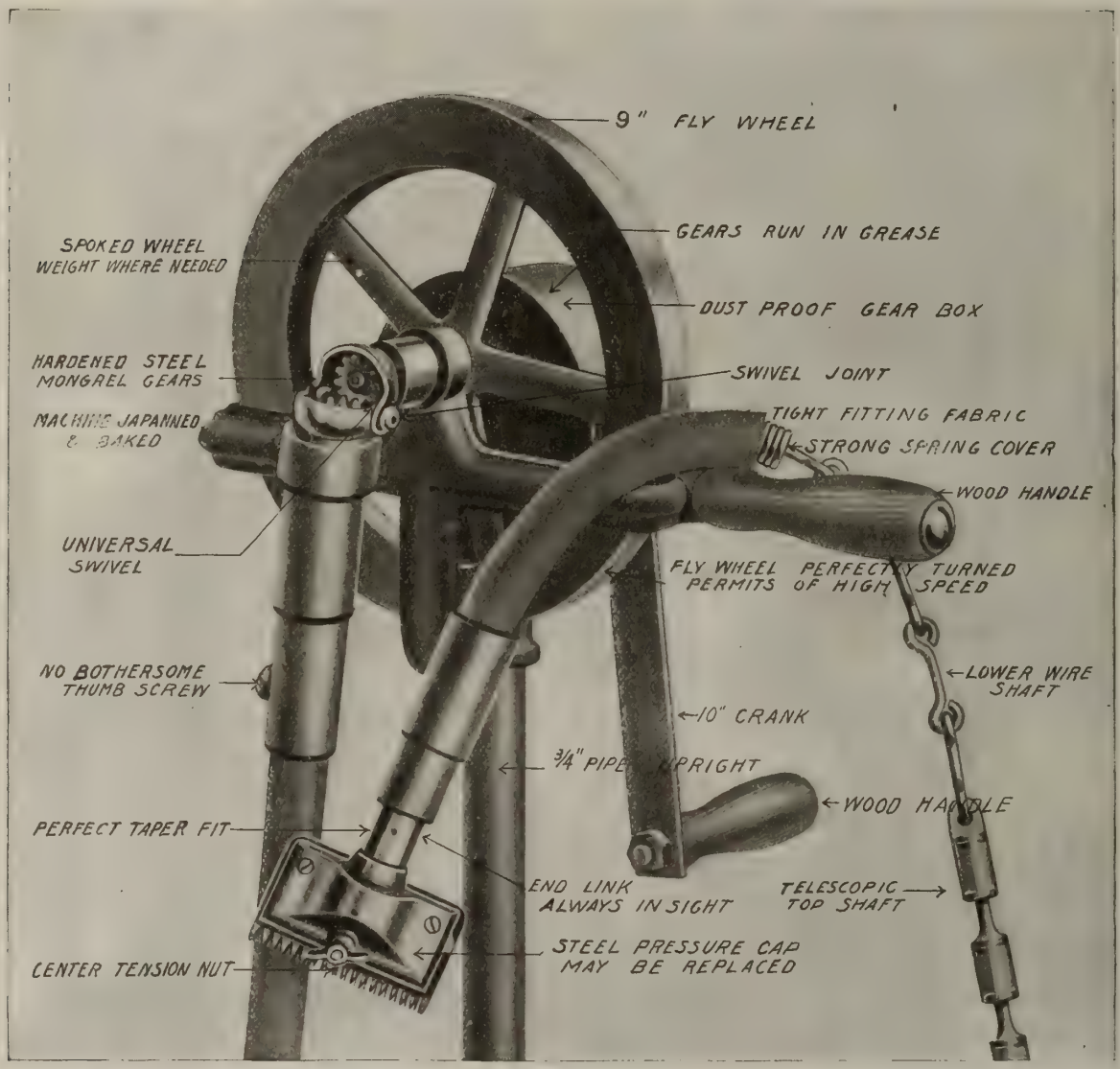
It Is Better To Handle The Myers Than To Wish You Had.

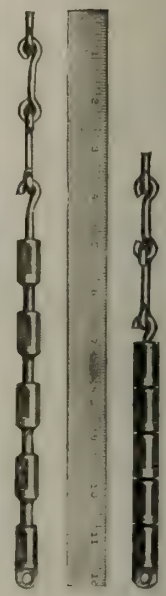
EXCLUSIVE AGENTS for PROVINCE of QUEBEC
Catalogue sent upon application

LEWIS BROS., LIMITED,

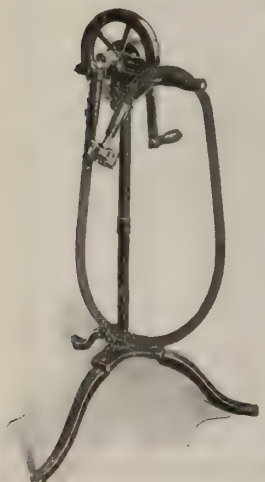
MONTREAL OTTAWA TORONTO

COATES Power Horse and Sheep Clippers





CUT OF ELONGATED LINK ON KANGAROO MACHINE



KANGAROO HORSE

40 YEARS' EXPERIENCE back of this Clipper. First of all it's made to clip hair and Coates quality is pre-eminent here. Then, too, the clever little mechanical features appeal to the buyers. See the 10-inch Fly Wheel, Mongrel Gears, Hardened Steel Top, Flexible Shaft. Sold the world over. Coates Clippers made made in 100 different styles. Before you do anything in Power Clippers see the Coates. Ask your dealer to show them to you.

SWIVEL MONGREL GEARS USED ON BOTH KANGAROO AND SAMSON MACHINES

Coates Clipper Mfg. Co., Worcester, Mass., U.S.A.

John H. Graham & Co., New York, N.Y. (Sole Agents)

Why Genasco Creates Big Business

Owners of buildings with large roof-surfaces require roofing that is economical by the year—not merely moderate in first cost.

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

is economical every way. Trinidad Lake Asphalt—Nature's everlasting waterproofer—makes Genasco last.

The roofing that meets the need of vast roof-areas has the "call" in large quantities, and swells your volume of business quickly.

Order Genasco from your jobber.

The Kant-leak Kleet for smooth-surface roofings is the easiest and safest method of applying.

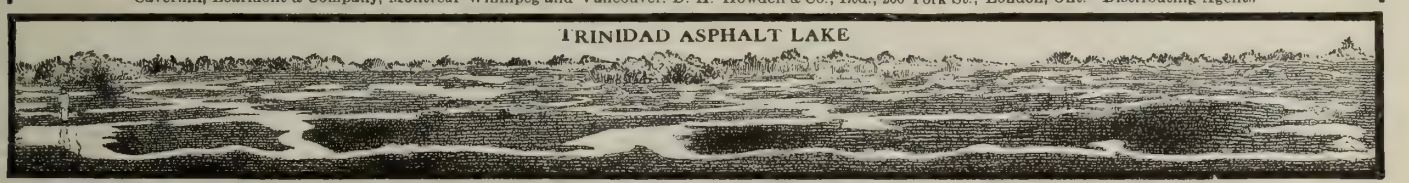
THE BARBER ASPHALT PAVING COMPANY

Largest producers of asphalt, and largest manufacturers of ready roofing in the world.

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO

Caverhill, Learmont & Company, Montreal Winnipeg and Vancouver. D. H. Howden & Co., Ltd., 200 York St., London, Ont.—Distributing Agents



THE HOHLFELD LINE

OF

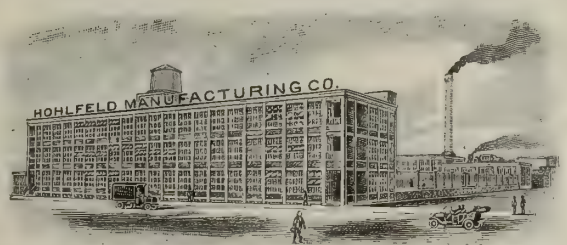
High Grade Hammocks

for 1912

is now ready and will be shown throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line Because it is Most Saleable



The Most Popular Line Because it is Most Satisfying

Main Office and Mill, Philadelphia, Pa.

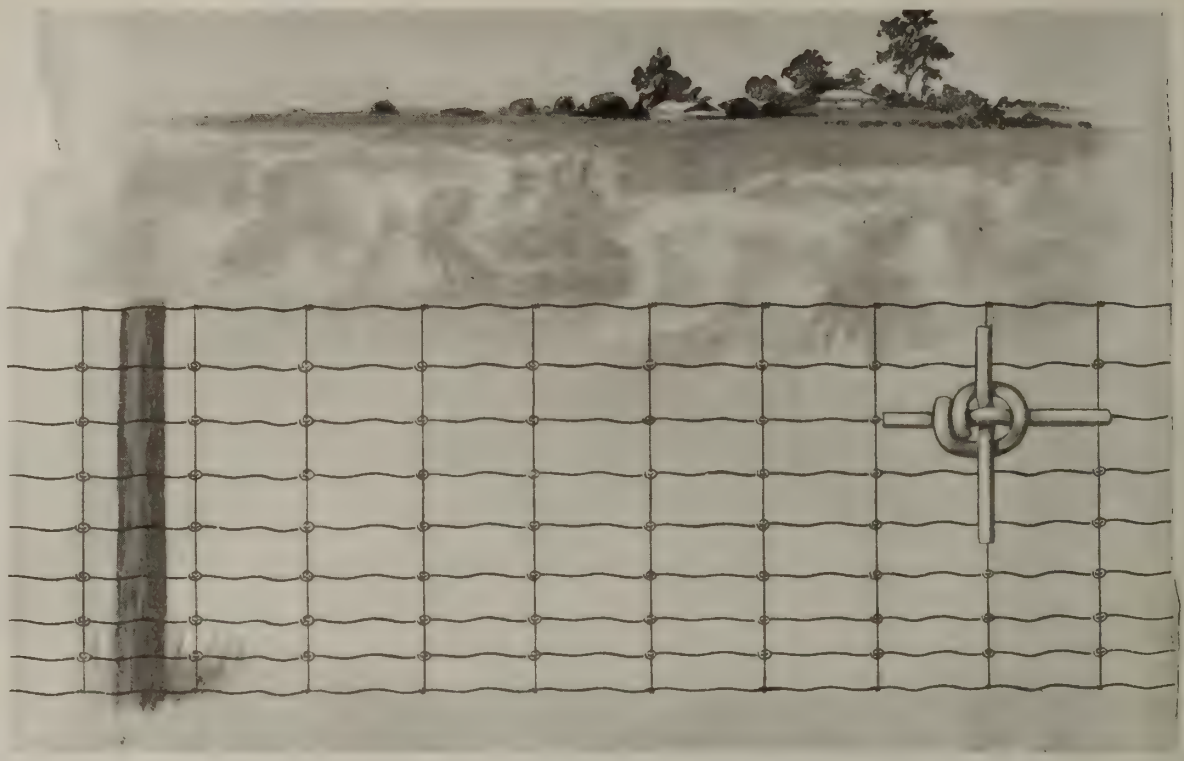
NEWEST DESIGNS, WEAVES AND COLORINGS

Known the world over as the standard by which all others are measured

Geo. Borgfeldt & Co., Agts.

TORONTO

Catalog and Prices on request



Have You Considered

that Open Hearth Steel is demanded by railways and bridge builders, and by those who know, for all purposes where durability is required?

The way fence wire has rusted for years back is notorious.

Are you aware that Farm Journals are taking up the question and condemning Bessemer Steel for fencing, or that the United States Department of Agriculture reports Open Hearth Steel as being far superior in lasting qualities?

The new process Open Hearth Steel High Carbon Wire lasts like the old time iron wire. "INVINCIBLE" Fencing is made exclusively from Open Hearth Steel and heavily galvanized.

As makers of steel and wire, we are in a position to quote attractive prices. Which do you prefer to handle? Don't wait till your customers refuse anything else but our Open Hearth Steel Fencing. Write for our very latest discounts.

FENCE DEPARTMENT

The Steel Company of Canada, Limited

MONTREAL

The "Samson" name is a guarantee of superior quality and intrinsic value. Stores that are featuring Samson Goods are having things very much their own way. They give satisfaction, because they get it.

Send Us Your Orders Now.

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE MERCHANTS

TORONTO

We Ship Promptly — **Our Prices Are Right**

GRAHAM NAILS ARE THE BEST

LOOKS GOOD

CRESCENT BRAND

C S G Co.

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

Elite Cut Glass

ELITE

Means Perfection in Cut Glass

Perfection in Blanks and Perfection in Cutting. There are **no pressed Blanks used in our Factory.**

The accompanying Cut shows our Jewel Pattern, the best seller in the market to-day. Write for list of prices on the full line. Complete catalogue on request.

If you are interested in the process of Cutting High Grade Cut Glass, write for our Booklet "Cut Glass Facts."

Gowans, Kent & Co., Limited

Toronto

Books for the Metal Workers

Any of the following books sent prepaid on receipt of price

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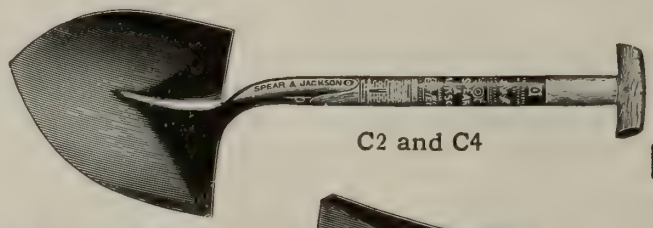

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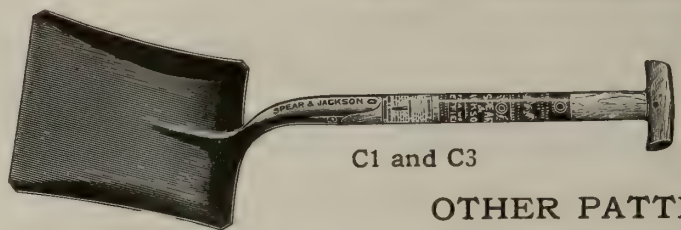

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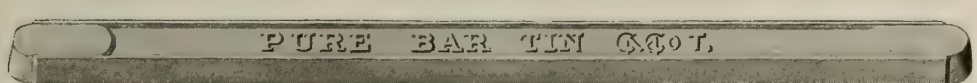

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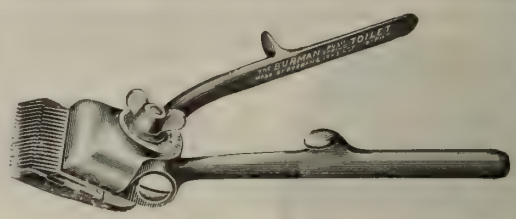

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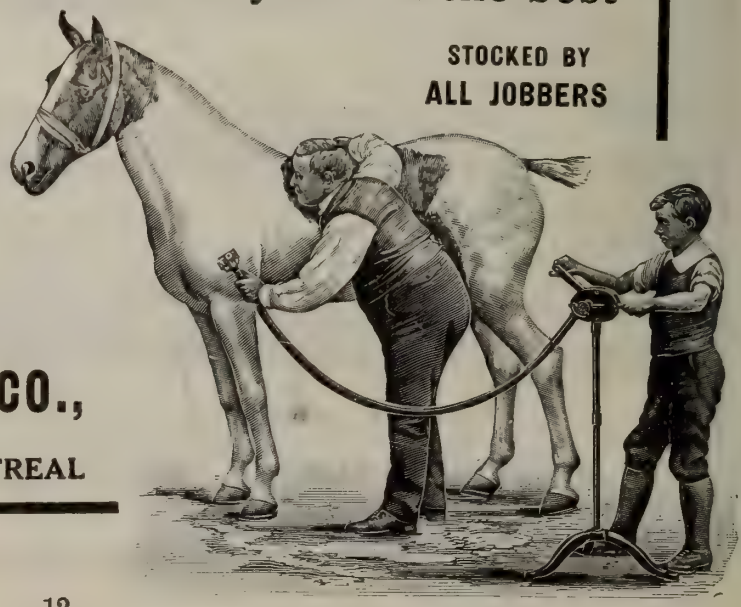

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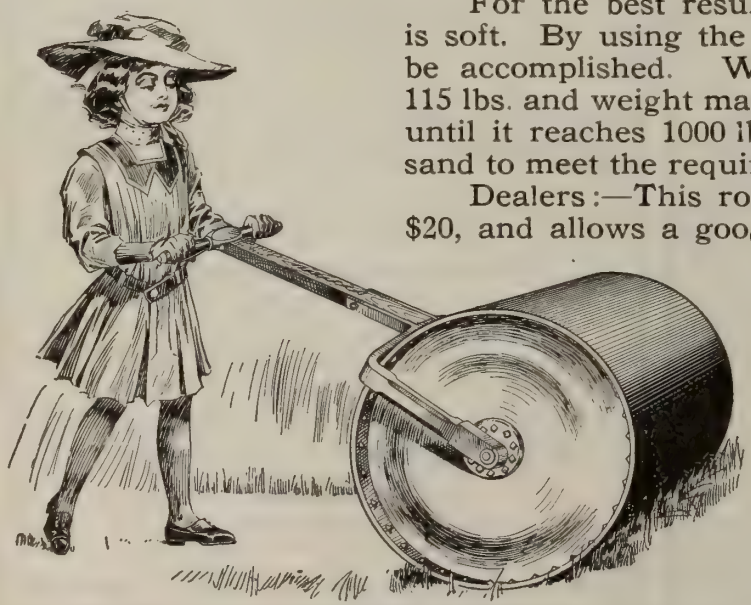

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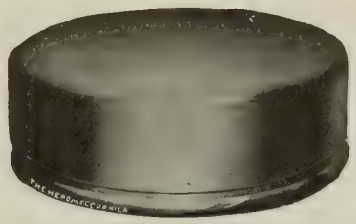

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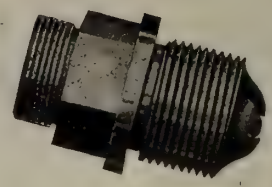

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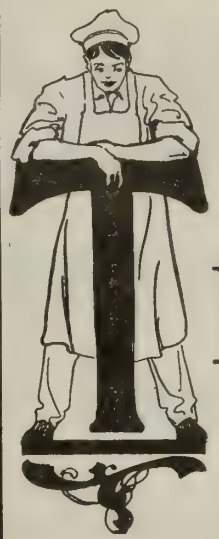

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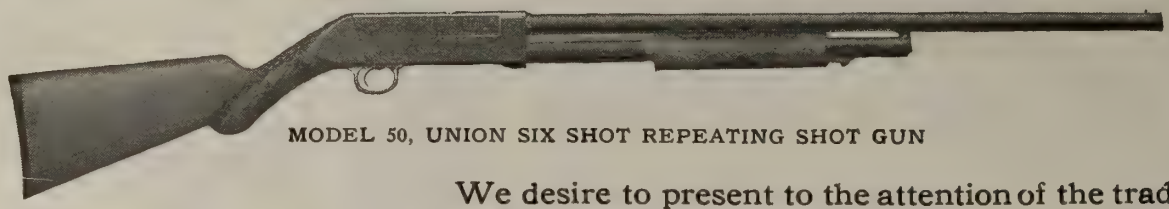

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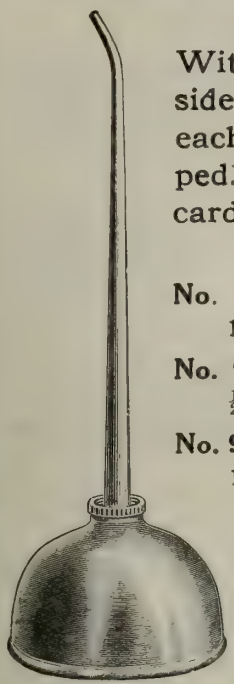

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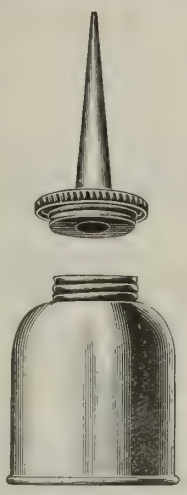

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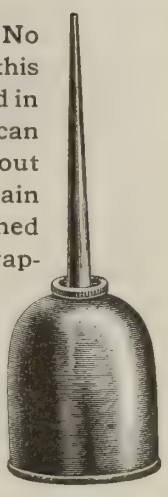

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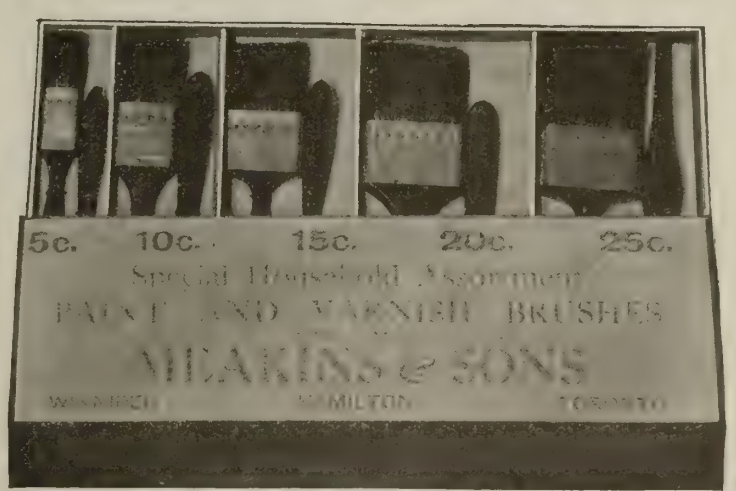

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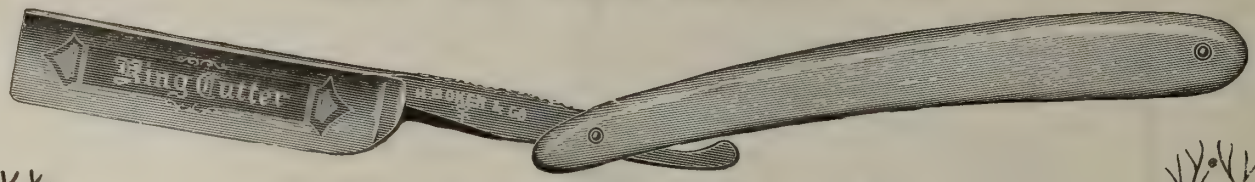
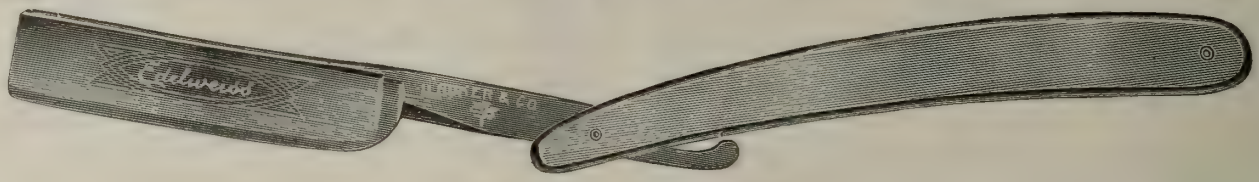


H. BOKER & CO.

Razors, Scissors and Pocket Knives



EDELWEISS

Is the name of a small white flower, which grows on the Alps at great altitudes in situations difficult of access. Edelweiss is much sought after by Alpine travellers and mountain climbers. The quality and temper of the Edelweiss Razors are also very difficult to obtain. None but the most skillful workmen treat this Razor during the process of manufacture. The Edelweiss Razor is in quality as much above the ordinary razor as the Edelweiss flower grows above other flowers.

FOR SALE BY ALL LEADING HARDWARE DEALERS.

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

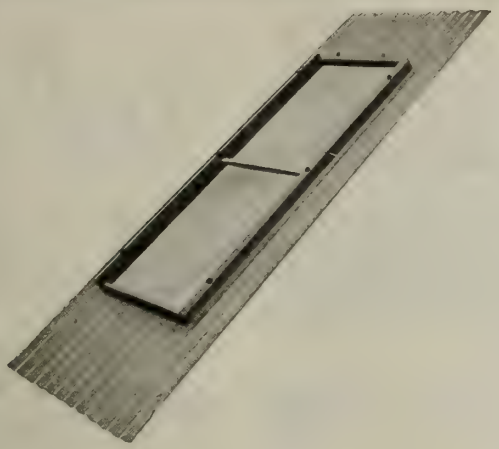
The
R. McDougall Co., LIMITED
GALT, CANADA

SHEET COPPER

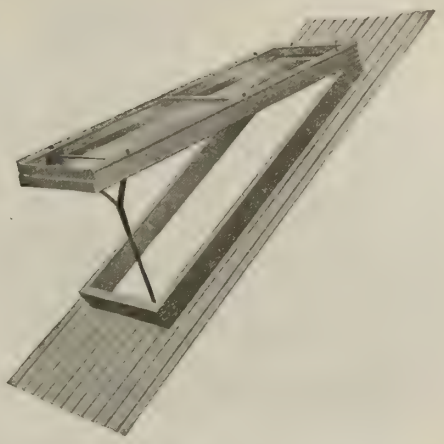
Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.



A
New Form of
Skylight—
one that is
Going
To Sell



Acheson Barn Roof Lights

Just take the place of one sheet of corrugated iron. No extra labor to erect. Simple, cheap and effective.

This new form of skylight is going to have immense sales, to farmers and others, and the dealer who handles them from the start—right now—is the one who will reap the most benefit.

Write at once for full particulars and advertising matter for distribution.

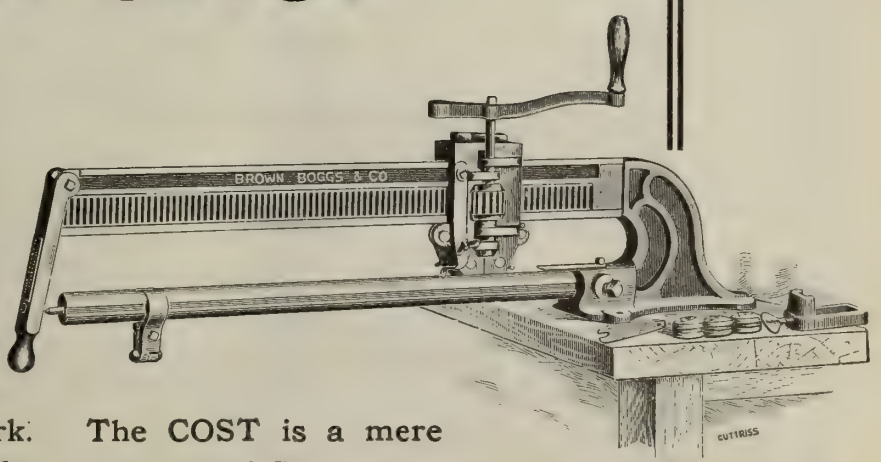
THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. **MANUFACTURERS** **WINNIPEG, MAN.**

C80

YOUR TIN SHOP

is not complete without a NOYES GROOVER. It will GROOVE the work and close the seam down in one operation. It is good for INSIDE or OUTSIDE seaming. The standard size has been 32 in. long. We are also making the "NOYES" for 36 in. work. The COST is a mere trifle compared with RESULTS. INCREASE your PROFITS by adding one of these machines to your equipment.

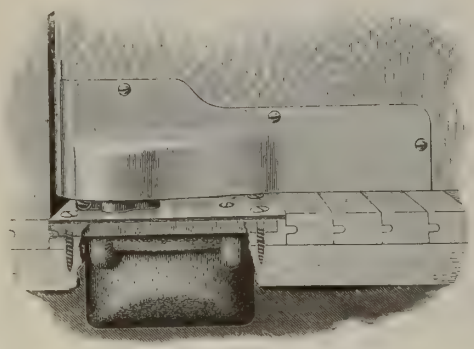


The Brown-Boggs Company, Limited

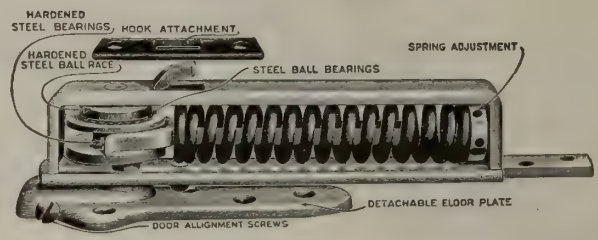
HAMILTON, CANADA

Tinsmiths' Tools, Presses, Dies, Sheet Metal Workers' Tools, Canning Machinery

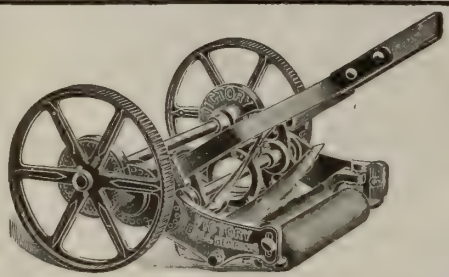
TWO OF THE BEST



"STANDARD"
Double-Acting Spring
Floor Hinges and
"STANDARD"
CHECKING HINGES
for DOUBLE-ACTING
DOORS.

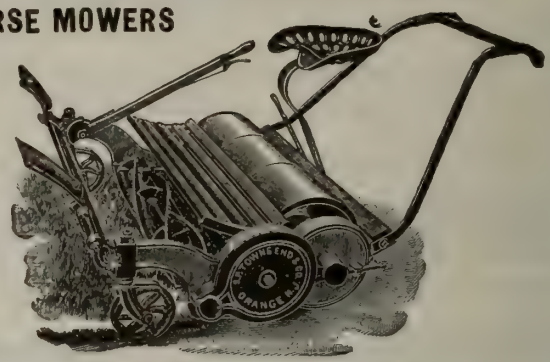


THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS



All Our Hand Mowers
Are Ball Bearing

SENT ON THEIR MERITS

Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

MELROSE

A CLASS LEADER IN THE HIGHEST CLOTHES WRINGER CLASS
Especially Designed for MODERN HOMES having Stationary Tubs

Extra Strong Construction
Handsome and Durable Finish

FITTED WITH BALL OR REGULAR BEARINGS

RUBBER ROLLS

The most important part of ANY Wringer

The "BEST OF ALL" Rubber Rolls is our new

The only Roll made that will withstand the strong acids contained in Washing

ANTI CHEMICAL

Compounds without losing their Elasticity or Wearing Qualities.

They will wring drier, and many times outwear the Ordinary Wringer Roll in family use.

THEY ARE FULLY GUARANTEED

Advertised and Sold Everywhere

Rolls either Anti-Chemical or Arrow Brand

Sizes 11 x 1¾; 12 x 1⅞; 11 x 1⅞; 12 x 1⅞

Packed 1/6 Dozen in a Case

AGENTS
W. L. HALDIMAND & SON, Montreal, Que.
H. F. MOULDEN & SON, Winnipeg, Man.

CUMMER-DOWSWELL, Limited

HAMILTON, - CANADA

An Article Imitated is Quality Intimated

and we particularly call the attention of dealers to the attempts to imitate our

Stewart Ball Bearing Clipping Machine

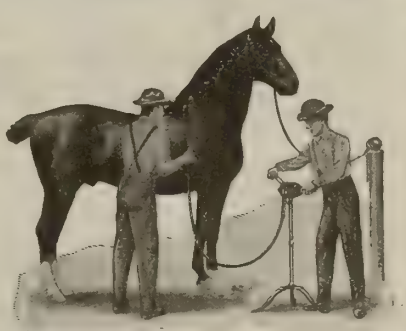
Since Stewart machines were first put on the market a certain English manufacturer has never advanced any new or original feature in clipping machines. He has confined himself to imitating, so far as possible, the new inventions embodied in our product.

The inferior imitations have not found favor at home, and we feel certain the dealers of Canada will neither sanction nor support them.

When you handle Stewart machines you know you have the highest quality clipping machines, and priced fairly—machines that carry our unqualified guarantee that they must satisfy every purchaser or no sale—a policy quite contrary to that of a house whose imitations give continual trouble.

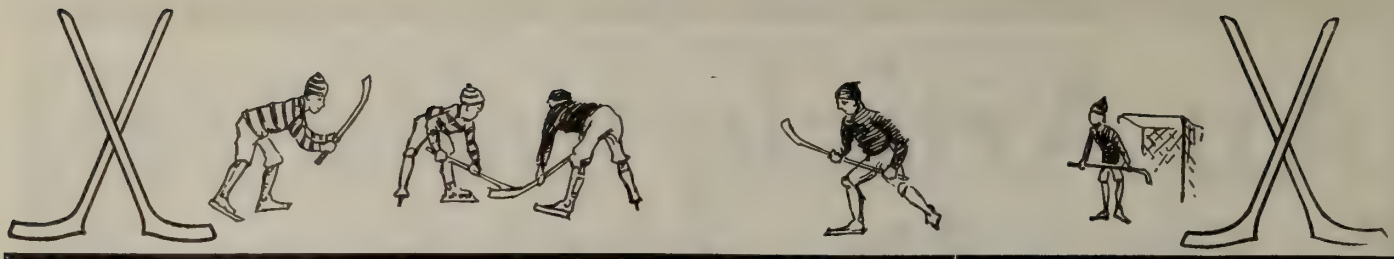
Most jobbers of Canada carry Stewart machines exclusively. Watch for a list of them next week.

Write for 1912 catalogue showing the world's largest and most modern line of clipping and shearing machines.



Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO

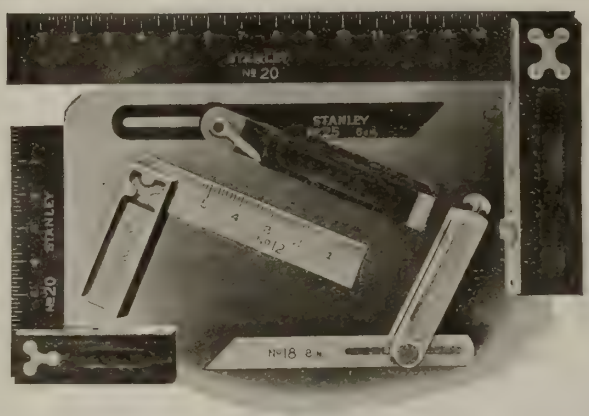


HOCKEY STICK SPECIALISTS

1912 Price List Just Issued

St. Mary's Wood Specialty Co., Ltd.

Branches:
WINNIPEG and MONTREAL



Stanley Tools

Among the tools we manufacture are **Try Squares and Bevels**

No effort is spared in their construction, and the material from which they are made is the very best that can be procured. Every tool before leaving our factory is subject to the most rigid inspection. We are thus enabled to guarantee absolutely every tool shipped—both as regards workmanship and material.

Our catalogue contains full description of these and other styles.

We are now prepared to ship from our CANADIAN WORKS all sizes of "BAILEY" Bench and Block Planes, also Bit Braces, Spoke Shaves and Pocket Levels. As fast as practicable we expect to increase the output of this plant to include other tools shown in our catalogue. Address all communications to

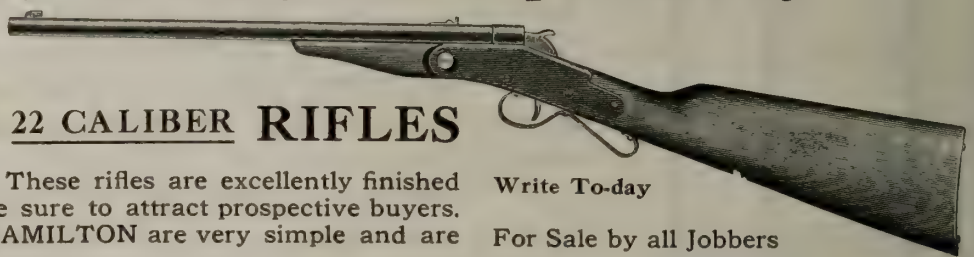
STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A.

EVERY TOOL GUARANTEED

Quality, Accuracy and Dependability

are three of the features that have made the



HAMILTON 22 CALIBER RIFLES

popular with every user. These rifles are excellently finished and well balanced and are sure to attract prospective buyers. The working parts of the HAMILTON are very simple and are easily kept clean.

It will be to the dealer's advantage to communicate with us at once and get our circulars and prices.

Write To-day

For Sale by all Jobbers

C. J. HAMILTON & SON
Plymouth, Mich., U.S.A.

IF YOU BELIEVE IN THE UP-TO-DATE METHODS OF CONDUCTING BUSINESS

you should investigate our ORIGINAL ADVERTISING PLAN and GET ACTION SELLING SERVICE or

"MULE-HIDE" ROOFING

(NOT A KICK IN A MILLION FEET)

whereby we can increase your business 25% to 50%. This is not a claim but a fact that has been proved time and time again. Let us prove it to YOU. Get this proposition NOW. Quick action means dollars to you—do not hesitate.

The Dominion Roofing Company, Limited

31-33 FRONT STREET EAST, TORONTO

When You Think of Ceilings
THINK OF PRESTON

The Preston Steel Ceiling and Sidewall is the one that gives real satisfaction. We help you erect them by giving you a complete layout.

Preston Steel Ceilings are easily sold, as there are designs for any kind of a room.

You give us a rough sketch of the ceiling to be covered, with sizes, and we will do the rest.

HAVE YOU A COPY OF OUR CATALOGUE?

If you haven't a copy of our catalogue send for one to-day. We shall be glad to co-operate with you.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD
PRESTON ONT. MONTREAL QUE.

CORBIN

Colonial Knockers

Correct in form and pleasing in appearance. Many styles made. Particulars on request.

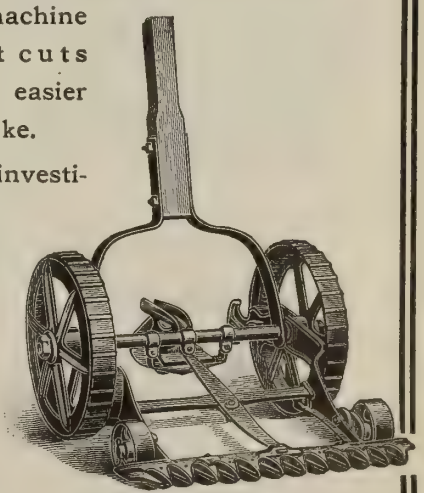
P. & F. CORBIN
The American Hardware Corporation (Successor)
NEW BRITAIN, CONN.

Clipper Lawn Mower

Is Recognized As A Trade-Winner By All Dealers Who Sell It.

This is a lawn mower that gets away from the ordinary type of machine—a mower that cuts cleaner and works easier than any other make.

It will pay you to investigate this clipper as it has proved wonderfully effective as a money-maker wherever sold.



Write for testimonials and get the verdict of other dealers.

Clipper Lawn Mower Company
DIXON, ILLINOIS, U.S.A.

"GALT" STEEL CEILINGS

Can be handled with profit

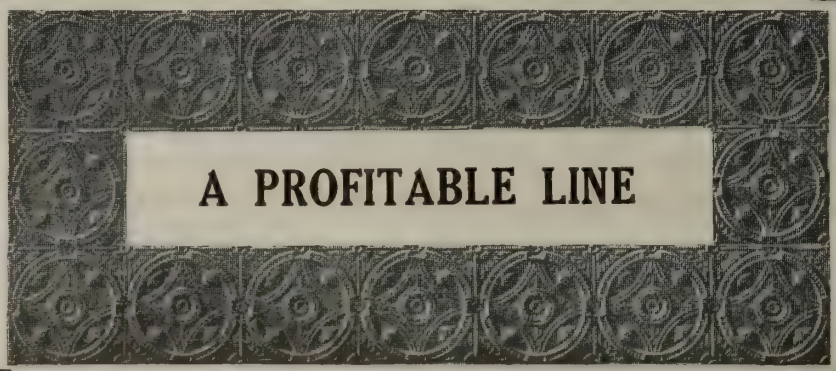
DURING ANY SEASON

Let us send you circulars for distributing and instructions for going after this business.

THE GALT ART METAL CO., LTD.

GALT, ONTARIO and WINNIPEG, MAN.

Our New PRICE LIST A-17 Gives Competing Prices with 25% discount to the "Trade"



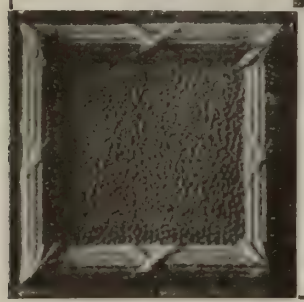
Special "Galt" Features

Machine Cut Beads after dies are cast.

Free Wood Brackets with Cornices and Mouldings.

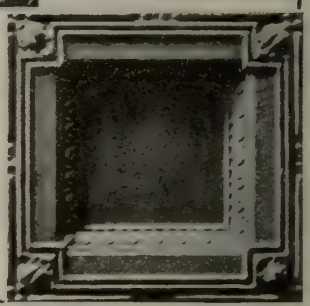
Special Instructions for erecting.

Nails, plans and Estimates Free.



BRANCHES and DISTRIBUTING AGENTS

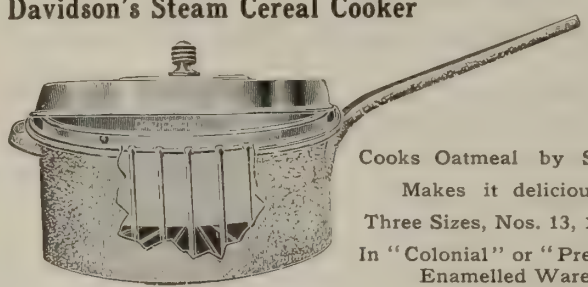
1—WINNIPEG, Man., The Galt Art Metal Co., Ltd., 839 Henry Ave.
2—CALGARY, Alta.,.....Gorman, Clancey & Grindley
3—EDMONTON, Alta.,.....Gorman, Clancey & Grindley
4—VANCOUVER, B.C.,..... .....D. R. Morrison, 714 Richard St.
5—FORT WILLIAM, Ont.,.....Fife Hardware Co.
6—MONTREAL, Que., Wm. Gray Sons-Campbell Ltd., 583 St. Paul St.
7—QUEBEC, Que.,.....J. L. Lachance Ltd., 253 St Paul St.
8—FREDERICTON, N.B.,.....R. Chestnut & Sons
9—ST. JOHN, N.B.,.....Estey & Co.
10—HALIFAX, N.S.,..... ....General Contractors' Supply Co.
11—MONTAGUE, P.E.I.,.....Montague Sash & Door Factory



DAVIDSON'S KITCHEN FURNISHINGS

have a ready sale because every one of these excellent specialties does its work better than the work can be done in any other way.

Davidson's Steam Cereal Cooker



Cooks Oatmeal by Steam.

Makes it delicious.

Three Sizes, Nos. 13, 15, 35.

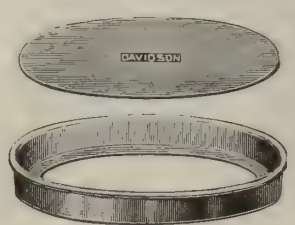
In "Colonial" or "Premier" Enamelled Ware.

Davidson's Steam Egg Poacher

For 5 Eggs

It takes only about 2 minutes to turn out a neat and appetizing breakfast with the assistance of this Steam Egg Poacher.

Perfection Jelly Cake Plates



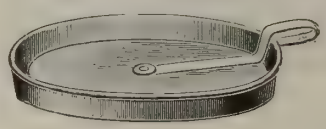
For Layer Cakes.

Two Sizes,

9 in. x 1 in. 10 in. x 1 in.

Will not leak batter.

Excelsior Jelly Cake Plates



Two Sizes

9 in. x 1 in. 10 in. x 1 in.

No danger of breaking the cake when this tin is used.

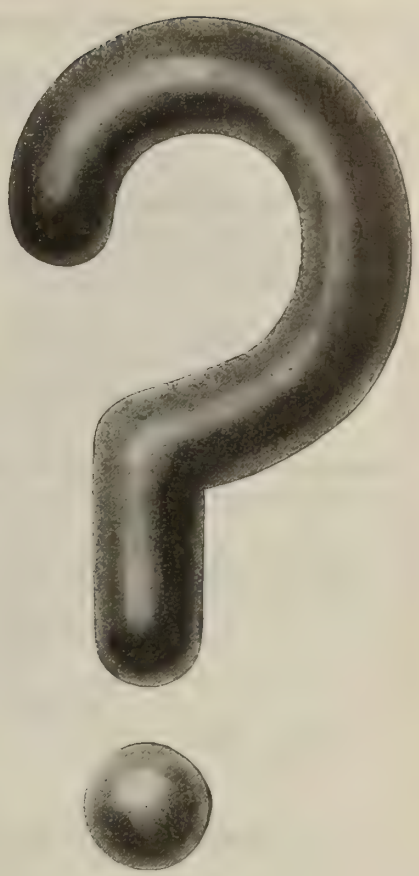
THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

Domes of Silence

or Silent Casters

SAVE CARPETS AND HARDWOOD FLOORS
THEY GLIDE OVER ALL SURFACES



Made from specially hardened steel, nickel finish.
Our new display box helps increase the sale.

Three Sizes
Small, Medium
and Large.

Easily Applied.
They sell retail
for 15 cents
per set

DO YOU SELL THE MODERN WHEEL-LESS CASTERS ?

Or the old ever sticking wheel kind ?

Caverhill Learmont & Co

Montreal

WASH BOILERS That Will Prove Rapid Sellers

These boilers are positively hand made from start to finish.

Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Salem

Kingston

Morrow

Turenne

Irwin

Avon

Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement
CANADA

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

"WE MAKE NOTHING ELSE And our goods show it"

The "Norcross" Line of

GARDEN CULTIVATOR-HOES and WEEDERS

Our 5-Prong is the only one having detachable ferrule (Patd.) providing for attaching cultivator to wheel plows.

Our new 3-Prong is a modification in size, weight and cost, cheap as a common hoe in price and pays a larger profit.

ANY WOMAN CAN USE THIS WITH EASE

Our midget is the greatest of all Flower Weeders. Material, workmanship and finish of highest quality. All Prongs Detachable. Write us for circulars.

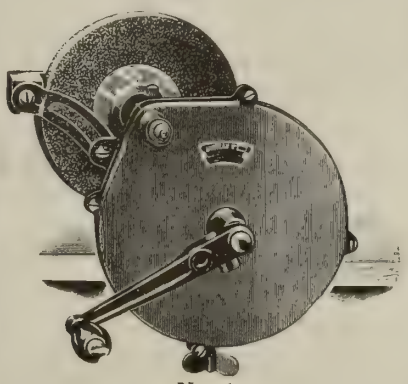
Canadian Jobbers who handle the "Norcross" line are—

McLennan, McFeely & Co., Ltd., Vancouver, B.C. Lewis Bros., Ltd., Montreal, Canada. The Eureka Planter Co., Ltd., Woodstock, Ont.

C. S. NORCROSS & SONS, - BUSHNELL ILL., U.S.A.
Patentees and Sole Manufacturers

For Quick Sellers Try AMERICAN GRINDERS

The American Grinder is of the enclosed gear type.
Self-Oiling Bearings require no attention.
Internal Friction loss exceptionally small.
Gear Case sealed and will never leak.



No. 1

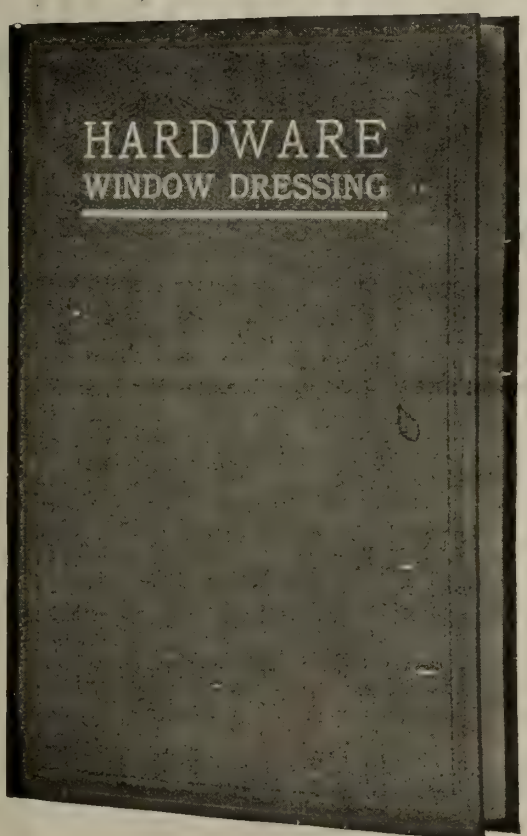
Bearings will not overflow oil.
No complicated parts.
Pleasing in appearance.
Firmly constructed.
Simple in design.
Gears run in oil.
Very compact.
Noiseless.
This is a perfect piece of mechanism that sells at a price that everybody can afford to pay.

GET OUR PRICES AND PARTICULARS AT ONCE

3—SIZES—3 4, 6, 7 IN. WHEELS

American Grinder Mfg. Co.
MILWAUKEE, WISCONSIN

MERCHANTS' HARDWARE SPECIALTIES CO., LTD., Calgary, Alta., Agents for Western Canada



You May Become a Practical Window Dresser for $2.50

This is the first book ever written devoted exclusively to Hardware Window Display, and is a really new and good book. It is a practical, up-to-date collection of ideas of the most expert window dressers in the world. There are hundreds of displays in the book that can be put in at practically no expense—any one of them will bring enough extra trade to the store to pay for the book many times.

256 Pages 8x11 Inches 300 Illustrations

Price $2.50. (Payable in Advance)

Send for Descriptive Circular

Technical Books, 143-149 University Ave., Toronto

DOMINION CARTRIDGES

MADE IN CANADA

PAY GREATEST PROFITS

Before placing your orders for 1912 requirements, carefully consider the great saving in the purchase price of Dominion as compared with American ammunition, and your selling price, although considerably below foreign brands, pays you a *much greater profit* with *less money invested.*

GUARANTEE

For every defective cartridge packed in a box bearing our trade mark, returned to us direct or through a dealer, we will give a full box free of charge.

We know that Dominion quality is unexcelled and a trial will prove this to the complete satisfaction of any shooter, which will assure you satisfied customers.

Dominion is the best advertised line on the market. Neatly packed in lithographed labeled boxes, which will add to the attractiveness of your shelves,

You can make no mistake by pushing Dominion Ammunition

Dominion Cartridge Company, Limited

MONTREAL -:- CANADA

For all the Game in Season

REMINGTON UMC .22 TRADE MARK

REPEATER

Solid Breech Hammerless Side-Ejecting

SURE, SAFE Shooting For Man or Boy—An a Simple Rifle To Care For

The Remington-UMC .22 Repeater is rifled, sighted and teste . for accuracy by expert gunsmiths.

The simple, improved safety device on every Remington-UMC .22 Repeater never fails to work. Accidental discharge is impossible.

The Remington-UMC .22 Repeater is easily cared for. In taking down, your fingers are your only tools. The breech block, firing pin and extractor come out in one piece—permitting the barrel to be cleaned from the breech.

The action handles .22 short, .22 long or .22 long rifle cartridges—any or all at the same time without adjustment.

Ask your jobber to quote you prices on this small game and target rifle to-day.

REMINGTON-UMC—the perfect shooting combination.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

299 BROADWAY, NEW YORK CITY

Remington-UMC Eastern Factory Loaded Shells now on Sale on the Pacific Coast.

How to Arrive at the Selling Price

A Simple Problem Which Caused Many Retailers to Arrive at an Erroneous Conclusion—An Interesting Question Introduced by F. C. Lariviere at the Guelph Convention.

At the Guelph convention, an interesting paper was read by Fred. C. Larviere on the results of an investigation into the methods of retailers in figuring profits. It provoked a lengthy discussion, involving as it did a number of vital points. The paper is reproduced in part.

A manufacturer of store equipment recently caused a question to be printed in a few of the national magazines, business, trade and newspaper publications, designed to find out what percentage of retailers figure their profit right.

The question had to be printed, of course, as an advertisement, even though it was not advertising in itself. Under the question was an offer to send a "48 page book for retailers" to any retailer who told how he figured the profit problem. Each retailer who answered the problem was also given another little book on the "Right Way to Figure Profits."

The publications used had a very wide circulation and of course went to a large number of retailers in every part of the United States and Canada.

The answers aggregated about 1,000, of which **750 were wrong.**

It is hardly believable that 75 per cent. of all retailers **do not know how to figure profits.** Some of the readers of this publication will doubt the possibility of such a condition.

Here is the question: A certain article costs $1 wholesale. What will it have to be sold for to allow a profit of 10 per cent., after allowing 22 per cent. for cost of doing business?

It is a very simple question—one that every retailer has to answer in his own business every day. But **750 out of 1,000 retailers answered it wrong.**

The answers ranged all the way from $1.10 to $1.60. The majority gave the selling price as $1.32 or $1.34, allowing a profit of one cent or less, notwithstanding an explanation at the bottom of the question that the answer was **not** $1.32.

A retailer in Dallas, Texas, answered like this:

> "In answering your question in the Saturday Evening Post, will say that if you had not stated that $1.32 was not correct, I would have put that price on the article, for I do not charge any profit on overhead expenses. But if you do, I cannot see any other way of figuring but to charge $1.34 on selling price. Will you please send me your book and please tell me what your selling price is, and oblige."

Is there any wonder that this man was not making money? He was on the straight road to bankruptcy and going fast. But he has slowed up now, and will soon be going in the right direction.

Perhaps some of the readers of this publication will think that there **would** be a profit in the article at $1.34, and to make sure that they will understand this Texas merchant's state of progress, it is well to explain why and how he was losing money instead of making ten per cent. profit as he thought.

If the wholesale price is $1.00 and the cost of doing business 22 per cent., $1.34 does not allow 10 per cent., but only 1.4 per cent. profit. On a gross annual business of $15,000, he will **clear** $150 a year, or a little better than $12 a month.

He said that if the ad. had not stated that $1.32 was not correct, **he would have put that price on the article.**

Selling the article at $1.32, he would **lose** almost 1 per cent. instead of making **10 per cent.**

His trouble was that he figured his profit and the amount which he wanted to take out for the cost of doing business, or his percentages, on the **cost price** instead of on the **selling** price.

Instead of adding 32 per cent. **of** the wholesale cost **to** the wholesale cost he **should** have added 32 per cent. of the **selling price** to the wholesale cost.

The wholesale cost is not something to be added to, but a portion of the selling price, in this instance, 68 per cent. of the selling price.

If the wholesale cost is 68 per cent. of the selling price, then the selling price is evidently $1.47, instead of $1.34, or $1.32.

If the cost of doing business is figured on the selling price, that is, 22 per cent. on the gross amount of business done during the year, the cost of selling the article is not 22 cents but **32 1-3 cents.**

If 10 per cent. profit is desired on the selling price, it is not sufficient to add 10 cents to the cost price. Instead, 14.7 cents, nearly 15 cents must be added.

To prove this, take 22 per cent. of $1.47, which is 32.34 cents, and 10 per cent. of $1.47, which is 14.7 cents. Add these to $1.00 and you have $1.47.

A dealer in Alabama said:

> "If my cost of doing business is 22 per cent. and I wish to make a sale to bear 10 per cent profit, I should figure it this way:
>
> Cost and cash ....$ 1.22
> Profit at 10 per cent..... 12.02
>
> Selling price ....$ 1.34
>
> "I would, therefore, sell for $1.34 all articles invoiced at $1.00 for 10 per cent. profit. Am I correct?"

He is **incorrect.** As stated before, instead of making 10 per cent. profit he would make a fraction over 1 per cent.

A Canton, Ohio, dealer in clothing and furnishing goods figured the problem in exactly the same way with the same result. So did a boot and shoe house at Goshen, Indiana.

A lumber, hardware and furniture dealer in a little town in Illinois gave a little different solution. getting very near to the correct method. He deducted 22 from 100, leaving 78. This 78 he construed as being 78 per cent. of the selling price, less his profit.

If $1.00 is 78 per cent. of the selling price, the latter, of course, would be $1.28, which he labelled as the selling price to cover the cost of doing business.

Then he deducted 10 from 100, leaving 90, and labelled $1.28 as 90 per cent. of the selling price to cover profit. $1.28, of course, is 90 per cent. of $1.42, which he gave as the answer.

He made the mistake of taking his percentage for the cost of doing business out of one sum and his profit out of another. He should have taken both percentages at the same time.

He went on to prove his figures, and undoubtedly did prove them, so far as his way of figuring is concerned. But proving that a wrong answer is correct by using a wrong method is like trying to prove that a horse is a horse by pointing out a pig.

This man's letterhead showed that he has a capital stock of $10,000, and that he is treasurer of the company.

But he has the wrong job, for he was figuring himself out of 5 cents on every dollar's worth of goods he bought. He isn't doing it now.

A druggist out in Iowa figured his $1.00 wholesale cost to give him a selling price of $1.43. He went about it in the right way but figured wrong. First, he subtracted 32 (both percentages) from 100, giving 68; then he multiplied $1.00 by 100 and divided by 68, giving him "$1.43."

His method is very much better than his arithmetic. While he goes about it in the right way, he gets the wrong answer by 4 cents. Multiplying $1.00 by 100 and dividing by 68 should give $1.47—does if the calculation is performed correctly.

Strike May Affect Glass Situation

Coal in England Low, Glass Plants May Close, so Belgian Product Will be Needed—Shipping May be Interfered With, Too—Unless This Occurs Canadian Situation Will Not be Greatly Changed.

While optimists are declaring that the English coal strike will be terminated within a week, both optimists and pessimists are agreed that the effect of this industrial war will be felt for months to come. Damage has been done already; the only hope now is that the consequence will not be too serious.

Glass handlers, in common with all other dealers in English and continental lines, are anxiously awaiting developments. The events of the next few days mean much to them—much also to the retailers throughout Canada; much to the contractors, and much to every user of glass. Some time ago it seemed that the price of this commodity must go up. The situation became better and no advance was made. Then came the strike, and upon its developments depends the future price of glass.

Good Supply to Date.

The one thing which has been keeping the figure down is a good supply. In spite of the shipping difficulties last year, good quantities of the various sizes were brought into Canada. These supplies are not yet exhausted, and as the handlers expect fresh shipments shortly, they have decided against any upward movement of prices. But here is the rub. It now seems that there may be some interference with the early glass shipments, and if this occurs, nothing can prevent an advance.

England, it has been said, had, when the strike commenced, only a fortnight's supply of coal. That supply has been well nigh exhausted. Even if settlement is made within a week it will take another week for production to recommence. So many of the foreign plants will be forced to close—the glass plants among others.

England's Need of Glass.

Last year, and for some years past, England has brought in about half her glass from Belgium. Let anything interfere with the English production, therefore, and it would be necessary for still more to be imported.

There is another consideration in this connection, of course. If the English supply of glass should be reduced, through the closing down of the plants, it is quite likely that the railroad service would be greatly disorganized, too. Therefore, there might be little use bringing in glass from Belgium at all, seeing that it would lie at the quays, awaiting better times before it could be transported to its destination.

So, after all, the continuance of the strike may virtually mean that more Belgian glass is wanted in England, but that less will really be brought in because it cannot be handled when once unloaded. This would mean that in Belgium there would be better supplies to meet the Canadian demand, rather than poorer; yet this does not mean that Canada would not suffer. In times of a strike it is not only failure of the supply which is to be feared, but also failure of the means of transportation. Something has already been said of how that failure in transportation facilities may affect England directly, and so Canada indirectly; but look at the question from Canada's side alone for a minute.

Depends on C. P. R. Ships.

At the present time glass is brought to Montreal from Antwerp by the C. P. R. boats. These go from Montreal to London; take on some cargo there, and then sail across channel to Antwerp and there complete their burden. The coaling is done in London.

Already some shipping has been interfered with on account of the shortage of coal. Let the strike continue much longer and there will have to be more cancellations. The question, of course, is, will the glass-carrying C.P.R. ships have to be withdrawn. Even if the coal supply in London gets so low that the bunkers cannot be filled there, it may be possible for the shipping officials to arrange for coaling in Antwerp. But things are in such a state of unrest in Europe that the spreading of the strike seems not impossible. Let this occur and shipping cancellation would immediately follow. Then supplies would decrease in Canada and prices would have to go up.

Future in the Dark.

To foresee what is going to happen is especially difficult just now. A settlement seems likely one day, the next it appears something far off. But if a settlement does not come, trouble will. Perhaps the glass works in England will not have to discontinue operations entirely. Perhaps the railways will not have to refuse to carry all glass brought from Belgium. Perhaps the ships bringing Belgium glass into Canada will not all be cancelled; but any one of these things seems likely to happen in a degree. Trouble is feared, and trouble always means that somebody pays.

By "Mack."

The recent very stormy weather, which delayed mails so much and blocked the railroads with snowdrifts, also kept many of us in the shelter of the house for days at a time.

Something about the mental condition which develops during a winter shut-in period of rough weather excuses procrastination.

With the furnace working well and the wind whirling the snow into the house paths, which will have to be shovelled out clear some time after the storm abates, the delights of a long day spent in reading are most appealing.

That which called for attention may without much compunction be postponed until some future time, even springtime will not seem too remote for our mood.

Philosophers have made it plain to us that "procrastination is the thief of time," as we know after looking backward and wondering for a moment at the flight of those days we could now use to better effect, we think.

An experienced account collector never never defers his visits to the homes of delinquents. If he should procrastinate, as I have done on certain occasions, his usefulness would be seriously impaired. Once upon a time a refractory instalment plan monthly account customer who had purchased a stove, decided to become a resident of the Republic to the south.

The family reached this important decision without taking us into their councils. In fact, a discreet silence was maintained.

Payments having become intermittent, a personal call was planned and the time set for the following day, which was extended to the next.

In this dilatory manner a few more days glided by and still nothing had transpired to relieve the situation.

When finally the house in which our former patrons had lived was visited, it was uninhabited. A neighbor volunteered the information they had taken their departure during the previous night.

In this instance delay had been proven dangerous.

Veteran Figures in the Hardware Field

No. 11.—John McKelvey, Kingston.

A MAN is no older than he feels and acts. Figuring on this basis, John McKelvey, of the famous old hardware firm of McKelvey & Birch, Kingston, although in point of time he is over seventy years of age—figuring on the basis of activity and enthusiasm, John McKelvey is not a day over thirty-five. In fact, he can show more energy than many a young fellow of twenty-five or thirty. He is a hard worker and is still one of the first to be at the shop in the morning and one of the last to leave at night.

It was in 1865 that the hardware store of McKelvey & Birch opened its doors to the public. A modest shop on Wellington street was the starting point of the firm. Their growth was rapid and in 1869 they moved to 71 Brock street into a larger establishment. The store was enlarged in 1874, and the premises underwent a complete overhauling in the year 1885, when the plumbing and steamfitting departments were added. The building increased so that the store next door had to be taken in as well, with the result that now the firm has one of the best equipped places in Canada. A remarkable feature in connection with this firm is that ever since the business was organized forty-four years ago, it has been under the same management and proprietorship.

A Fixed Policy.

The firm of McKelvey & Birch have had a fixed policy, an inkling of which can be found in the countenance of the subject of this sketch. One reads in the features of John McKelvey, the spirit of perseverance and indomitable purpose and the desire to fulfill every pledge. The reputation of the firm has been built up in just that way. They have made it a point to fulfill to the letter every promise made as to the quality of the goods sold, and the work turned out. "What we say, we do," is a golden rule which every merchant might adopt with profit both to his customers and himself.

Mr. McKelvey's life has been one full of various activities spread over a wide field. He has always been interested in public affairs and in his younger days actively participated. He still takes part but is more inclined to sit back and let the younger men have their fling. Serving in the capacity of alderman, he gradually acquired a grip of municipal affairs that entitled him to higher honors and his election to the office of mayor followed. That was thirty-five years ago. It is said of him that he made one of the best mayors

Figuring on the basis of activity and enthusiasm, John McKelvey is not a day over thirty-five.

that the city of Kingston has ever seen. Bringing the same power of concentration that he had always devoted to his business, to bear on the duties of the chief magistracy, Mr. McKelvey filled position with honor to himself and the city.

He served on the school board as well and is at the present time a director of the Kingston Shipbuilding Co.

Politics claimed a share of his time. He has always been a Liberal; one of the "old guard" of Liberalism, in fact. As president of the Liberal Association, he took an active part in the many desperate battles which have been waged in that political storm centre. His friends say—and events attest—that he is still ready to get out and fight for the cause he has always espoused.

The influence of both Mr. McKelvey and his partner Samuel Birch, has always been on the side of progress. They have kept up with the march of the times in their business and have given their support to any movement for the good of the community generally. The success they have won in business is a tribute to the soundness of their judgment and methods. They are both practical hardwaremen, knowing the stock from brass tacks to stoves.

They are known from one end of the country to the other and their friends hope to see the old firm conducted by the same well-known men for many years to come.

TALK ON COST ACCOUNTING.

At the recent convention of hardware and implement dealers at Oklahoma City, Okla., Harry Mead, a hardware merchant of Wichita, Kan., gave a chalk talk on "Cost Accounting." He maintained that it is the duty of traveling salesmen to instruct the dealers in the science of cost accounting, and that any dealer in need of such instruction should pay heed to it, says the American Artisan.

Mr. Mead said that he knew personally of eleven failures in the hardware and implement business, yet none of these men was addicted to bad habits or lack of industry. They simply did not know their cost of doing business. If this work of cost education had been begun intelligently and earnestly by the travelers two years ago, 90 per cent. of the failures which have developed since that time could have been avoided.

Mr. Mead also took a rap at indiscriminate buying, and said that he knew of one dealer who had on sale at one time fourteen different lines of enameled ware of fourteen different colors. That man had failed. Another man he knew of carried only one line of this goods and had met success.

On a large chart, in full view of everyone in the auditorium, Mr. Mead figured out that the average cost of doing business in Oklahoma was between 18 and 19 per cent. His conclusion, however, was challenged by S. S. Reed, of Paul's Valley, who asserted that he did a business of $53,000 last year at a cost of but 8 per cent. Mr. Mead, hailing not very far from Missouri, demanded to be shown, and Mr. Reed came forward to accommodate him. The cost educator then questioned him on every item of cost, which Mr. Reed gave for his last business year as follows:

Rent	$1,500
Salary	1,500
Amount to be earned in investment	2,000
Salary of head salesman	900
Salary of second salesman	780
Extra help	170
Taxes	250
Light, heat, water and ice	75
Telephones	100
Office Supplies	75
Advertising	300
Incidentals	1,150
Donations	150
Depreciation on stock, fixtures, etc.	240
Lost tools	10
Horse feed	120
Bad accounts	400
Total	$8,820

These figures proved that Mr. Reed's cost of doing business was about twice the amount of his own estimate, or nearly 17 per cent., and the gentleman from Paul's Valley admitted that the buttermilk was on him.

APPOINTED ASSESSOR.

Hamilton, Ont.—Ralph B. Baker, formerly Hamilton representative for Rice Lewis & Son, Ltd., has been appointed as a city assessor.

HARDWARE AND METAL

(ESTABLISHED 1888)

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PUBLISHED EVERY SATURDAY.

HOW TO FIX SELLING PRICE.

It seemed simple. At first glance, it looked as though an averagely bright scholar in part second book would be able to work it off-hand. But when retail merchants in all parts of America tackled that harmless looking little sum, seventy-five per cent of them went astray.

Some time ago the problem, given on another page of this issue, was submitted, and a prize offered to all dealers who got the right answer. There was a large response and most of the answers were wrong. This was doubly surprising, inasmuch as the problem had to do with the fixing of a selling price, in which question the retail dealer ought to be perfect.

Can it be that a majority of dealers do not know how to figure the selling price accurately? That they are not figuring the price on the right basis? It is a serious matter for the merchant who sets his selling price on the erroneous basis which so many took in answering this sum. It means a serious loss, perhaps a complete swallowing up of prospective profits.

Every hardwareman should con this problem over and study the method adopted to get the right answer. Are you following this plan in setting your prices? Or are you adopting the other and wrong method? It means much to you and is worth earnest consideration.

INSURANCE A DAILY CONSIDERATION.

Recently there was a fire in a hardware store, and when the flames had burned themselves out, and the owner of the store had time to figure his assets and liabilities, he discovered this distressing condition. He had bought the store a year or two before, and had then taken out an insurance policy covering the $6,000 worth of stock. Lately, he has added stock. He thought of adding to his insurance also, but put this off from day to day. So, when the fire came, this dealer had the $6,000 insurance and something like $14,000 stock. In other words he suffered an $8,000 loss.

Insurance is a peculiar thing. It is a safeguard—something which provides against future loss. This loss may or may not come, but it is practically as likely to come one minute as another. The dealer who lost this eight thousand, for instance, had intended to take proper precautions. He had simply delayed estimating what was his additional stock and taking out a policy.

This case simply shows the need which there is of keeping constant tab on stock. One up-to-date retailer keeps a tablet constantly before him. On this he has noted the stock on hand when a complete inventory was last made. Every day the sales and purchases are noted. By subtracting the sales from the stock, and adding the purchases, this dealer has constantly before him a statement of goods in his store that very day. If the value of this stock is greatly in excess of his insurance, a new policy is taken out immediately.

Such a system means a little expenditure of time and thought, but it also means true protection, and if insurance is worth buying, it is surely worth buying as wisely as a man would buy any other goods. Insurance in a hardware store is not something which may be secured in January for the whole year. The amount needed varies.

ENCOURAGING CLERKS TO TAKE INTEREST.

"I'm going to add this and that to our stock. I'm not sure such a thing is a good line. I believe we might well give more space to stoves."

It was a clerk in a hardware store who spoke, and the capital I's fairly dripped from him. His employer stood by and listened, nor did he say a word. Perhaps he saw the incongruity of this clerk stating what he was going to do; yet he was likely well satisfied, for he has a clerk who works as though the store were really his. It is not his weekly salary for which this man is serving, but for the business which he has come to regard as his.

Some dealers might object to the proprietary ways of this clerk, yet after all that proprietary feeling has money value. It means enthusiasm. It means planning. It means the exact opposite of time-serving. It means money to the employer. That feeling of proprietorship indeed is one of the things after which the employer may best strive. Perhaps the clerk quoted above was a little unwise to use the first personal pronoun as a repeating decimal, nevertheless, he had the right spirit—the spirit of genuine interest and pride in his work.

WATCH FOR SPECIAL NUMBER.

Next week the annual spring number of Hardware and Metal will be published. In past years, these special editions have contained such a wealth of interesting editorial matter and equally interesting advertising that they have been eagerly watched for by retail dealers in all parts of the Dominion and zealously read and kept for reference afterward. Each year the spring specials have advanced, both in size and interest. The present year will prove no exception for the issue promises to be the very best that has yet been published.

The editorial staff of Hardware and Metal have been engaged for some months in collecting information for this number. The reading pages will be filled with articles of a practical and interesting nature, having "Efficiency" as their main theme. Undoubtedly, the hardwareman will be able to secure many useful ideas and valuable information by perusal of these articles. The number will be handsomely illustrated from first to last. Watch for it. Do not by any chance miss this number, the largest and best of the fifty-two published during the year.

In the preparation of so large a number, a tremendous amount of work is involved. Every effort will be made to preclude delay in issuing the special, but it is not impos-

sible that, as a result of the heavy mailing list and the difficulty involved in that department, the issue may be a little late in reaching subscribers.

HANDING ON INFORMATION.

Something has been said in these pages on several occasions recently with reference to the relations between the retailer and the traveler. We have taken occasion to point out the duty of the retailer to the traveler. Perhaps a word on the other side of the question will now be in order.

The traveler owes it to the retailer to keep him posted on matters of interest to the trade. He should also do his best to impress the practical and selling points of the goods he handles on the hardware dealer and his clerks. He should endeavor to give them the benefit of the information which he himself possesses. It is not so much that he owes this to the dealer as that he owes it to himself. The benefits of instilling practical knowledge into the men who sell the goods to the public manifest themselves first in the business of the retailer. The traveler enjoys the benefit immediately, however, for he sells more of that line of goods to the retailer. It is, therefore, in his (the traveler's) own interests that his customers should be sufficiently versed in the goods to sell them intelligently.

A reciprocal attitude is what is needed. The dealer should be anxious to secure all the information that he can; the traveler should be just as willing to give it. Too often, unfortunately. there is neither desire on the one side nor compliance on the other. And both interests suffer as the inevitable result.

Intelligent salesmanship is one of the great necessities in the commercial world to-day. Undoubtedly, the establishment of a closer bond between merchant and traveler in the respect pointed out, would assist in putting selling methods on a higher plane.

RIGHTS OF THE TRAVELER.

A deputation of commercial travelers waited on Sir James Whitney, Premier of Ontario, during the week protesting against conditions of some of the hotels in local option districts which now do not come under control of the government.

Some of the things they complained of were the following:—

Rates out of proportion to the accommodation.

Food inferior, badly cooked and horribly served.

Dirty bed clothing, with some beds like a veritable rag bag.

Dirty sample rooms in many places.

Cold rooms with insufficient bed clothing.

Woeful lack of sanitary improvements and conveniences.

The Premier and Hon. Mr. Hanna, provincial secretary, promised to look into the complaints and gave the assurance that if further inspection were needed it would be attended to.

Certainly if the traveling man has to endure all or any of the hardships mentioned above something should be done. He is a necessary attribute to the carrying on of commerce and should be treated with respect.

If the placing of even a nominal tax on such hotels thereby bringing them under government control, would remove the inconveniences then it should be done without delay.

POINTED EDITORIALS.

Efficiency is the watchword of progress.

* * *

It is better to have a customer come back with a kick than never to come back at all.

* * *

Watch for the spring special, which is published next week. It promises to break all records.

* * *

Better to say too little to a customer than to over-urge him and digust him with your methods and your store.

* * *

A Sydney Hardware dealer has purchased an automobile delivery wagon. Perhaps the east isn't keeping up with the times!

* * *

There was plenty of "ginger" in the proceedings, despite the fact that ex-President Cinnamon did not arrive for the early sessions.

* * *

Improve the appearance of the paint department. Half an hour's work now will be rewarded by increased sales later on.

* * *

You cannot sell goods unless you know something about them. The hardware clerk has, therefore, a wide and varied field for study.

* * *

That heroic personage, the wearer of the first straw hat, has made his appearance in New York. What surer sign of the near proximity of spring.

* * *

What has happened to that famous hardware order, the Hookworms of the World? Was the order too true to it's own name, too lacking in energy to even continue in existence?

* * *

Handing on information is a great source of commercial strength; if it's the right kind of information. Travelers and retailers might model themselves on the fair sex in this matter. The ladies are always handing on information.

* * *

Never ask another to do what you would not do yourself. Many dealers urge customers to use paint when their own stores have been sadly in need of paint for these many long years. A freshly decorated store is one of the strongest possible arguments in favor of paint.

* * *

Dealers who thought that they knew all about arithmetic met with a shock when they discovered they could not work out the simple sum propounded in another part of this issue. It is probably true that nine out of every ten men would find the wrong answer. And yet the point is a vital one to the merchant.

Complete Course of Sheet Metal Work

By L. W. KOSER---No. 5

If the metal worker has practiced and studied the preceding plates he will by this time have become fairly familiar with a square mitre, or mitre at right angles. This is by far the most common mitre used. It often becomes necessary, however, to make a mitre at other than right angles, and for this purpose we employ what is known as the "mitre line" method.

We will suppose that the metal worker has a job of eavetroughing to do, and the corners on the building are at different angles, some being square or right angles, some being sharp or acute angles, as Fig. 3, plate 8, and some being obtuse angles as Fig. 5.

We first lay off the roof line, or line of eave or facia board, where trough is fastened to; this is shown by the dotted lines A, B, C.

Then draw the shape or profile of trough as shown, having the back part of trough against roof line, and the outside or beaded edge projecting out from the roof line the same distance it would project on building.

Then draw the outside line which represents the projection as shown by the lines E, F, G, and draw the mitre line F, B.

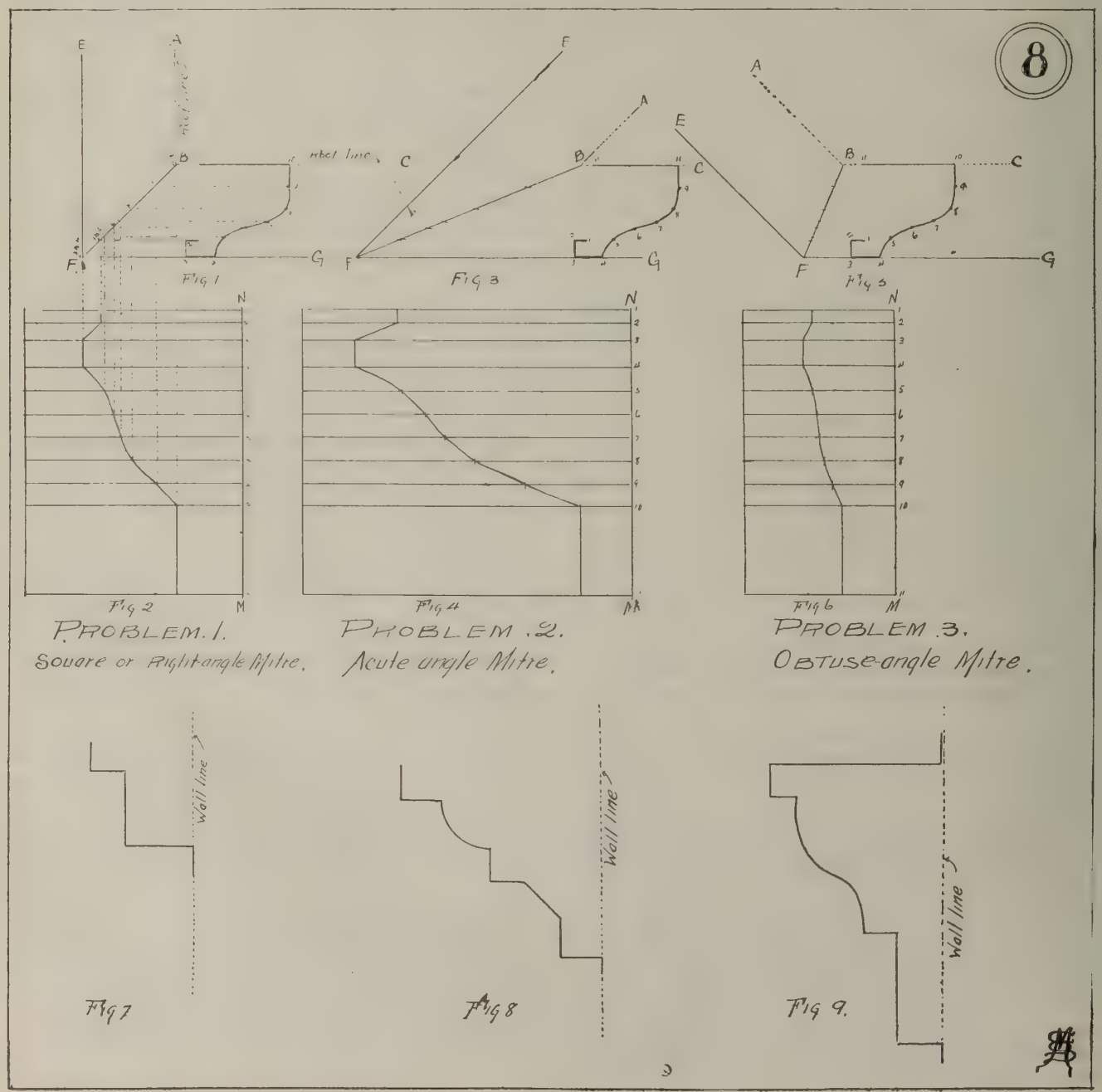
Now divide the profile into the different parts and number each.

Lay out the stretchout at right angles to the line B, C and F, G.

When drawing patterns by the "mitre line" method always have the stretchout line N-M at right angles to the line that the profile is drawn on. For instance, the profile on Fig. 1 is drawn on the lines B-C and F-G, so that the stretchout line would be at right angles to these lines.

With the T-sqr. placed parallel to the lines B-C and F-G carry a 1 line from each number on the profile to the mitre line F-B, and number each the same as on the profile.

Then with the T-sqr. placed parallel to the line N-M, drop a line from each of



the points on the mitre line to the measurement line having the corresponding number.

A line traced through these points gives the desired pattern.

Problems 2 and 3 are drawn the same as problem 1, the only difference being, that as the roof line is at a different angle, the mitre line is necessarily different, but the principle is the same.

For practice draw Figs. 7, 8 and 9 at each one of the different angles shown by Figs. 1, 3 and 5.

On plate 7 we show the method of developing the pattern for one side of a square ornament by dropping the points direct from the elevation to the stretchout, and on plate 8 we show the use of the mitre line.

The method outlined on plate 7 applies only to square or 4-sided figures. But where the figure has more or less than 4 sides it becomes necessary to use the mitre line method.

As this method also applies to the 4-sided figure, and as this is probably the easiest to understand, we will develop the pattern for a square ornament, and as before mentioned, as either way can be used we will develop the pattern both ways to show that the results are the same in each case.

On plate 9 Fig. 1 is the elevation of an ornament which we desire to make four-sided.

Fig. 4 shows the pattern developed as described for plate 7, the only difference being that in this case the stretchout is placed directly above the elevation instead of directly below it as on plate 7. The student can easily see that this makes no difference, as the parallel lines are of course the same distance apart whether carried up or down.

Having drawn the elevation Fig. 1 we will drawn the plan Fig. 2. This is an outline of the base of Fig. 1. Its sides A, B, C, D, being equal to the widest part of Fig. 1 as S.S.

Draw a line from the corner B to the corner C and from the corner A to the corner D, thus obtaining the mitre lines.

The centre O must be directly below the point 1 on the elevation and the side B, D must be parallel to the centre line O.P.

Now lay out the stretchout line N.M. at right angles to the line O.P.

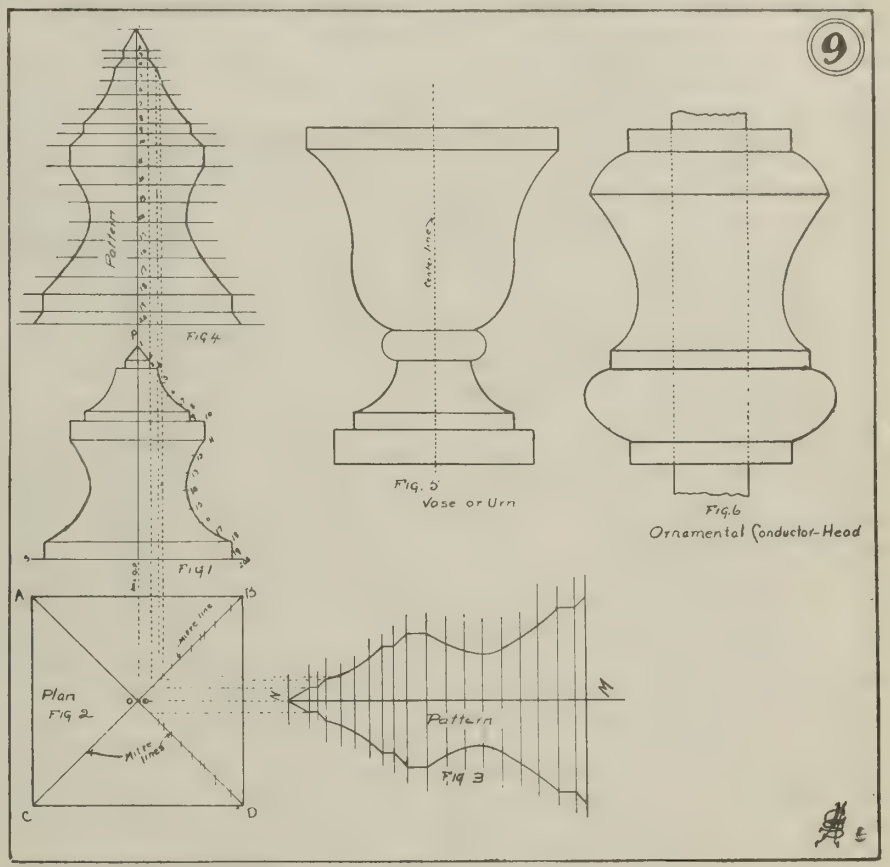
Transfer the stretchout to this line, number same and draw the usual measurement lines through each number.

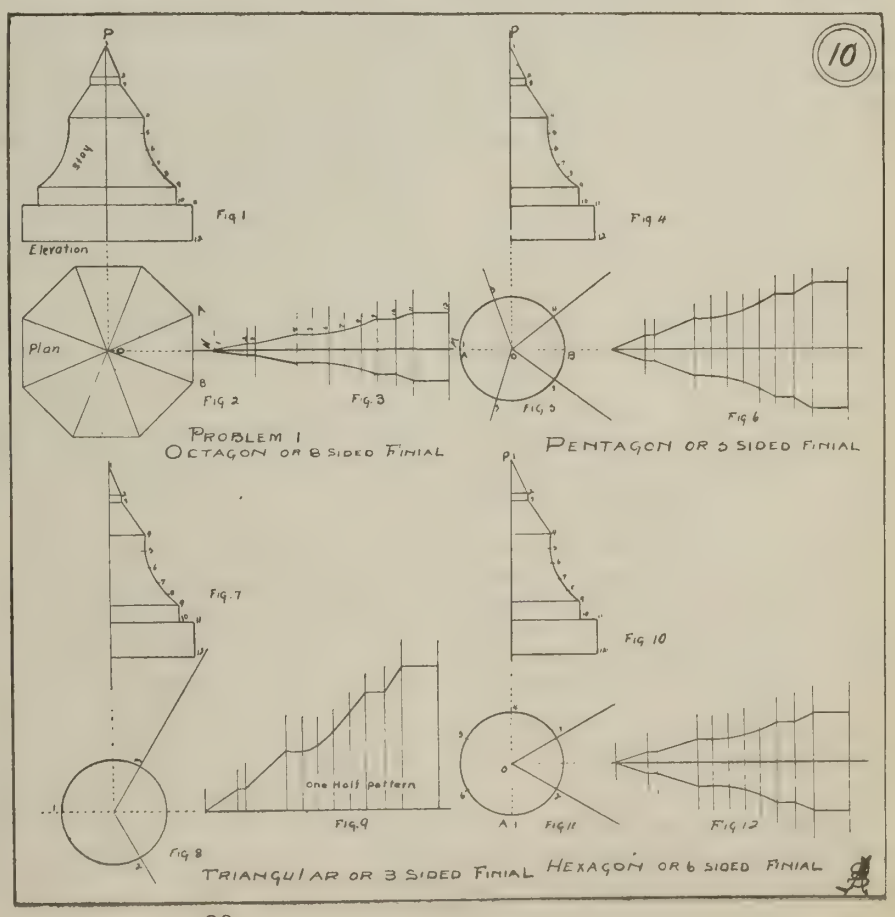
Now place the T-sqr. parellel to the centre line of Fig. 1 and either drop a line or make a mark on the mitre lines O.B. and O.D. directly below the numbers on the elevation.

It will be found necessary to rub out the mitre lines O.B. and O.D. and draw fresh lines during the operation, as otherwise there would be so many marks on the mitre lines as to cause confusion.

Trace a line through the different points on the stretchout and the pattern will be developed.

It will be noticed that the width of the pattern Fig. 3 is regulated by the





width of the angle or opening of the mitre lines O.B. and O.D. This fact kept in mind will help in understanding the succeeding examples.

Now develop the pattern for one side of a square figure for Figs. 5 and 6.

The method illustrated by Figs. 1, 2 and 3, plate 9 show the principle employed in getting the pattern for a figure having any number of sides, the only difference being in the angle of the mitre lines. For instance, on plate 10 Fig. 1 is the elevation of an ornament we wish to make octagon or eight-sided. The shape or profile of this makes no difference. It can be the same as Fig. 1 plate 9 or any other style wanted.

As we wish in this case to make the figure eight-sided we draw an octagon below the elevation instead of a square.

One of the sides as A.B. must be parallel to the line O.P. Fig. 1.

Then at right angles to the line O.P. and from the centre of the plan O. draw the stretchout line N.M.

Lay out the stretchout and draw the usual measurement lines.

Drop the points on the elevation to the mitre lines O.A. and O.B. and carry out to the stretchout.

Figs. 4, 5 and 6 show the pattern developed for a pentagon or five-sided figure.

Draw the elevation Fig. 4 and below it draw a pentagon. This can be drawn as explained for Fig. 44 plate 3.

To do this the vertical line O.P. is dropped down and a horizontal line A.B. is drawn. Set the points of the compass at O. and describe any size circle. Set the points of the dividers at A, where the straight line meets the circle, and step the circle off into five equal spaces, and number 1, 2, 3, 4, and 5.

Draw lines from the centre O out through these numbers, which will give the mitre lines.

The rest is done as explained for the octagon and square.

Figs. 7, 8 and 9 show the pattern developed for a triangular or three-sided figure.

The mitre lines are obtained the same as for Fig. 5, the only difference being that the circle is divided into three equal parts instead of five as for the pentagon.

Figs. 10, 11 and 12 show the pattern developed for a hexagon or six-sided figure, the only difference being that the line O.P. is drawn past the centre and where it touches the circle forms the starting point for stepping off the hexagon.

As only the lines O.2 and O.3 are required these only are shown.

VISITED CONVENTION

Montreal.—The Hardware Convention in progress at Montreal last week, was honored by a visit from Lieutenant-Governor Langelier of Quebec. With Madam and Mademoiselle Langelier, the Lieutenant-Governor inspected all the booths, taking note of the various places of especial interest pointed out by F. C. Lariviere.

Catalogues and Booklets

Saws and Knives.

The Simonds Canada Saw Co., Montreal, have issued a large catalogue bound in book form. It contains descriptions of the complete lines of saws, knives and files manufactured in the different Simonds factories. It is one of the most complete publications of the kind yet put out, giving full information as to tools and parts and all special lines.

Among the new pages which appear in this catalog and not in former issues of the Simonds Catalogue are those devoted to: Pit and Whip Saws, High Speed Steel Planer Knives, Cane Knives, Docking Saws, also a page showing a Simonds Crescent Ground Cross-Cut Saw fitted with the Double Horn Handle.

Fishing Tackle.

The Enterprising Manufacturing Co., Akron, Ohio, have issued a catalogue dealing with their extensive lines of fishing tackle. It contains nearly two hundred pages and the goods shown include practically everything that a fisherman could need, ranging from hooks to elaborate reels. The catalogue is handsomely bound and contains a great number of illustrations.

"Enterprise News."

A copy has come to hand of the "Enterprise News" which is published "every once in awhile" from the offices of the Enterprise Foundry Co., Sackville, N.B. It contains an optimistic forecast of the state of trade in Canada for the coming year.

Disston Crucible.

A copy of the first issue of the Disston Crucible has come to hand. This neat, newsy and instructive magazine is prepared for the use and benefit of the millman and it deals with many subjects

Household Hardware.

The Taplin Manufacturing Co., New Britain, Connecticut, have issued their catalogue No. 5, showing their lines of Dover egg beaters, general kitchen hardware and a number of specialties in wire and iron, brass, bronze and nickel goods. It is neatly gotten up and fully illustrated.

Nuts and Bolts.

The Graham Nut Co., Pittsburg, Pa., have issued catalogue No. 6, showing their line of nuts, bolts, washers, rivets, turnbuckles, weights, and screw threads. In submitting this catalogue, they make the announcement that their new bolt plant is now in full operation. The booklet is handsomely printed in several colors, fine coated paper being used.

Hardware Letter Box

Rockwall Plaster.

Cote, Brown & Cie, Chicoutimi, Que.—"Where can we get Rockwall plaster?"

The Alabastine Co., Paris Ont.; Stinson, Reib Supply Co., Eastern Townships Bank Building, Montreal; Alex. Bremner & Co., Bleury Street, Montreal.

Wall Board.

Sumner & Co., Moncton, N.B.—"Can you advise us if there are any manufacturers of wall board in Canada?"

Beaver Board Co., Ottawa; J. & R. Booth, Ottawa; Laurentide Paper Co., Grand Mere, Que.

Sheet Cardboard for Ceilings.

R. T. Holman, Ltd.—"Kindly let us know who are manufacturers of sheet cardboard for ceilings."

Beaver Board Co., Ottawa; J. &. R. Booth, Ottawa; Laurentide Paper Co., Grand Mere, Que.

Parker Guns.

Wright's Hardware. Hamilton.—"Will you give me address of Parker & Sons, maker of shot guns?"

Chas. Parker Gun Co., Minden, Conn.

Dexter Stains.

Owen W. Evans, Chester, N.S.—"Can you inform me who makes Dexter's stain?"

Dexter Bros., Boston, Mass., English shingle stain.

Tailor's Stove Manufacturer.

We are indebted to Mr. Alex. Ross, Yarmouth, N. S., for following:

"Re inquiry in March issue by Carnegie Bros., Port Perry, for maker of tailor's stoves at Truro, N. S., named J. Albert Lundstrom. This stove is now made by the Amherst Foundry Co., Amherst, N. S., and is called the Lundstrom Tailor Stove.

Vacuum Cleaners.

Sumner Company, Moncton, N.B.—"Can you give us names of manufacturers of Electric Vacuum Cleaners in Canada?"

Onward Manufacturing Co., Berlin; Geo. H. King, Woodstock, Ont.

Current News of Hardware Trade

New Stores Opened.

Dryden, Ont.—Hayes' hardware store has been opened in the new stand. An entirely new stock is carried.

Salmon Arm, B.C.—Ford Tyler & Co., hardware dealers, have opened their new store.

Extra Game Needed.

Montreal, March 13.—Last night the Wholesale Hardware Hockey League schedule ended, but an extra match will be necessary to decide the championship, as last night's game put the teams from the Canadian Fairbanks Morse Company, and the Thomas Robertson Company on an equal footing. The Thos. Robertson Co. after a hard struggle succeeded in defeating the Frothingham & Workman team, which has been leading the league to date.

Personal Notes.

F. G. Holden of Pryce-Jones & Co., Calgary, spent several days in Montreal this week. His visit was largely in connection with business matters.

Harry C. Martin, of Martin, Findlayson & Mather, Vancouver, was in Montreal on business this week.

W. A. C. Hamilton, secretary-treasurer of the Consumers Cordage Co., Montreal, has just returned from an extended trip to the West.

W. S. Fisher, of the firm of Emerson & Fisher, St. John, N.B., has gone on a trip to Upper Canadian and Western cities. Mr. Fisher was in Toronto last week.

Lawrence R. Greene, advertising manager of the Sherwin-Williams Co., called in at the office of Hardware and Metal on Saturday last. He was on his return to Cleveland after paying a visit to the head office of the Sherwin-Williams Co., of Canada, at Montreal.

F. Orr Lewis, of Lewis Bros., Montreal, has returned to England with his wife and daughter. He will likely be back in Canada for a few weeks during the summer.

W. C. Strouder, of Williamsburg, was in Montreal on business this week.

J. F. I. Thomas, Canadian representative of Vickers, Limited, has returned to Montreal from England.

Montreal.—Mr. Caniff, of Hose & Caniff, Kenora, spent several days in the city this week. With his wife and daughter he has been visiting New Orleans and a number of other Southern cities.

Among the retailers visiting Montreal on business this week were, L. J. Matk, Ferme Neuve; J. P. Lecroix, St. Lin; S. Robedoux, L'Anonciation.

Business Changes.

Hartney, Man.—Geo. Agnew will open a hardware store here.

Winnipeg.—F. W. Philips has started a plumbing business in this city.

Carman, Man.—C. Hemenway has bought the stock of Walton & Cleane, hardware dealers.

Pennant, Sask.—B. M. Hill is starting in the hardware business here.

Weldon, Sask.—A hardware store has been opened here by Larson & Torgerson.

Beatty, Sask.—A. A. Ferguson has started here in the hardware and implement business.

Cabri, Sask.—The Cabri Hardware Co. is the name under which Thompson & Denker, hardware dealers, will do business in future.

Lemberg, Sask.—The firm of Fletcher & Leitz, dealers in hardware and implements, has been dissolved. Mr. Leitz will continue the business.

Bassano, Alta.—Pierce Bros. have started in the hardware business here.

Emo, Ont.—Edward Tompkins, hardware dealer of this place, has sold the Barwick branch of his business to Black Bros.

Millbrook, Ont.—R. Halliday has sold his hardware stock to J. H. Bentley. The new proprietor was chief clerk with J. Moxon & Son, Picton, for a number of years.

Hastings.—E. Wilcox, formerly of the hardware firm of Wilcox & Lambert, has retired and will take a well-earned rest. He may go back into the insurance business, of which he made a success before going into hardware.

Fergus, Ont.—A. E. Nichols, hardware merchant, has purchased from T. J. Hamilton, also of this place, the old established business in coal, wood, tile, etc., conducted by the latter for the last 27 years. Mr. Nichols took possession on Monday.

Harrow, Ont.—The partnership between C. Richardson and F. E. Richardson has been dissolved. The latter will continue the business under the old firm name of C. Richardson & Son.

Calgary.—Lenton & Hall, of this city have dissolved partnership, the business now being carried on under the name of the Hall Hardware Co. E. C. Hall is manager.

Staff Changes.

St. John, N.B.—Harry Mundee, of the employ of W. H. Thorne & Co., Ltd., has severed his connection with that firm, and accepted a position in Kentville, N.S.

Campbellford, Ont.—C. H. Smith, who has been head clerk for D. W. Douglas for some years, expects to leave for Calgary in a few weeks. Mr. Smith has become a well-known figure in hardware circles, due chiefly to his ability as a window trimmer. He has on various occasions won prizes in window contests and has made a well-earned reputation as one of the best window trimmers in Ontario.

Peterborough, Ont.—O. Labelle, who has been with the Kingan Hardware Co. for a number of years, is leaving for Calgary in a few weeks.

Lewis Bros., Montreal, have added to their city selling staff, George Walker, formerly Mr. Fouret's assistant in the order department.

Fire Losses.

Kenora, Ont.—Robson & Peterson, hardware dealers, suffered a fire loss. Their loss is figured at $1,500.

Fort William, March 9.—Shortly after six o'clock last night, it was observed that the premises of the Hocking Hardware Company, on Gore Street, West Fort William, were on fire, and a pull at the nearest street alarm brought the West Fort William fire department quickly on the scene. The woodwork surrounding a stove pipe was blazing merrily, but in a few minutes a well directed stream of water quenched the flames. The damage done by the fire to the building was about $150, but it is estimated that the stock has suffered to the extent of $1,500 through smoke and water, $2,200 being carried in insurance.

AN EXCITED MARKET.

Cleveland, Ohio, March 13.—The Daily Iron Trade Review to-day says:—

With sales of 140,000 tons of Bessemer and basic pig iron recorded during the past week, and inquiries out for additional tonnage; prices stronger in plates and shapes; indications of heavy buying of steel cars by railroads in the immediate future and a generally stronger tone to other finished lines, the market finds itself in a somewhat excited state. Coke prices continue to show signs of climbing and a low point on furnace coke has gained 30 cents in a single week. Foundry grades have also gone up rapidly. Contract coke is almost impossible at this time. There is a quieter movement in the pipe market, though specifications are heavy and inquiries for much line pipe are coming out from week to week. The entire market is stronger and healthier than for some time.

Progressive Hardware Retailing

C. P. Moore Inaugurates Automobile Delivery System—Eastern Merchants Feature Farm Supplies—An Unique Display of Paint Goods—Counters Installed for Small Hardware.

UNIQUE DISPLAY.

Revelstoke, B.C.—One of the large show windows of the Revelstoke Hardware Co. store is being used for an unique display of paints. A miniature house is shown surrounded by a clever imitation of a lawn. The posts of the verandah are made by tins of wall color, the front of the porch is made of alabastine and the front of the house is constructed by an ingenious arrangement of paint cans. The lawn grass is made with fresco colors.

A 30-DAY SALE.

Orangeville, Ont.—S. A. McCartney, hardware dealer is conducting a 30-day sale for the reduction of winter lines. Among the various lines offered for sale are horse blankets, mitts, saws, files, axes and axe handles, feed and root baskets. He also includes in the list, "Something for the Ladies," giving a list of such goods as kettles, dish pans and pie plates. Special price reductions for the thirty days are offered.

COUNTERS FOR SMALL HARDWARE.

Chatham, Ont.—A local merchant who handles small hardware and kitchen utensils quite largely has taken a leaf out of the book of his 5-10-15-cent store competitors. He has provided a special counter, which occupies a broad open space in the centre of his store, for the display of small articles.

Each article thus displayed is ticketed with the selling price. This saves considerable time on the part of the selling staff which would otherwise be consumed in answering questions as to prices.

The merchant contemplates a number of improvements on the original idea in course of time. One is to provide separate counters for articles selling at 5c, 10c, 15c, 20c and 25c. In addition, the price tickets may be helped out by neat show cards, each bearing a few words of information concerning the article to which it is attached.

"My idea," explained the merchant, "is to make the counters as far as possible do the work which a salesman would do. The counter is to give the customer practically all the essential information about each article displayed. Of course, the clerk will complete the deal, and in doing so will endeavor to sell additional articles. The idea is still in the experimental stage. I rather think it will prove the better policy to shift the displays from time to time, in order to keep all the stock moving."

FEATURING FARM SUPPLIES.

St. John, N.B., March 12, 1912.—Local dealers during the last few days have begun to interest themselves in the featuring of supplies which the farmer will need before very long, such as woven wire fencing, spring wire and plain galvanized wire for fencing. All of these the dealers in St. John, Fredericton, Chatham and Moncton, are advising farmers to "take home while the snow lasts" in order to have it when the soft days of spring have arrived and fencing is needed for repairing about the premises. The maple sugar season will be on in a few days now and such articles as taps, pipings, etc., as are required for this work are being featured before the farmers interested, most of whom have already made purchases.

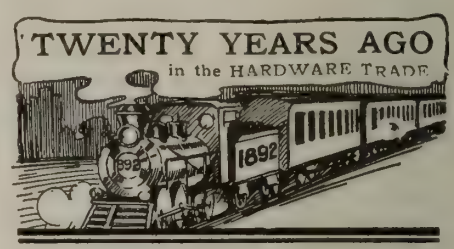
At present, business with local dealers is reported as being very quiet, though they look for it to improve before long. They are, therefore, promoting an interest in articles which will be required not just at present but in the very near future. It is their purpose to develop a trade in some lines which will have to be bought soon in order to keep business more alive. In this, in the lines mentioned, they have been fairly successful because there have been a large number of farmers in the city of late, due to the fact that the weather has been mild and the roads in good condition. Trade in builders' hardware, it is expected, will be well above the average this spring, and preparations to meet it are now being made.

AUTOMOBILE DELIVERY.

Sydney, N.S.—C. P. Moore has purchased an automobile delivery wagon in which the goods ordered in his hardware store are now being taken to his customers' homes.

AN EARLY PAINT DISPLAY.

Chatham, Ont.—The Willard Hardware Co. believe in booming the paint trade early in the season, instead of holding back till spring is actually here. This week they have a large and striking paint display. The display is arranged in their large middle window, four steps covered with cheesecloth being utilized. In addition to the regular Sherwin-Williams house paints which they handle, the display comprises a wide range of paint lines, including floor-lac, floorglaze, buggy paint, alabastine, varnishes, enameloid, and many kindred lines. In addition many variety of brushes are shown, while samples of work, color cards and advertising literature relative to paint is used to advantage in filling out the display.



The following items are taken from the issue of March 12, 1892:

"The James Smart Manufacturing Co.'s catalogue is an ornament to any office library. The issue of such trade publications is, in fact, the very best means of inducing traders to keep an office library."

Editor's Note.—It is not necessary to state that the James Smart Manufacturing Co. are still numbered among Canada's foremost manufacturers.

* * *

"W. R. Hobbs, president of the Hobbs Hardware Co., London, has been making a tour through the North-West and British Columbia en route to California.

* * *

"D. Shaw's new hardware store at Almonte was ready for occupation on Wednesday and since that time the heavy task of removing his big stock of hardware, stoves, etc., has been accomplished. The store is one of the largest and finest in the Ottawa Valley."

* * *

"G. B. Morris & Co., hardware merchants, Guelph, have dissolved. G. B. Morris continues the business."

Editor's Note.—Mr. Morris sold the business about six years ago to McMillan Bros., who have since been succeeded by the Guelph Hardware Co. Mr. Morris, after acting as manager of the Royal Bank at Guelph and Calgary, has gone into the real estate business at the latter place.

Weekly Western Market Report

Some Kinds of Rope Are Quoted at Lower Prices — A Heavy Demand for Stoves is Now Making Itself Felt—Linseed Oil is Down 5 Cents in Price—General Trend of Trade is Good.

Winnipeg, March 14.—With winter practically over the spring trade is on with a rush, all reports tend toward exceptionally busy season. Not only are spring orders coming in but the summer ones also, which is something very unusual at this early date.

The market this week shows very little changes. A slight decline in rope is perhaps the most noticeable. One-quarter cent a pound less is quoted in both Sisal and pure Manila. Other lines remain the same.

Wire the Same.

The wire market remains about the same with no further advances. It is not likely the advance in the United States will affect our market at all.

Stoves.

The demand for stoves is much greater than at this time in previous years. Gas ranges are still being called for, showing an even greater improvement. Wholesalers report many new hardware and tinsmith shops opening up, and are very busy stocking these.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.00; 2, $1.80; p.g. oak, $2.75.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." sold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Siscal, 8¼; pure Manilla 10¼; British Manilla, 8½c; lath yard 9¼c. yard, 9¼c.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½, brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Terne Plate—I.C., $9.75; I.X., $11.75.

Tin Plate—I.C., charcoal, 20x28, full box, $10.25; ½ box, $5.50; I.x., full box, box, $10.25; ½ box, $5.50; I.x., full box box, $13.50; ½ box, $8; I.X., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Paints and Oils.

The spring rush in paints is on in earnest and an exceptionally busy season is being looked forward to. There is a decline of 5 cents in raw linseed oil and boiled oil the former is being quoted at $1 and latter at $1.03 in large quantities. Turpentine remains the same and there is little possibility of a change for some time.

VOTING ON BY-LAW.

Port Colborne.—On Wednesday, Mar. 27, the electors of Port Colborne will vote on a by-law fixing the assessment of the Canadian Furnace company for a period of twenty years at $50,000. The council met on Tuesday evening and gave the by-law its first and second readings, and the third reading will be given before March 27. The company is the branch in Canada of the Buffalo Union Furnace Company. The plant to be erected here on the lake front will cost one million dollars and the product will be pig iron and steel.

A WESTERN BRANCH.

The Brantford Roofing Co., Brantford, Ont., have opened a branch at Winnipeg. Wilton Hitchon is now in the west, and will take charge.

CARLITE FACTORY FOR COBALT.

Wallaceburg, Ont.—Following the explosion which a couple of weeks ago destroyed the plant of the Dominion Carlite Co., at this place, the industry will be re-established at Cobalt. Building operations for the new factory will be commenced at an early date.

Weekly Market Report --- Metals

UNEASINESS FELT.

Despite the uneasiness felt as a result of the strike in the Old Country—and it is feared that a dangerous pass may be reached—the metal markets show continued strength. Shortages are developing in some lines, however.

MONTREAL.

Montreal, March 15.—Still the strike, and the harm it may do trade, is the question of great importance with the metal handlers. As yet conditions have not been greatly altered by the industrial trouble. That the market has not been more affected is indeed strange.

There seems little ground for hoping that the satisfactory manner in which the strike is now being taken will continue. Its influence has not reached here as yet, that is all. But the result must be serious. Even if the contending parties come together shortly there will be considerable trouble. For instance, the galvanized sheet plants—or a number of them—have been forced to shut down. As there are good stocks of this material on hand here at the moment that does not mean any immediate hardship, but it does mean that orders will pile up on the manufacturers next summer, and there will almost certainly be delays in shipments.

Metals Exceedingly Scarce.

The great trouble locally at the present time is that caused by the shortage of supplies. Lead, there is none. Spelter stocks are exceedingly low. Iron, too, is hardly to be had. Tin and copper are fairly plentiful, and for that the handlers are thankful.

Tin—The prices in England have been varying slightly, but the position to-day is much the same as at this time last week. Tin, perhaps. is being less affected by the strike than any other metal. Generally, inquiries are being received from the makers of tin sheets. They have to fill contracts for these, and now, fearing shortage of supplies, are trying to book their stock of raw material.

Locally there are good orders for tin.

Consumption Decreases Somewhat.

Copper—The consumption of this on the continent, and in the States, has not been as good as was expected. The production, on the other hand, has increased. But this is only according to the statistics for the present month. Generally the demand for copper seems to be keeping up remarkably well. It is so in Montreal. The handlers all report good orders, but orders which they are, fortunately, able to fill.

Lead—This is about as hard to get as spelter, and spelter simply isn't to be had. The consumption of lead has been exceedingly large of late. Trail are unable to supply any until April. None is coming in from England for a little time. One firm has a cargo on the ocean, and this, when it arrives, will relieve the tension greatly.

Spelter Market Starved.

Spelter—Neither from the States nor from Europe is much to be secured. Locally, stocks are exhausted. A lot of 30 tons is on the way now, but this will likely be sold before it arrives. The market is really starved.

In the States the manufacturers of galvanized sheets are talking of curtailing the production. By this means they believe they would effect one of two things. Either the decreasing demand would force down the raw material to a more reasonable figure; or the decreased supply would force up the price of the finished produce. Either way the producers would get a profit larger than the narrow one which is at present theirs.

Iron None Too Plentiful.

Iron—Some of the handlers thought they had exceedingly large stocks of this metal when winter set in. But orders have been larger than for some years past, and there were evidently some in the business who were not very well supplied. At present the amount of this metal in Montreal is not large. A cargo is expected before very long, however, and unless this is delayed there will hardly be any serious shortage.

TORONTO.

Toronto, March 14.—Storm clouds are rolling up. The British mining strike has already had its effect on the mental situation here and grave misgivings are felt as to the possible results, if the strike continues. Metal men who were inclined to regard the situation as less grave than it had ben depicted are now beginning to realize hat the danger is both real and imminent

It is indeed curious that the effect on metals generally has been small so far. whereas weakness might have been expected, strength instead has developed. In some markets, in fact. the tone is much firmer than before the strike crisis developed. How this is to be accounted for is a mystery.

Tin.—Although it would reasonably be expected that tin would be one of the first metals to show the effect of the strike, there is absolutely no trace of weakness. The metal is firm and active. There has been a good demand here and so far no difficulty has been experienced in getting supplies.

Lead Firm and Active.

The same condition holds good with reference to lead. The metal is very active and enquiries denote keen interest on the part of buyers. No change has been made in the price of lead but a firm tendency is noted.

Copper is Up.

Copper.—The continued large consumption of copper has caused a stronger tone. Higher prices are prevailing here, an advance of ½ cent having been made during the week, thus putting the local price at 15¼ cents. This is a very high price for copper, considering the figures which have prevailed for the past two years.

The demand locally is very strong. There is a pretty general feeling of confidence in the strength of copper, and metal men anticipate continued strength.

Spelter "Cleaned Out."

The spelter situation is far from satisfactory. There is no March spelter in sight and, stocks are so low, that the prices quoted are purely nominal. There is practically none being sold because there is none to sell. Just what the outcome will be is hard to say. The metal supply houses fear that the shortage will continue for some time.

Trouble Ahead.

Plates and Sheets.—Trouble is being experienced here. The freight blockade is seriously handicapping trade. It is reported that stocks are very light and, as the demand keeps up strong, the natural assumption is that the supply will soon be exhausted.

It is feared that the strike will have a very detrimental effect on the plate and sheet trade. It will be one of the branches of industry to suffer first and worst. Local metal men stake their heads when the subject is mentioned and acknowledge that the results may be serious if the strike situation does not improve.

Pig Iron Unchanged.

The situation in pig iron is unchanged. Sales continue steady for the time of year. Prices are as follows: Canadian foundry, No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $50.25 for Clarence No. 3. Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Weekly Market Report --- Hardware

A GOOD TREND.

There is a good trend to trade in hardware lines. Although the spring demand has not yet reached its highest point, the demand is growing and there are sure evidences that last year's records will be exceeded in no uncertain measure.

Better weather conditions would bring business along with a rush now.

MONTREAL.

Montreal, March 14.—Business at the present seems all that could be desired. The retailers are finding that the demand for spring goods has started in earnest, and the jobbers and manufacturers are being deluged with orders. Spring goods especially are wanted, but there has come a demand for builders' hardware, too. A few orders for this class of goods has been received in the past few weeks, but now a larger and more general call is noted.

Effect of the Strike.

Retailers do not seem to have given much though to the effect the English coal strike may have upon Canadian prices; yet according to the manufacturers and jobbers there is some likelihood that this will necessitate a higher figure being charged for a number of lines. If relief does not come soon tin sheets will have to be advanced. Copper, too, will likely soar. Iron will be put upon a higher level, and as a result the discount on tinware, granite and copperware, and iron pipe will be reduced. When the metals advance in price the product made from them must necessarily advance correspondingly. Generally there is the hope expressed that a settlement will soon be reached, but failing this a higher scale of prices will surely come.

Moderate Weather Helping Trade.

Spring Goods.—The moderate weather which has prevailed of late makes sap-running seem near. Snow lies deep in the maple bush—all other signs point to a good flow, too, so those who regularly sugar off are now buying the sap bits, buckets and kettles which they need. Of late the orders for this class of goods have been exceedingly large. Shipping departments are being rushed to get them out. It is the old, old story of many dealers failing to put in their demand until they themselves feel the demand from their customers.

Largely it is from Quebec and Ontario that the call for sugaring supplies comes. The West, however, is not behind in the call for spring goods. Lawnmowers, hose sprinklers are being quite largely ordered, while garden tools are in great demand. It will not be long before the gardens will be in good workable condition in the West.

The early birds are now thinking of the call which there will be for refrigerators. Good-sized orders for these are being placed. Also the call for egg crates continues, while an increased activity is noted in wire screens and wire fencing.

Expect Early Building.

Builders' Hardware.—Evidently the dealers of the West are expecting operations to be started early out there, for they are now laying large orders. These call for prompt delivery, too. Eastern merchants also are seeking these lines—though it is from the West especially that the local jobbers are feeling the heaviest call.

The condition of affairs in this line is exceedingly gratifying. It would seem that the merchants who do the largest business are getting the idea of ordering ahead.

Specialties.—Electrical goods are proving good lines at this season. So are bath room equipments—indeed any articles for the interior improvement of the home are finding a ready market. The retailers are playing these lines up, and the sorting orders which are being received by the jobbers show that they are getting rid of their goods in satisfactory style.

This the Between Seasons.

Sporting Goods.—This is the between season time—the time when hockey goods are making their exit, and when spring goods have hardly yet arrived. But the temperature at present makes it appear that the season for greater activity is not far off. Already some baseball goods have been sold from the retail stores. More will be wanted soon. The fishermen will shortly want to replenish their store of tackle. For this coming demand the retailers must now prepare, so naturally the orders are coming in to the jobbers.

In all branches collections are reported as fair. There does not seem to be any great scarcity of money.

TORONTO.

Toronto, March 14.—Business is reported good. Shipments of spring goods have started now in large volume but it needs a real touch of spring to really liven up matters. The demand for shipments does not really manifest itself until the dealer finds out that the change in season is permanent.

There has been, however, a satisfactory stimulation in trade during the past week, due to the improved weather conditions. Plenty of orders are being placed for April and May delivery.

The jobbing houses state that the prospects for trade are exceptionally bright this year. There is a healthy tone noted all around. The retailers are placing their orders with confidence and are estimating their requirements at a large figure. In some lines especially there promises to be a bigger demand than ever before.

Prices are reported to be firm and no changes have been recorded this week.

Seasonable Lines. — The demand is heavy for spring goods. There is a good movement in spades, shovels, wire fencing, axes, rakes, hose, lawn mowers, sprinklers. This is due pretty largely to the improvement in weather conditions. It is significant that many of the orders placed for these lines have been for immediate delivery. The dealers apparently are expecting an early demand and are preparing accordingly.

There is also a larger call for summer goods. "We have already started to ship refrigerators," said one jobber. The conspicuous presence of a score or more refrigerators on the showroom floor of this firm testified to the fact that the demand is veering rapidly to summer lines. There is some demand also for ice cream freezers, screen doors, wire netting, etc.

A Record Demand.

Builders' Hardware.—In this department there is every evidence of a record demand. One jobber states that he has been making enquiries and has found that the retailers are confident of a larger trade than ever before and advance orders are of such proportions that this is amply borne out. Building operations in all parts of the province will be heavy; heavier in some parts than ever before. This, of course, means a corresponding demand for builders' hardware and dealers are stocking up in accordance.

Heavy Hardware.—There is a steady demand and large shipments are being made. Price quotations are:—Discounts on carriage bolts, $\frac{3}{8}$ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and $7\frac{1}{2}$.

Sporting Goods.—Better weather is required to bring along the demand for sporting goods. While some orders are being placed and some shipments made, the usual spring business has not yet started.

Methods of Retailing Paints and Varnishes

Improving Appearances of Paint Dept.

This is an Important Point in the Conduct of a Retail Store—The Use of "Selling Helps" Will be Found Effective in Making the Improvement.

One of the main points about running a paint department successfully is to store the goods in a prominent position and in attractive style.

There is one store in a large city which does a very good business in most lines, and yet but little paint goes out from it. A visit to the establishment gives some idea why this should be. Paint is hardly visible either on the walls of the store itself, or on the shelves. In the far corner the cans are arrayed. There is no attempt at careful arrangement. No color cards are to be seen on the walls or on the counters. None of the artistic wall posters turned out by the various paint companies are to be seen in the store. Those who come to buy paint, can secure it there; but none entering to purchase some other line will have their thoughts turned toward paint. They will not see an illustration of an interior which will make them think they might brighten one of their rooms in that way. They will not see what paint has done for the exterior of a house.

Mailing Possibilities Overlooked.

While other dealers do give prominence to paints, and to the posters illustrating the effects which may be secured from their use, many of them yet neglect a part of the helps sent out. A number of concerns furnish their agents with booklets which they expect to have forwarded to customers. In some cases these booklets are left on the counter, where those interested may pick them up. It is a good plan that, yet better results still are to be obtained by selecting certain people who seem likely to need paint, and sending the booklets to them through the post. A letter coming to a home stands a good chance of receiving attention. When the booklet is as attractive as are these paint-selling helps, it is fairly sure of the consideration of the mistress of the house. The home is her great interest. She is interested in anything which will help her to improve it.

This would seem the wise way for a dealer to use these helps. It would mean some trouble, but would repay this in profit-bringing business. Yet there are many dealers who disregard these pamphlets and booklets entirely. Their number is becoming fewer and fewer, still there are some—may their tribe decrease.

The use of selling helps brightens the department wonderfully. Attractive effects can be secured in that way and people are led to inspect the goods and to become interested in the subject of paint.

TO MAKE BRUSHES.

Fredericton, March 7.—J. H. Doody, John O'Regan and Henry Dolan, of St. John; Ed. Carter, of Erie, Pa.; and W. J. Emmerson, of Boston, are applying for letters of incorporation to do business under the name of the Canada Brush Co., Ltd. The company proposes to manufacture brushes and brooms of all kinds and to carry on a general wholesale and retail business in the same. The head office of the company is to be at St. John.

A. T. HIGGINSON PASSES AWAY.

Montreal, March 12.—A. T. Higginson, for many years connected with the paint house of R. C. Jamieson & Co., passed away yesterday after a short illness.

Born in Hawkesbury, Ont., in 1843, Mr. Higginson moved to Montreal as a young man, and at once took employment with Mr. R. C. Jamieson. From junior he worked up step by step, and finally was taken into partnership. Ten years ago failing health forced Mr. Higginson to retire from active business, but he kept up his interest in paint to the end.

Mr. Higginson took a deep interest in church affairs, being a member of the Episcopal denomination.

OFFERING A PREMIUM.

New Westminster, B.C.—James & McChighan are making a special effort to sell ranges and are making the offer of a premium. With every range sold within a period of thirty days, they are offering a galvanized iron garbage can.

A view of interior of the store of the Maritime Paint and Varnish Co., Halifax—In many respects a model department.

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

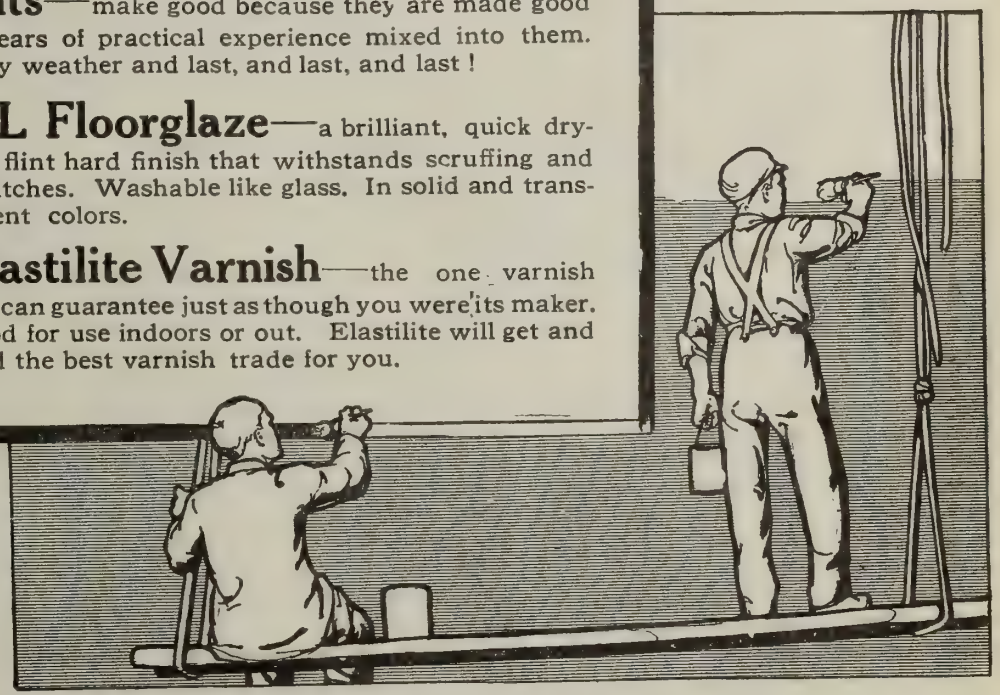
Our New ML DECORATIVE AID DEPT. Helps You to Get Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. ML Paints defy weather and last, and last, and last!

ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.

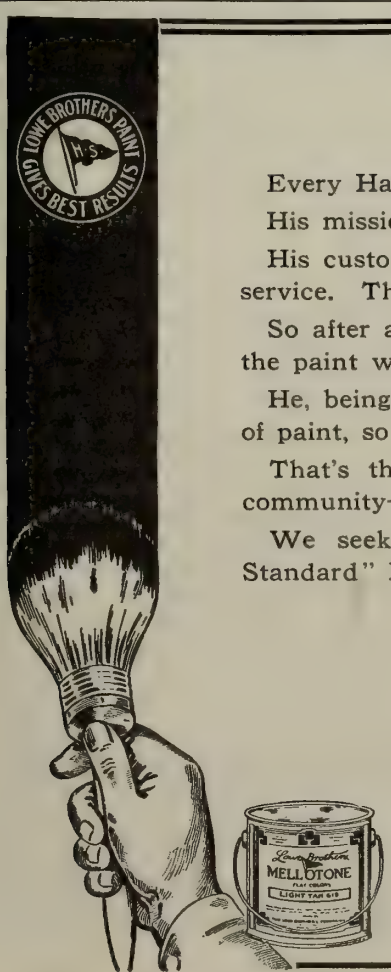
GET OUR HELP
Our Decorative Aid Dept. answers your problems in house decoration and painting with free color suggestions, estimates, stencil designs, etc. Stencils sold. You get the right goods in the right shades for best effects in any house. Send for Booklet.



SAMPLES FROM

The Imperial Varnish & Color Co., Limited,

6-24 Morse St., Toronto
108 Princess St., Winnipeg
364 Water St., Vancouver



THE ONLY WAY

Every Hardware Dealer is in reality the Purchasing Agent of his customers.

His mission is to secure for them the best goods obtainable.

His customers look to him to supply them with paint which will give the best service. They rely on his judgment.

So after all is said and done, what should interest every dealer most is what the paint will do.

He, being an honest man, should make comparative tests of the various brands of paint, so that HE may know which paint will give best results.

That's the only way to gain and hold the clientele of the best people of a community—"the spenders."

We seek dealer agents of a standard that befit the character of "High Standard" Paint.

IF THIS FITS YOU, WRITE US.

H-S Lowe Brothers LIMITED

TORONTO

DAYTON NEW YORK BOSTON CHICAGO KANSAS CITY

Weekly Market Report --- Paints

AN UPWARD TENDENCY.

The whole tendency of the market is upward. Rumors of advances are heard in several lines. Glass may sell at a higher figure as the result of the strike situation in the Old Country. An advance in turpentine is reported at Toronto.

There is a busy tone noted on all hands. Heavy business is being placed in all lines.

MONTREAL.

Montreal, March 15.—An optimistic note is now being struck by the paint travelers who are covering the country to book spring orders. They are meeting with success, and they write to their houses that the quantities needed this year seem likely to be well in excess of those used in 1911. Dealers are booking earlier this year The early break in the weather has perhaps had a good deal to do with this, but it appears that the hardwaremen are also realizing that it pays them to get their stock on the shelves in good time.

Prices have not changed during the week, although there was a slight upward movement in the English linseed oil market on Wednesday. There seems some likelihood that this upward movement will be continued, and that a higher price will have to be fixed for oil made and sold in Canada.

Glass is Uncertain.

There is also some thought of a change in the price of glass. This has been discussed, but the decision reached was that nothing should be done for the time being.

White Lead.—The trade is becoming brisker. This product will shortly be in good demand, and the dealers are now ready to place good sized orders. Carload lots are not unheard of.

Linseed Oil—Still the houses are not quoting exactly the same figures, but generally the price is put at 91c for raw and 94c for boiled oil. This price is somewhat lower than that for which oil has been selling, and it is not at all certain that it will not be raised. Some handlers are buying sparingly, in the belief that they may yet get better prices. Others, however, look for an advance. Let the strike continue and there will be a scarcity of English oil. While local manufacturers have now come to prefer that made in Canada, they yet bought some from the Old Land last year. If this supply is cut off, therefore, it would seem that the demand for the local product would be in excess of the supply. A decrease of the English supply would also remove the possibility of competition, and the local crushers might take this opportunity to elevate their prices to a point which would give them a little better margin of profit.

The next few weeks may mean much in this market.

Supply of Putty Needed.

Turpentine—Here there is but little activity—some buying, but no orders of great size.

Putty—Plants are still being worked to capacity, that the manufacturers may fill their present orders and get a supply on hand which will enable them to guarantee future shipments.

Glass—It is the strike which is causing the interest in this market. If nothing interferes with the shipments the price of glass is hardly likely to advance—though it was thought earlier in the winter that this would occur. The strike, however, may result in a greatly decreased production of English glass, and that, with the discontinuance of certain boats, would undoubtedly curtail the local supply and so cause an advance in prices.

Mixed Paints—Orders are coming in well. The usual varieties are wanted, though as yet the call for barn paint has not been very large. Some dealers are stocking this well, but others seem to be waiting until the large demand is felt, toward fall.

Paris Green—Good orders are being received. These come from widely separate parts of the Dominion.

TORONTO.

Toronto, March 14.—The market has seen quite a remarkable stimulation of activity during the past two weeks. The improved weather conditions has undoubtedly had something to do with this. Hardwaremen are beginning to realize that the spring painting season is not far off and are getting their supplies in.

Paint manufacturers and jobbers express themselves as delighted with the trend of trade. Spring booking has been heavy in all sections. It now seems assured that the year will be a record one in the paint trade.

Talk of advances is heard in several lines. The tendency of the market, in fact, seems to be toward firmness.

Linseed Oil.—There are no developments in the oil situation. The prevailing quotations here are still 92 cents for raw and 95 cents for boiled and there is quite a little being sold at those figures. Men who have kept closely in touch with the market state that they do not anticipate lower prices for some little time. There does not seem to be any immediate reason for expecting an advance, however.

Turpentine is Higher.

Turpentine has shown more strength than for some months back. There has been a steady upward trend on the Savannah market and this has resulted in an advance of two cents here, making the present quotation 69 cents. One jobber states that it is costing 65 cents to lay turpentine down here in carload lots. It will readily be seen, therefore, that the margin is much too small and, under the circumstances, lower prices for some time at least are stated to be quite out of the question.

The cause for the advance at Savannah is a gradual reduction of stocks. There is not more than the normal amount now on hand on the primary markets and the demand has grown very considerably. The local demand is seasonably large.

An Advance Talked.

White Lead.—Whatever talk is heard with reference to white lead, deals entirely with the possibility of an advance. The fact that dry white lead is higher lends substance to this supposition. In the meantime the price remains firm. There is a good demand here and some big orders are now coming in.

And Glass Also.

Will glass advance also? Much speculation on this score is heard. The strike situation in the Old Country will undoubtedly affect the Belgian glass industry and, perhaps, force up the price. Coming on top of the other good reasons for an advance, the strike bids fair to make higher quotations a certainty.

Putty.—There is a large demand for putty and shipments are now being made. Prices remain as follows:—Standard bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same. Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels, $3.

WHITE LEAD UP

As we go to press, word is received that an advance of 10 cents has been declared in white lead.

"Color Suggestion Book."—A Special B-H Selling Help.

¶ All B-H Agents are supplied with Color Suggestion Books that illustrate and describe modern methods of finishing floors, walls, ceilings and woodwork of the various rooms of the house, and give harmonious color combinations for outside painting.

¶ These Books enable the B-H Agent to place before the prospective buyer complete color schemes. The customer sees the finished effect of the different color combinations and is able to select the materials and colors best suited to his requirements.

¶ Write our nearest office for complete B-H Agency proposition.

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb....	8 50	8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c; White Brass, 48c; Metallic, 45c; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c; Alluminoid, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Taliman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co.—Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 21
Rods, base ½ to 1 inch, round..	0 18
Tubing, seamless base, per lb......	0 21
Tubing, iron pipe size, 1 inch base..	0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber 1.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montrea

COPPER

	Per 100 lb.
Casting ingot..................	15 50
Cut lengths, round bars, ½ to 2 in. .	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	....	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special......	20 00	....
Carron, soft.................	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow......................	17 75	20 50
Glengarnock.................		22 50
Radnor, charcoal iron........	32 00	32 50
Ayresome, No. 3.............	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles.......... ......base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel............	1 95	2 15
Sleigh shoe steel............	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel......	0 15	0 15
Toe calk steel...............	2 85	2 90
Mining cast steel....	0 07½	0 08
High speed..................	0 65	0 65
Capital tool steel...........	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	....
Silver tool steel.............	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch..............	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets..........	2 90	2 90
All bright, 52 sheets.........	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52......	4 45	4 45	4 35
60......	4 70	4 70	4 60
20x28x80......	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.......	4 05	3 80	4 05	4 05
28.......	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—	
22................................	3 65
24................................	3 70
26................................	3 75
28................................	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch ..	$ 5 50	66 p.c.	51 p.c.
½-inch........	8 50	71 p.c.	69 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch..............	16 50	75 p.c.	65 p.c.
1¼-inch.............	22 50	75 p.c.	65 p.c.
1½-inch....	27 00	75 p.c.	65 p.c.
2 -inch.............	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch.............	75 50	76½p.c.	66½p.c.
3½-inch.............	95 00	75 p.c.	65 p.c.
4 -inch.............	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11¼
Light copper bottoms	0 09	0 09¾
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08¾
Light brass...............	0 06	0 06½
Tea lead........	0 02½	0 02½
Heavy lead...............	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No.1	16 00	14 50
Stove plate................	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers........	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	....	4 60
Imported pig, per 100 lb......	4 60	4 60
Bar pig, per 100 lb....	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll.	5 20	5 00
Sheets, 3 to 6 lb. ft...........	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping......................	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks....................	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base............	....	$7 00
I X, 14x20 base............	....	8 25
I X X, 14x20 base	....	9 50
Raven and Murex Grades—		
I C, 14x20 base............	....	5 00
I X, 14x20 base............	....	6 00
I X X, 14x20 base..........	....	7 00
I X X X, 14x20 base.......	....	8 00
"Dominion Crown Best"—Double. Coated, Tissued.		
I C, 14x20 base............	7 00	7 00
I X, 14x20 base............	8 25	8 25
I X X, 14x20 base.........	9 50	9 50
"Allaway's Best"—Standard Quality.		
I C, 14x20 base............	....	4 50
I X, 14x20 base............	....	5 25
I X X, 14x20 base..........	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base............	....	4 25
20x28, double box..........	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets......	....	7 50
I X, Terne Tin.............	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, "
} 7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½. $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No 18, $3 10; No 19, $2 80 Al. prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb.—Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..............	....	2 45
Galvanized, plain twist.......	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized.........................	2 80
Plain............	2 50

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins..........	0 80	0 85
In barrels, 5-gal. tins.....	0 80	0 85

BEESWAX

Per lb............................	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground...............	0 05
" flaked.............	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead..................	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure............	0 18
Golden ochre, pure	0 11
French ochre, pure.............	0 09
Chrome green, pure.	0 11
French permanent green, pure..	0 15
Signwriters' black, pure....	0 17
Marine black, 25 lb irons........	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co..................	1 80
Cee Pee Co. enamel................	4 50
Sterling Enamels............	3 20
Anchor Floorlustre	1 80

GLUE.

		Per lb.
French medal................		0 10
German common sheet........		0 10
German prima..........		0 15
White pigsfoot.................	0 15	0 20
Brantford medal...............		0 10
" golden medal......		0 11
" brown sheet........		0 10
" golden sheet........		0 13
" gelatine............		0 22
" white gelatine......		0 20
" white glue..........		0 12
" 100 flake........	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL..............	0 11½
CL..........................	0 12
C...........................	0 11

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 16½	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18¾
" ½-lb., "	0 20½	0 20¾
Tins, 1-lb., 100 in case.........	0 19½	0 19¾

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor).		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C......		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle..........		1 30
Martin-Senour, 100 p.c. pure..... .		2 00
Senour's floor paints....		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand........................	1 60	

A MESSAGE FROM MINERVA

Follow the dictates of Wisdom and buy the best. It means pleased customers and reputation for reliability.

Minerva Paints and Paint Specialties

are a line you can stock with confidence. They represent quality in the full sense of the word, backed by the most forceful, energetic selling helps in direct support of the Dealer's business.

Write for details of the Minerva proposition. It will pay you to investigate.

EVERY MINERVA CAN CONTAINS FULL IMPERIAL MEASURE.

PINCHIN-JOHNSON CO. (CANADA) LTD.

CARLAW AVENUE, TORONTO

Established in England in 1834 J-82

HOW ABOUT YOUR PAINT OIL DEPARTMENT?

If you could find a way to increase the profits in your paint oil department you would at least investigate it, wouldn't you? Then why not take the time during the winter months, NOW, to investigate the

BOWSER PAINT OIL SYSTEM

We have installed systems for many of your fellow merchants—it pays them—it will pay you.

You can get one outfit or a dozen, just as your requirements demand. You don't have to invest much money, but you get enormous returns.

The Bowser not only prevents all waste and over-measure, but it gives your store tone and attractiveness. It draws trade because you can give better service and cleaner oil. The pumps measure the oil directly into the customer's can—no measures nor funnels. It computes the charge and counts the gallons.

Send a card to-day for free book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

PLASTER OF PARIS

Per barrel 2 30

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

In 5-gallon buckets ... 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	..	0 17½
Benzine, per gal single bbls	...	0 15½
Pure Turpentine, single barrels	0 70	0 69
Wood Turpentine	....	0 60
Turpentine, second run	....	0 60
Linseed Oil, " raw	0 91	0 92
" " boiled	0 94	0 95
Rosin, "G" grade, bbl. lots, 100 lbs.	..	3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	3 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 [illegible]
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	[illegible] 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal" in cases	2 25
Dependon Lt. H. Oil Finish	8 75
Everlastic Floor	14 25
Flattine floor finish	[illegible] 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	..	15 00
91 to 95	..	17 50
96 to 100		20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40	2 85
41 to 50	3 25
51 to 60	3 56
61 to 70	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
"Anchor," pure	6 75	6 90
Brandram's B.B. Genuine	7 75	7 90
C.P.C. decorators, pure	6 75	6 90
Crown and Anchor, pure	6 75	6 90
Elephant Genuine	7 00	7 15
Essex Genuine (Windsor)	....	6 90
Island City Decorators' Pure	6 75	6 90
Lily Pure	6 75	6 90
Moore's Pure White Lead		6 90
Monarch (Windsor)	....	6 50
Munro's Select Flake White	7 00	7 15
Purity, C. O. Co.'s Ltd	....	6 40
Ramsay's Pure Lead	6 75	6 90
Ramsay's Exterior	6 50	6 65
Sterling Pure	....	6 90
Tiger Pure	6 75	6 90

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2, " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4¾c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	78 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz 0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIERS KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES

Blacksmiths portable, 135 lbs 9 35

GALVANIZED WARE

Dufferin pattern pails, 45 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch .... per gross	8 00
" " ½ " "	10 50
" " ⅝ " "	13 50
Leather, 1-inch .... per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16 in. $10.20; ½-in. $11.40 9-16-in. $13 20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 [illegible]
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in .... per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

½ x 5 .... per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M.R.M cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 60
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb

"Presto" BASIN COCKS

Nickel-plated. With china index handle. "A quarter turn gives a full opening." Tail screwed for 1-4 inch iron pipe.

GOOD { METAL / PLATING / FINISH / DESIGN

We can quote you an attractive price. Write Dept. H.

T. McAVITY & SONS, LTD., ST. JOHN, N.B.

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz........... 0 40 0 75
Mincing knives per doz 0 50 0 90
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 80
Vegetable slicers, per doz 2 25
Universal meat chopper, No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star A1 chopper 5 to 32 .... 1 35 4 10
" " 100 to 108 .... 1 35 2 00
Kitchen hooks, bright.......... ... 0 60
Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in. wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from............ 12 00
Axes, dozen, from.................. 6 50
Axe handles, dozen, from........... 1 15
Cross cut saws, per foot........ 0 25 0 43
Axe wedges, dozen.................. 0 25
Ball and heel calks............ 4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz...... 1 25
Carpenters', round hickory, 6 in., per doz 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz......... 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste...... .... 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz.............. .... 1 20 1 50
Folding ironing boards......... 16 25 18 00

NAILS	Wire
1—1¼ inch	3 35
1½ inch	3 00
1¾—1⅞ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb...... .... 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap .... per gross 30 00
Indian snap................ " 25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS. per doz.

Boker's 7 50 11 00
" King Cutter 15 00
Henckel's 7 50 20 00
Clauss automatic safety 27 00
Clauss perfect stropper 16 00
Gillette Safety, each.......... .... 3 75
Clauss Razors and Strops, 50 per cent
Ever Ready Safety.... .... 9 00

ROPE AND TWINE.

Sisal rope............................ 0 08¾
Pure Manilla rope........ .... 0 10¾
"British" Manilla............ .... 0 08¾
Cotton, 3-16 inch and larger........ 0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.
Lath yarn, single.................. 0 08
Lath yarn, double.................. 0 08½
Sisel bed cord, 48 feet, per dozen.... 0 65
Sisel bed cord, 6 feet, per dozen.... 0 80
Sisel bed cord, 72 feet, per dozen.... 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb... .... 0 27
Wrapping, cotton, 3-ply twine 0 26
" " 4-ply twine 0 30
Mattress twine, per lb........ .... 0 45
Staging " " 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.......... 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 85
" handles, japaned, per gross 8 40
Common, plain...................... 4 25
" plated 5 50
Asbestos, per set.............. .... 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb 2 25
Sectional, ½ lb. each, per 100 lbs..... 2 40
Solid, 3 to 30 lbs 1 55

SASH CORD.

No 8, per lb.... .. .. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS Doz

Common doors, 2 or 3 panel, walnut stained, 4-in. style 7 80
Common doors or 3 panel, grained only, 4-in. style.................... 8 10
Beaver window screens, 14x18, open 28½ inches.............................. 1 60
Perfection window screens, 14x15, open 22½ inches......................... 1 80
Model window screens, 14x22, open 36½ inches.............................. 2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10

Drive screws............ ... 85 and 10
Set, case hardened................ 60
Square cap....................... 50 and 05
Hexagon cap...................... 45
Bench, wood, per doz.. ..... $5 00
" iron, per doz...... 4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen.... ...... 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymonr's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c.upwards; spring,
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNATHS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES

Poultry netting, 100 lbs...... ..... 5 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb........................ 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 62
7 inch........ " " 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 22
7-inch....................... " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock............ 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821.... .... 1 95
" Steel, No. 1840, 50 feet ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE) Doz

Out O' Sight Mouse Traps............... 60
" " Rat Traps.... .... 1 20
Easy Set Mouse......................... 0 45
" " Rat........................... 0 95
Blizzard Mouse Traps................... 0 45
" Rat Traps...................... 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers..................... 0 80

VISES

Per pound...................... 0 12 0 12½
Hinged pipe vise, 25 lbs.......... .... 3 55
Saw vise........................ 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario........................ 41 25
Round, re-acting, per doz.......... 81 25
Square, re-acting, per doz......... 77 50
Dowswell........................... 52 50
New Century, Style A...... .... 101 25
Ideal Power........................ 180 00
Daisy.............................. 73 25
Stephenson......................... 74 00
Puritan Motor...................... 165 00
Connor, improved................... 52 50
Ottawa............................. 55 00
Connor Ball Bearing................ 112 50
Connor Gearless Motor Washer..... 180 00
20 per cent.

WRINGERS

Royal Canadian, 11 in., doz... .... 47 75
Eze, 10 in., per doz................ 46 75
Bicycle, 11 inch.................... 60 50
Trojan, 12 inch..................... 100 00
Challenge, 3 year, 11 inch.......... 53 25
Ottawa, 3 year, 11 inch............. 58 25
Favorite, 5 year, 11 inch........... 61 75
20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen............ 21 20
Garden, steel wheel, dozen........... 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in...... 0 70
" " " 34 in...... 1 00
" " " 36 in...... 1 25
" " neckyokes, 36 in...... 1 05
" " doubletrees, 40 in...... 0 95
" " lumbermens, 44 in.... 1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 25 hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

YOUR PAINT DEPARTMENT

has a great deal to say about your year's profits.

If you handle only

JAMIESON'S
PURE PREPARED PAINTS

BRANDS :
Crown & Anchor
Island City
Rainbow

Paints that are fully EQUAL IN EVERY RESPECT to any on the market and yet that cost you considerably less than most of them, you will surely show

Better Profits.

Don't you think it would pay you to look into our proposition? It won't cost you anything to get one of our new illustrated catalogues and

It will interest you

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancouver

Moore's House Colors

represent the highest development arrived at in modern paint making.

TO THE CONSUMER—their use means greater economy of labor and material, better protected value and higher class results throughout than can be obtained with any other paint.

TO THE DEALER—The sale of MOORE'S HOUSE COLORS means a live, growing profitable trade such as follows the handling of all articles of general merit. Write us for sample cards and prices. Remember T—45.

Benjamin Moore & Co., Limited
WEST TORONTO
NEW YORK CHICAGO CLEVELAND

The Paint that Satisfies Mr. S. P. Gynk

is certain to satisfy all classes of trade, as Mr. S. P. Gynk is a hard man to satisfy. He knows a good paint when he gets it, and he always wants the best.

"SILKSTONE"
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FLAT WALL COLOURS

are not only his choice but are always the choice of every housewife. They leave a surface "Smooth as Silk—Hard as Stone." Can be washed with Castile soap and water. Have no gloss, yet lots of life. Can be used anywhere in the house to advantage, and in places where wall paper or kalsomine can not.

COLOR CARDS GLADLY FURNISHED

G. F. STEPHENS & CO.
LIMITED
Paint and Varnish Makers
WINNIPEG - - CANADA
Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
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5c. additional each insertion when Box Number is required.

ARTICLES FOR SALE

SET TINSMITH TOOLS, SPLENDID CONdition. In use six months. Bargain for cash. W. A. Matthews, Cannington, Ont. (13)

BUSINESS CHANCES

TINSMITH BUSINESS FOR SALE, INCLUDing shop, tools, and dwelling. Good locality. Owner going west. O. Ebburghaus, S. Woodslee, Ont. (13)

NICE, SMART LITTLE HARDWARE BUSIness for sale, in thriving western town. Turnover $12,000. Large district to draw from. Box 647, Hardware and Metal, Toronto. (11tf)

HARDWARE AND STOVE TRADE, WELL established. Stock, $3,300. Well assorted. Good shop, low rent with dwelling attached. Rich farming community. Good chance for young man. Box 644. Hardware and Metal, Toronto. (13)

CENTRAL ALBERTA.—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648 Hardware and Metal, Toronto. (11tf)

FOR SALE—A PLUMBING, HEATING, stove and tinsmithing business; best town east of Toronto; doing big business; lots of work on hand. Will stand closest investigation. Small investment. Box 646, Hardware and Metal, Toronto. (11)

FOR SALE—HARDWARE, STOVE AND tinware business; stock $5,000; turnover $18,000. Good store and dwelling; can be bought or rented. Good farming community. Doing cash business. Ill-health reason for selling. Box 650, Hardware and Metal, Toronto. (12)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE—HALF INTEREST IN FURNIture and hardware store in best town in Southern Alberta. Doing a cash business; profits for last four months over $4,000; building 25x100, in good location. Two railroads to build in town this year. Must sell on account of health. Box 633, Hardware and Metal, Toronto. (11)

FOR SALE—STOCK OF GENERAL STORE. Stock about Five Thousand, doing a cash business. Established thirty years. This is a money maker to a good live man. Good reasons for selling. Stone store with stone dwelling attached can be rented for a term of years, rent moderate. If interested, would like to show you the business. A. Millar, Spencerville, Ont. (11)

FOR SALE—HARDWARE, STOVE, TIN, granite, furniture and harness business. Stock $10,500; year's turnover $35,000; store 50x81, two storeys, best stand in town, little or no opposition. Good mixed farming district; crops here best in six years. Cash for stock, store can be rented or bought. On main line C.P.R. between Winnipeg and Edmonton, in northern Alberta. Box 643, Hardware and Metal, Toronto. (13)

A REAL LIVE HARDWARE AND TINsmith business in a central Saskatchewan town of 300 people, a three-quarter million bushel grain point, five elevators, very best farming district and people. $21,000 turnover last year at a profit of over $4,000. Absolutely no competition whatever. This proposition will stand the closest inspection because it is a real moneymaker. $5,000 will handle, balance on terms. Wholesale support guaranteed to right man. Box 641, Hardware and Metal, Toronto. (14)

SITUATIONS VACANT

BOOKKEEPER POSSESSING THOROUGH knowledge and experienced in office detail. Hardware experience preferred. State experience, age, salary, and if married or single. Address P.O. Box 682, Montreal.

WANTED—A TINSMITH WITH ONE OR two years' experience to complete trade and clerk in store spare time. Apply stating salary to A. R. Wright, Port Burwell. (13)

WANTED.—YOUNG MAN WITH ONE OR two years' Hardware experience as clerk in Hardware store. Apply with references and state salary expected. P. O. Box 25, Moose Jaw, Sask. (11)

WANTED—A RELIABLE HARDWARE MAN, one who is experienced in bookkeeping, and with at least four years' experience. Apply with references, and state salary expected. R. W. Gyles, Midale, Sask. (11)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—FOR A WHOLESALE HOUSE IN a large western city, thoroughly experienced hardware buyer, one possessing a knowledge of crockery business preferred. Good salary to right man. Apply, giving particulars, to Box 638, Hardware and Metal, Toronto. (11)

WANTED — EXPERIENCED HARDWARE clerk that has window dressing experience, one that speaks French preferred, send photo of a window and also of self with application. Highest salary paid with good chance for increase. Ross Hardware Co., Ltd., Moose Jaw, Sask. (13)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms—real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS — ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

GENERAL HARDWARE — HANDY YOUNG man with four years' experience desires position. Not afraid of work. View of advancement. Total abstainer. Good references. Box 645, Hardware and Metal, Toronto. (12)

ADVERTISER, AGED 35, TWENTY YEARS' experience general hardware and furniture, is open for position with view to partnership, as manager, buyer or salesman. Excellent testimonials. Box 640, Hardware and Metal, Toronto. (11)

STORAGE

STORAGE, VANCOUVER, B. C.—STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 329 Railway Street, Vancouver. (14)

MISCELLANEOUS

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B." Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

Interested ?

In Buying a Business
In Selling a Business
In Engaging a Clerk
In Securing a Position
In Buying a Typewriter
In Selling a Showcase
In Disposing of a Desk
In Selling Tinsmith's Tools
In Securing Shelf Boxes

Then Use
A Hardware and Metal Want Ad.

It should find for you among the thonsands of Canadian hardwaremen AT LEAST ONE individual who is vitally interested in your proposition.

HARDWARE AND METAL reaches the retailer, the wholesaler, the manufacturer, the clerk and the traveller, the men to whom you wish to sell or from whom you would buy.

No Other Paper Reaches
All These Men

RATES:

(PAYABLE IN ADVANCE)

2c. per word, first insertion,
1c. per word subsequent insertion,
5c. extra per insertion for box number if desired.

Hardware and Metal
MONTREAL TORONTO WINNIPEG

WINNIPEG READY ROOFING

Waterproof
Weatherproof

Made of the highest grade of wool felt, thoroughly saturated with non-drying gummy compound that remains soft and pliable in the extremes of temperature and is absolutely waterproof.

Samples and directions for laying on request

THE WINNIPEG PAINT AND GLASS Co. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG CALGARY EDMONON

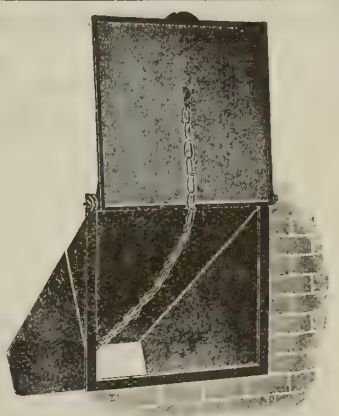
THE "BEST" FUEL CHUTE

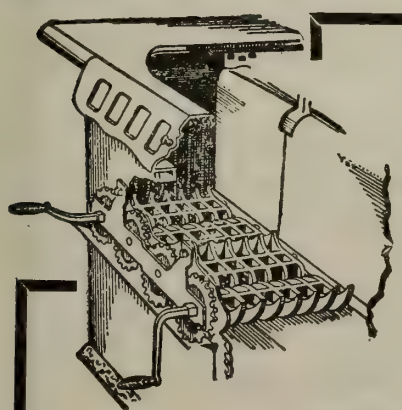
Is a Necessity to Every Up-to-date Home

This device will prove an effective seller in your locality. It costs very little more than a window sash and glass. Sets flush with the outside wall. An overlapping flange on top of the door prevents rain from entering chute and rusting it out. Adapted for any kind of fuel and absolutely burglar proof. This is certain to create a large demand.

Write us at once for full information and prices.

STERLING FOUNDRY CO., Sterling, Ill., U.S.A.





There's A Better Profit Awaiting YOU

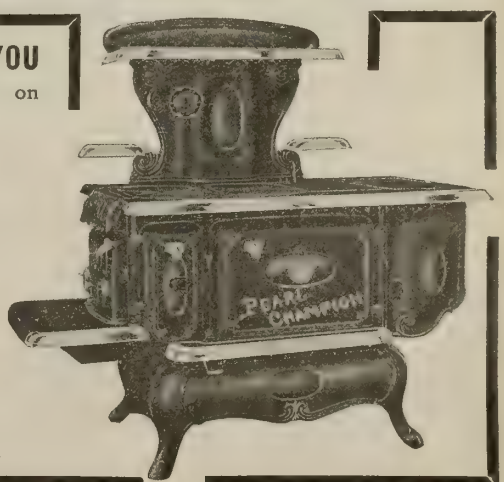
Seize this opportunity and write us for catalog on

CHAMPION RANGES

Ranges that are extremely popular wherever used—ranges that bring the dealer good profits.

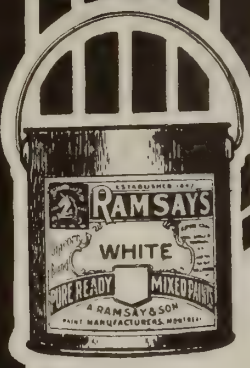
The Champion Grate

is a grate which is patented and used only on this range. Crosswise, non-warping, easily shaken, more open surface and a clean fire.

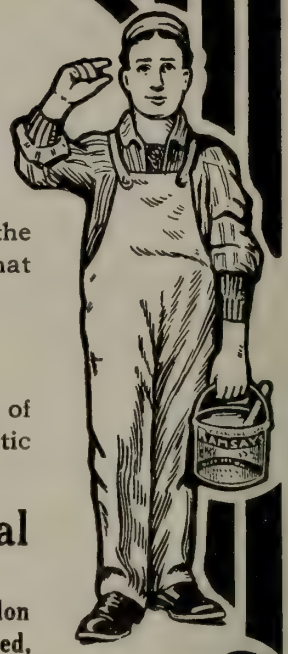


Write For Catalogue NOW

D. J. BARKER & COMPANY, - Picton, Ontario



Wise vs. Unwise Economy



It was Emerson who said that a man pays dear for a small frugality. This is never so true as in a question of paint. Paint is an easy mark for the adulterator, but the handler of adulterated paints can't hold his trade. The fact that

Ramsay's Paints

have held their trade for over seventy years is proof positive of "The Right Paint to Paint Right." Be one of our enthusiastic Agents.

A. Ramsay & Son Co. - - Montreal

Paint Makers Since '42

Western Distributors—A. McBride & Co., Limited, Calgary; Revillon Bros., Limited, Edmonton; Bogardus, Wickens, Begg, Limited, Vancouver.

The Knock of Opportunity!

If you are a wise, progressive dealer you will write us at once for prices and particulars of our

Prepared Hardwall Plasters

These Plasters are made from a cement, and, as they are quick drying and have no lime to slack, they **save at least two-thirds of the time required for plastering.** They are many times as strong as lime mortar and are now being used on the most important buildings in Ontario and Quebec. **The only thing for winter work.**

We have a full line of all plaster products, including **Paristone,** Neat, Hair, Hardwall Plaster; **Pulpstone,** Wood-Fibre Hardwall Plaster; **Special Exterior Plaster, Prepared Finishing Plasters, Plaster Paris, Hydrated Lime, Land Plaster, Bug Finish, etc., etc.**

The Alabastine Company, Limited

Mines and Plaster Mills
Caledonia, Ontario

Offices and Alabastine Mills
Paris, Ontario

Thinking about how to get more business

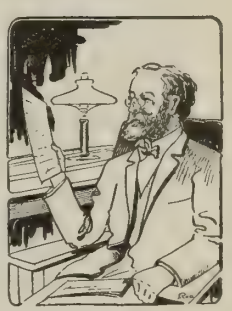
Sherwin - Williams Advertising is prominent in the leading magazines

We send you attractive Field Signs for the highways

SHERWIN-WILLIAMS

THE Sherwin-Williams Selling Campaigns are at work day and night, creating and increasing the demand for S-W Paints and Varnishes. S-W Advertisements appear in the leading magazines, farm and home papers, circulating in thousands of homes each week and month; the big S-W Billboards flash before the traveler, entering the cities by rail; S-W Barn and Fence Signs, bearing your name, are seen by the farmers driving into town; your local property-owners and painters are reminded of the painting season, the best paint and the place to get it by our personal letters each Spring and Fall; your store is connected up with this publicity by attractive signs and window displays; we supply free electros to make your newspaper advertising effective; finally, our salesmen personally help to secure the most desirable jobs for you. The business thus created is retained year after year by the quality of every S-W Product sold. This combination of quality and service has made the S-W Proposition the biggest, strongest and most successful in the Dominion.

Our Magazine tells the housewives about S-W Paints and Varnishes



We send Personal Letters to property-owners, telling about SWP

PAINTS AND VARNISHES

MONTREAL TORONTO WINNIPEG VANCOUVER

We help you plan your window trimming

We furnish Free Electros for attention-holding newspaper "ads"

Our Representative will work with you

1301

Glidden

Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

Why should you deal with Glidden?

There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months'—five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?

We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.

We are giving this challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohi TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

THE GLIDDEN VARNISH COMPANY,
Toronto, Ont.

Gentlemen:

Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....

IT'S A PROVEN SENSATION

Here is a noteworthy achievement in a Flat Wall Finish that is proving the biggest money-maker of the season. Judging from the numerous gratifying reports from painters, decorators, and the way the sales of this product are soaring, it is a proven sensation.

Like all our other specialties, we have carried the perfection of

NEU-TONE WALL FINISHES

to a logical conclusion—it is adaptable to every phase of interior decoration—artistically harmonizes with the most humble or elaborate appointments—works well on either wood, metal, wall paper, burlap or plastered walls and ceilings.

Do you wonder why hustling painters and contractors are getting acquainted with this finish? Now's the time to get the business for Mid-Summer and Fall decorating. You can't make money easier or quicker, so investigate—NOW.

THE MARTIN SENOUR CO., Limited

Pioneers of Pure Paint

Montreal - Winnipeg
Chicago

Spring Will Soon Be Here

Are you prepared for your Varnish trade?

There is a big trade for the man who is on the lookout and the man who holds the agency for a brand of varnish with a reputation and a Guarantee.

DOUGALL VARNISH has stood the test. The man who uses Dougall Varnish does not take any chances, good results are a foregone conclusion. It therefore must be true that the man who SELLS Dougall Varnish does not take any chances either.

Investigate our proposition. It is one which is worthy of your consideration and one which will prove to be a money-maker for you.

THE VARNISH THAT LASTS LONGEST

The Dougall Varnish Company, Limited

305 MANUFACTURERS ST. J. S. N. DOUGALL, President

MONTREAL CANADA

Associated with Murphy Varnish Co., U.S.A.

Sterling Prepared Paints

We were looking for the rush of Spring orders and started early to prepare in order to give our customers good service. We are in a position to make prompt shipment of this HIGH QUALITY PAINT.

CANADIAN OIL COMPANIES, LIMITED

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

LEEKNOTT ROOFING

Allows Good Profits. More Durable

WEATHERPROOF CASCO PRODUCTS

It is made from the very best of long fibre woollen felt, which is thoroughly saturated and coated with the genuine Trinidad Lake Asphalt, specially prepared and tempered for the purpose.

Its weather and fire-resisting qualities cannot be equalled. It will be nearly as good as new when most of the ready roofings are forgotten.

You run no risk whatever when selling "Leeknott." It is sold under a guarantee that if it is not as represented we will make it right with both dealer and consumer.

Galvanized nails, cement, directions and guarantee are packed in every roll.

We will supply you with advertising matter. Get our agency proposition NOW.

Canadian Supply Co.

220 King St. West, Toronto, Ont.

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

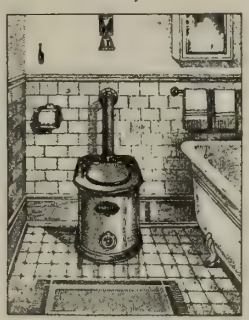
Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to **perfecting the handles** of these lines by a new system of polishing—making them **"smooth as glass"** Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - - ONTARIO

Get Your Share!



Dealers who handle the **PARKYTE** Sanitary Chemical Closet will do big business. The article is by far the best of its kind on the market, **GUARANTEED** every way. The liberal margin we offer, coupled with the sales-help you get from our Canada-wide advertising, makes our proposition **MORE THAN INTERESTING.**

Write our Winnipeg office for handsome catalogue and full particulars.

PARKER-WHYTE, Limited
WINNIPEG TORONTO VANCOUVER

TRADE MARK
LACQUERET
HOUSEHOLD LACQUER

A Household Lacquer

for refinishing all classes of marred furniture, borders on floors and for coating oil-cloth or linoleum.

It is the 20th Century material of quality for the above purposes, and a genuine profit producer.

Write for color cards and details of our effective demonstration system.

Always put up in cans containing full Imperial Measure. Refuse substitutes or short measure.

INTERNATIONAL VARNISH CO. LIMITED

Toronto Winnipeg

Canadian Factory of
Standard Varnish Works

New York Chicago London
Berlin Brussels Melbourne

Largest in the world and first to establish a definite standard of quality.

J-81

BLACK DIAMOND FILE WORKS

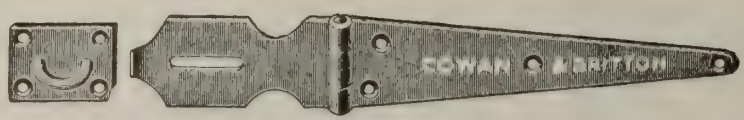
ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

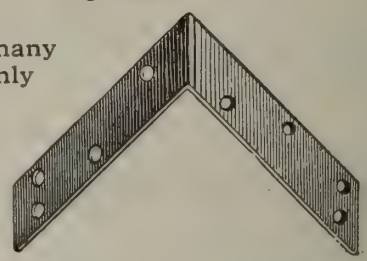


Builders' Hardware of Quality

This is a profitable trade pulling line that has won recognition by many leading hardwaremen throughout the country, hardwaremen who buy only quality goods with the aim to give absolute satisfaction with every sale.

We are the oldest and largest makers of Builders' Hardware in Canada and back every order with an ironclad guarantee.

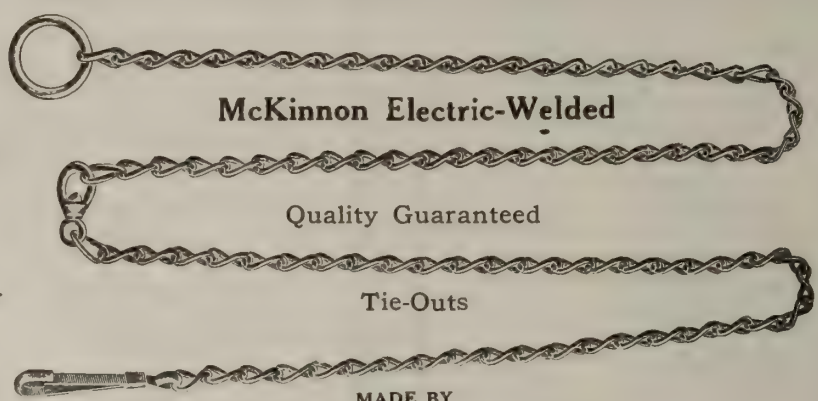
Write at once for Catalog.



Cowan & Britton, :: Gananoque, Ont.

Made in Canada

Sold by Jobbers



25% { More Weld / More Strength / More Wear

25% { More Orders / More Sales / More Profit

Office: Buffalo, N.Y.

MADE BY
McKinnon Chain Company

Factory: St. Catharines, Ont.

Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

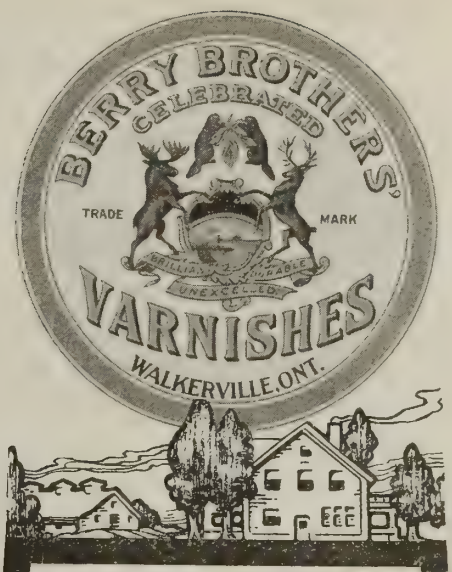
There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Canadian Representative
GEO. H. SAYWELL,
Hammond Bldg., 61-3 Albert St., Winnipeg
Also Agents at Toronto, Calgary, Vancouver and Saskatoon



Let Your Varnish Shelves Put the Stamp of Quality on Your Store.

What story do your varnish shelves now tell to your trade?

What does the array of labels mean to the average man or woman who comes into your store?

Perhaps you've never thought of these questions seriously—but it's time you did, now that the Berry Brothers' Label has become so well known to the buying public.

Through the persistence of large space advertising in which this grand old label looms large, the general public has come to know a Berry Brothers' Label at first sight, and to know that it stands for quality.

Let *your* shelves repeat this story to them.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE MARK **LIQUID GRANITE**
For finishing floors in the most durable manner possible.

WOOD FINISH **LUXEBERRY**
For the finest rubbed or polished finish on interior woodwork.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather

BERRY BROTHERS, Ltd.

The World's Largest Varnish Makers

WALKERVILLE, ONT.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

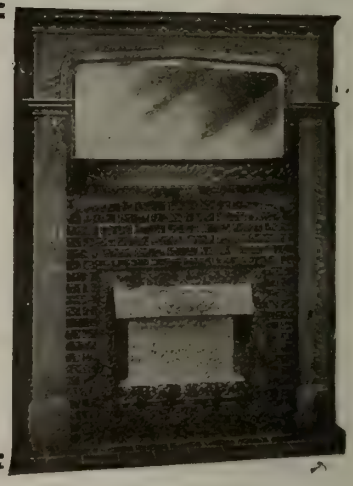
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

FIX UP YOUR CHIMNEYS

Even the best stove or furnace will be unsatisfactory if the chimney does not draw well. But the

"Zephyr Ventilator"

will give a good draft to any chimney. It will even allow the burning of soft coal in the stove, with good results.

We want you to sell the "Zephyr Ventilator" in your town. There is money in it, and the satisfaction that it gives will bring you new customers. **The "Zephyr"** cannot be excelled for ventilating the rooms of **Clubs, Steam Laundries,** etc. **The "Zephyr" makes high chimneys unnecessary.**

Brockville, Ont., Jan. 23rd, 1910
Messrs. J. W. Harris Mfg. Co., Ltd.
129 Sanguinet St., Montreal
Dear Sirs:

Enclosed you will find my cheque to cover account of the last of the many of your "J. W. Harris Rotary Ventilators," which I have installed here and I have much pleasure in saying that in every case they have given perfect satisfaction.

Yours truly,
W. H. Harrison

Made by

The J. W. Harris Mfg. Co., Ltd.

Contractors

Montreal

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

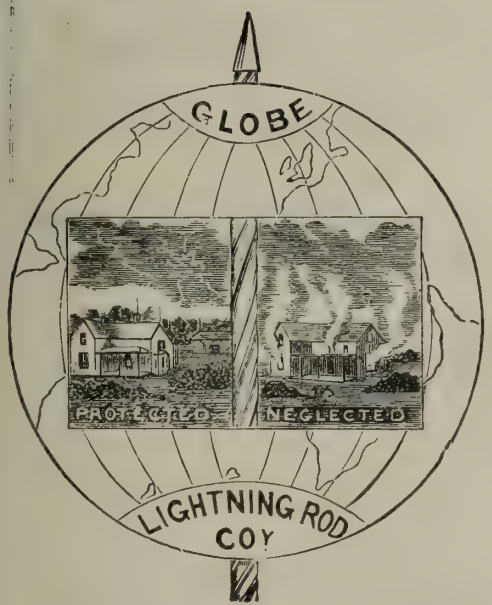
BUSTER BROWN

Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for the boys.

Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

MAPLE LEAF

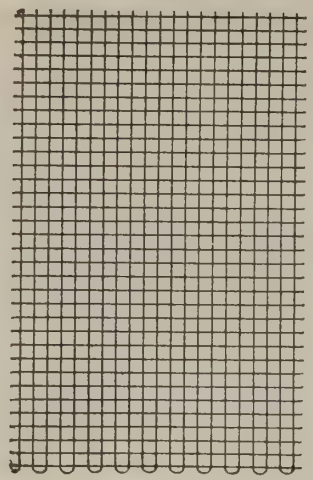
"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.



GREENING'S ANTIQUE RUSTLESS BRONZE SCREEN CLOTH

SHOULD BE USED IN EVERY BETTER CLASS OF BUILDING.

EVERY HARDWARE MAN SHOULD STOCK ONE OR TWO ROLLS.

Ask your jobber for samples and full particulars.

THE B. GREENING WIRE CO., Limited

Hamilton Ontario — **Montreal** Quebec

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE THE GARLOCK PACKING CO. HAMILTON CANADA MARK

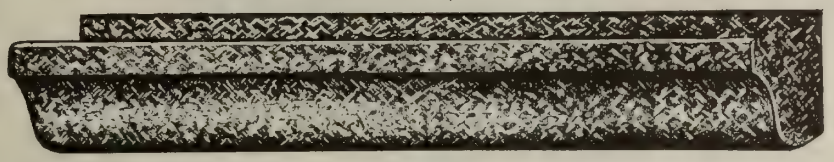
The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

EAVETROUGH



STRAIGHT - TRUE - UNIFORM

This is the final word when you discuss Eavetroughing with the man who likes to do a job of which he can be justly proud.

Our Trough is made on the largest and heaviest press of its kind in Canada. Each length is made in the same die, in the same way, and all are uniformly straight and true. It's a pleasure to work with our kind.

Insist on getting this from your jobber or send us your specifications for Trough, Pipe, Galvanized Iron, Tin and Canada Plates. We will not keep you waiting.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. WINNIPEG, MAN.

NEW ERA PAINT

WHY be satisfied with your present paint profits? We have a more profitable line for you to handle.

Seize the Opportunity

and buy New Era Paint.

It will outlast, cover more surface, hold its color better, stand more changes of the weather and give a more brilliant finish than any other you can buy, no matter at what price.

New Era Paints will increase your business, as they never fail to give perfect satisfaction. There's money in it for YOU. Write us at once for proposition.

Standard Paint and Varnish Works Co.

Windsor, Ontario. LIMITED

HARDWARE BUILDERS' **SPECIALISTS**

Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.

22 St. Mary Axe, LONDON, E.C.

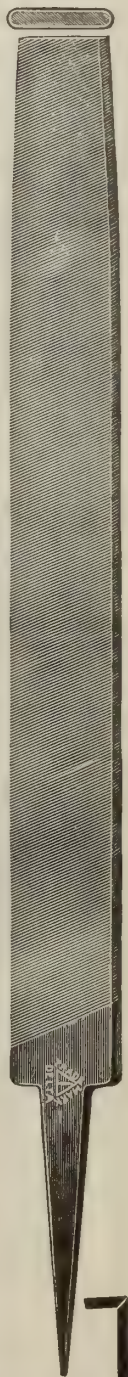
Correspondence Invited.

CLEAN, STRONG, SHARP TEETH

TRADE MARK

DELTA

A Mill File of extraordinary Cutting Quality



This is a file that is certain to become very popular with saw filers after once introduced in your vicinity.

Besides having CLEAN, STRONG, SHARP TEETH, it is far beyond comparison for long and reliable service

Let us send you some on trial. Then you will be convinced that this file is all we claim for it.

WRITE US AT ONCE.

FILES OF QUALITY

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:

H. S Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS for all purposes

SAWS The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Canadian Representative: D. G. ROSS, Saskatoon.

"Safelock" Stays *cannot* Slip

This is a mighty strong selling point. It means that the fence will stand up to the hardest usage from animals or the elements and still keep its height and shape unimpaired. And the fact that the strand wires do not have to be kinked, owing to the positive permanent grip of the lock, means that every wire will stand its full strain. The "Safelock" is absolutely the strongest wire fence made---you can sell it as such and the test of time will bear you out to the letter. There's good money in handling "SAFELOCK." Write us about the exclusive agency for your locality. Don't put it off---Write to-day.

The Owen Sound Wire Fence Company, Ltd., Owen Sound, Ont.

Western Agents: THE BRANDON SAFELOCK FENCE CO., Brandon, Man.

"ONE MINUTE" Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line

ONE MINUTE WASHER CO., - TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta

CANADA STOVE & FURNITURE CO., Montreal

Air-O-Lite Lamp

A Necessity in the Modern House.

Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

Write for full particulars and prices.

The Rochester Lamp Company

TORONTO, ONTARIO

Quality Did It.

Back in 1864 the Nicholson File Co. started making files with an output of 100 dozen a day to supply a local market. At the present time the files made by the Nicholson File Company sell at the rate of 16,000 dozen a day, and the market is the whole civilized world.

These are the well-known brands made by the Nicholson File Co. in Canada.

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"

All steel used in Nicholson Files is made strictly according to our own specifications which have been adopted after many years of experiment. And we use different grades of steel for different kinds of files. As a result Nicholson-Made Files are the fastest cutting tools of their kind in the world.

Your Jobber can Supply you.

NICHOLSON FILE CO.

PORT HOPE - ONT.

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

LAMP BLACKS

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

For Increased Business
Sell the

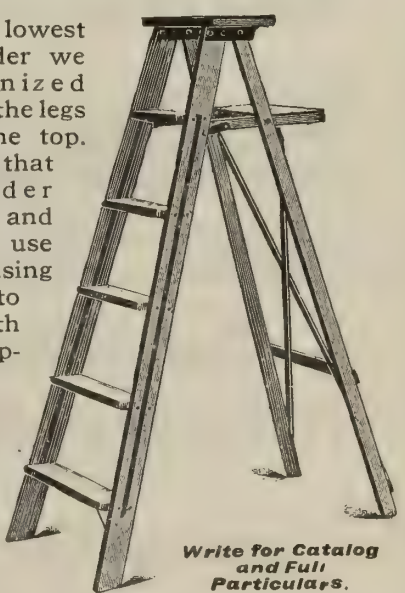
SHELF LOCK STEP LADDER

This is the lowest priced step ladder we make. Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

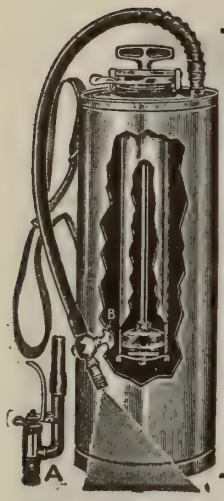
The shelf is always up when the ladder is closed and horizontal when in use. This is a very convenient and practical house ladder where short lengths are used and it is certain to appeal to the public.

Made regularly 4 to 10 ft.



Write for Catalog and Full Particulars.

The Stratford Mfg. Co., Limited
Stratford Ontario Canada



The Demand

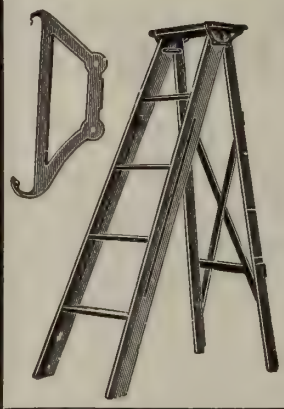
for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO



STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.
We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - - ONT.

FLEXIBLE Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

F. J. SCHUCH
19 JARVIS ST., TORONTO, CAN.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY

LIMITED

MONTREAL	***HEAD OFFICES***	***WINNIPEG***
HALIFAX	***TORONTO***	***VANCOUVER***
OTTAWA	***CANADA***	***ROSSLAND***

METALS

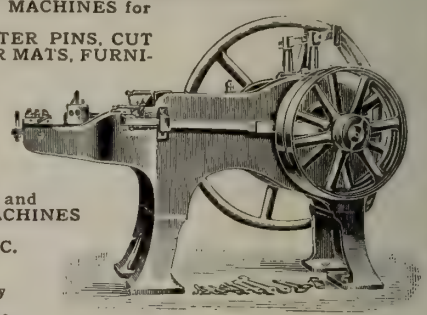
Prompt delivery from stock

Tallman Brass & Metal Co.
HAMILTON, ONT.

MODERN WIRE MACHINERY

COMPLETE PLANTS FOR WIRE DRAWING, NETTING, WEAVING
Improved High Speed Barb Wire Machines
Improved High Speed Wood Screw Machines
Complete Plants for making ELECTRIC WELDED CHAIN
Up-to-date AUTOMATIC MACHINES for making:
BOLTS, BUCKLES, COTTER PINS, CUT NAILS and TACKS, DOOR MATS, FURNITURE SPRINGS.
HINGES, HOB NAILS, NAILS, RINGS, RIVETS, SCREWS, SCREW HOOKS and EYES, STAPLES, WIRE NAILS
QUADRANGULAR MESH WIRE NETTING
WIRE STRAIGHTENING and CUTTING MACHINES
THREAD ROLLING MACHINES, ETC., ETC.
SEND YOUR ENQUIRIES.

ED. BRAND
Specialist in Wire Machinery
472, Moss Lane, East
MANCHESTER - England
Cable Ad: "Filieres, Manchester"
Code used—A.B.C., 5th Edition



RIVET PRESS

Turpentine Producers' Agency

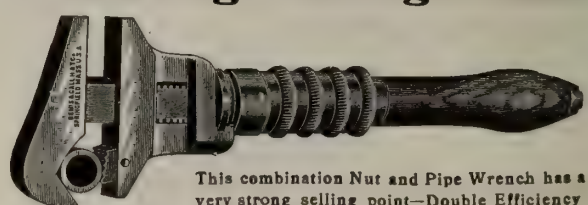
TORONTO, ONT.

Independent Distributors

Office: 140 Victoria St.
Warehouse: MacDonnell Ave.
.P.R. and G.T.R. Sidings

Phones:
Office: Main 4391
Warehouse: Park 2781

A Strong Selling Point



This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

Mr. Dealer:

You surely want to advertise your business. One way is to sell "Utica" Pliers. They will satisfy your customer, and he will **COME BACK** and keep coming.

"The Plier that Fits the Hand."

Let us send you some **FACTS.** "A post card **TO US TO-DAY** means business **TO YOU TO-MORROW."** Every "Utica" Tool guaranteed.

"Money back if not satisfactory."

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE AGENTS FOR CANADA

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

CARDED

Scissors and Pocket Knives

We carry in stock a large and complete assortment of Ladies' Embroidery Scissors in assorted sizes on very attractive cards. Also a line of Pocket Knives in 1 to 4 blades, Stag, Bone, Pearl and Horn Handles, for ladies, men and boys, in all shaped blades. Packed half and one dozen on cards.

Prices furnished upon request.

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL

BLACK JACK

QUICK

CLEAN

HANDY

TRY IT

SOLD BY ALL JOBBERS

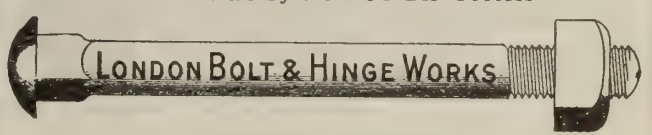
¼-lb tins—
3 doz. in case.

Pole Line Hardware

CROSS ARM BRACES
POLE STEPS
SQUARE WASHERS
ROUND WASHERS

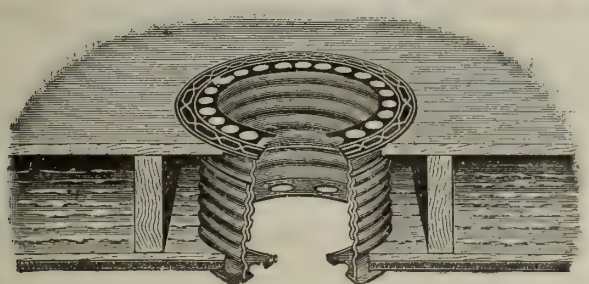
MACHINE BOLTS
CARRIAGE BOLTS
NUTS, ETC.
Plain or Galvanized

We Galvanize by the HOT DIP Process



LONDON, CANADA

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

WALL PLASTER

Gypsement—the plaster for quick repair work—is a prepared Hardwall, no sand required.

Plaster Board—the fireproof and sound proof plaster lath.

The "Empire" Brand of Wood Fibre, Cement Wall and Finish Plasters.

We shall be pleased to supply you with plaster information.

Manitoba Gypsum Co., Limited
WINNIPEG, MANITOBA

JOSEPH RODGERS & SONS

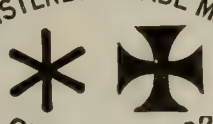
SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. **Supplied through Merchants, Jobbers, etc, only.**

THE GROVE CHEMICAL CO., LTD.
ESTABLISHED 1856 **Appley Bridge, Wigan, Lancs. England**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

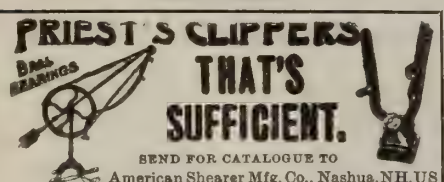
CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

CLIPPERS.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAL BAGS.

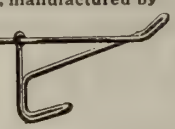
Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

COAT HOOKS.

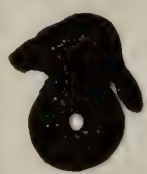
Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID



Perth, Ont.
Ask Your Jobber

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

BRASS STENCILS.

Sheet Metal Stampings, Special Stamped Metal Goods to Order. Dies and Tools, Steel Stamps, Machine and Furniture Name Plates, Seals and Seal Presses, Fire Escapes, Brass Name Plates

Herod Machine & Stamping Co.,
BRANTFORD Limited

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufncturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

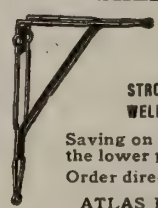
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

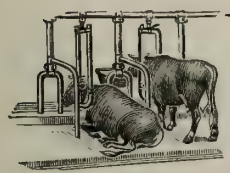
SPRAYERS.

COLLINS SPRAYERS—SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

STANCHIONS.



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WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

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Saves 20% Shelf Room over wooden boxes

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Made by

A. SHAW & SON, - London, Eng.

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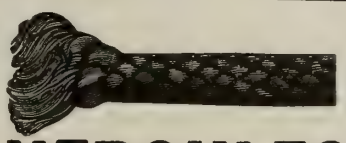

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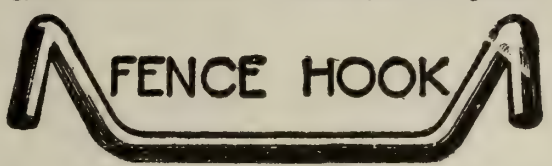

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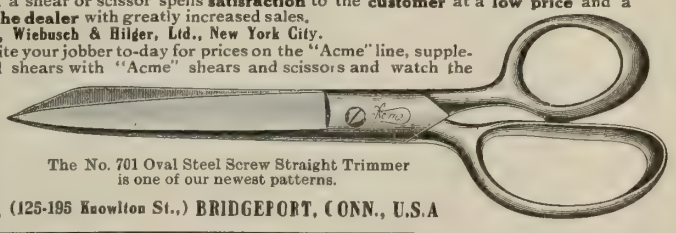

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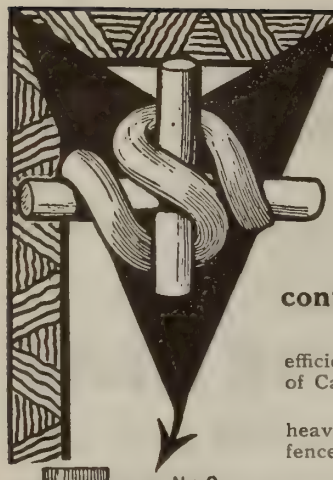
to watch our Condensed Ad. columns. There are many money-making positions there. You may find just what you want.



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contains more real value than any other fence on the market.

It is no experiment, but a time-tried fence that has won great popularity through highly efficient and economical service. It is accepted as a standard fence by all the leading railways of Canada, who have used many thousand miles of it.

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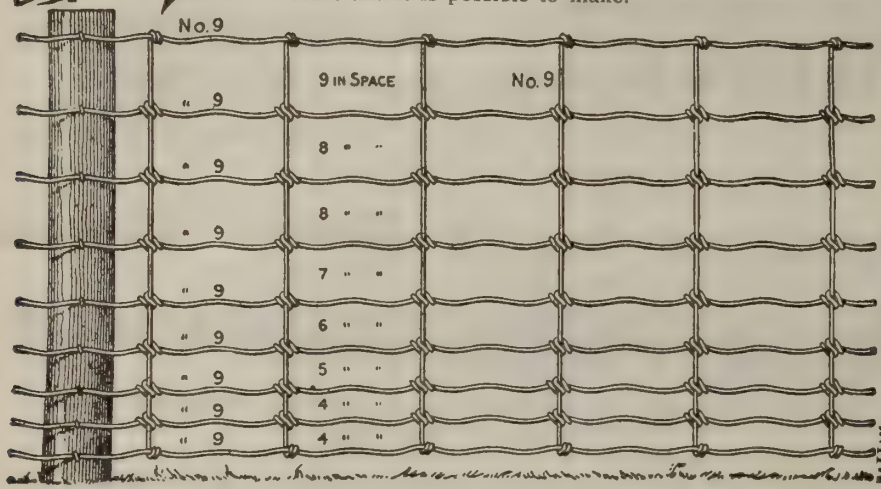

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Write NOW for our Catalog.

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Why not make 1912 the most profitable saw year in your history?

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THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

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would sell any good lantern, but is an exclusive patented feature of the

BANNER COLD BLAST LANTERN

It costs no more than inferior lanterns, but your customers will appreciate the improvement.

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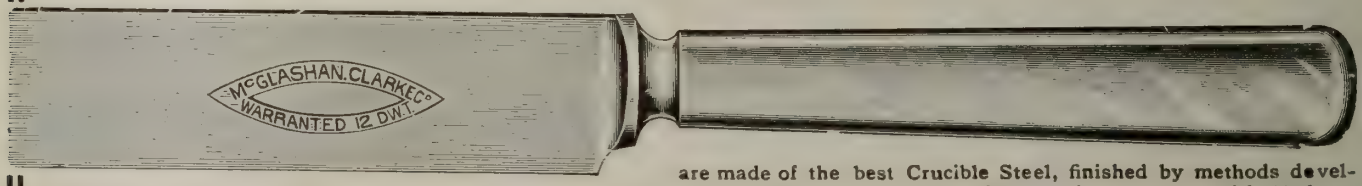

are made of the best Crucible Steel, finished by methods developed during years of successful manufacture, plate with 12 dwts. pure silver, put up in neat Rack Boxes containing one-half dozen. Every box contains our guarantee.

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Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

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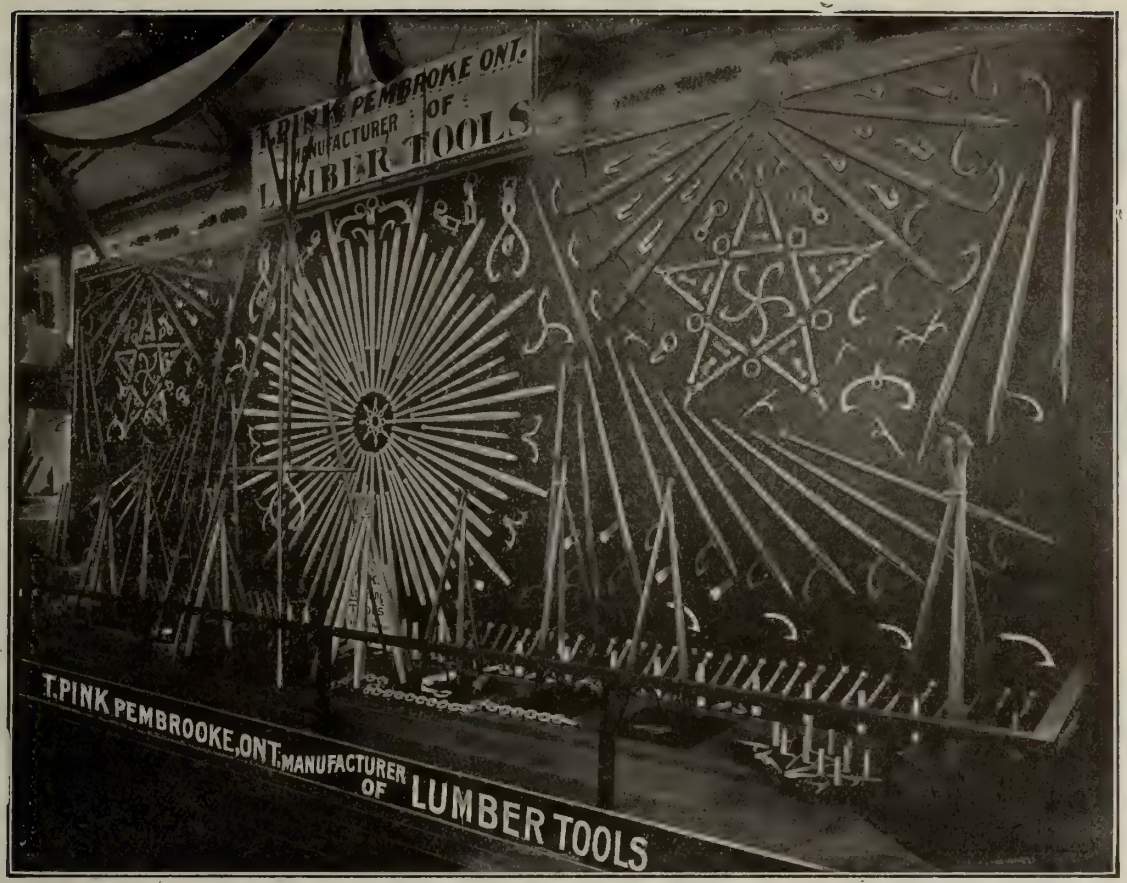

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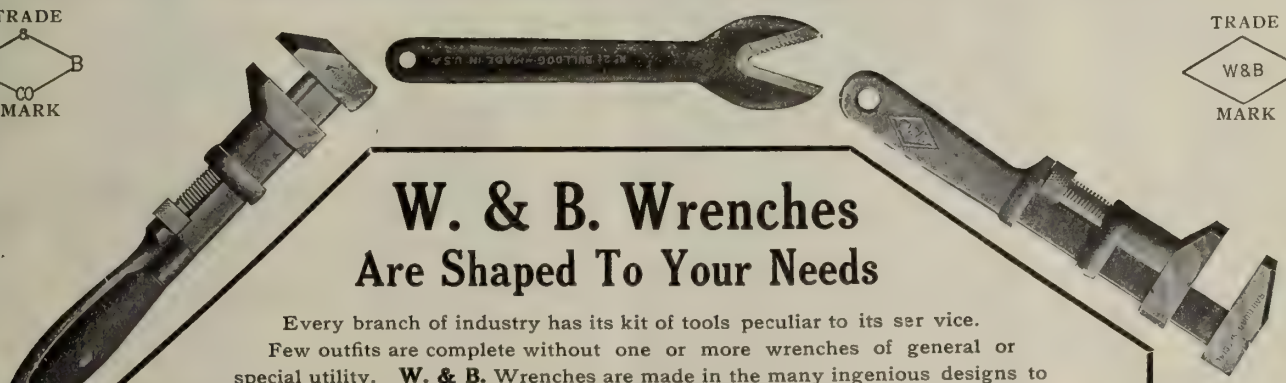

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W&B

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Established 1854

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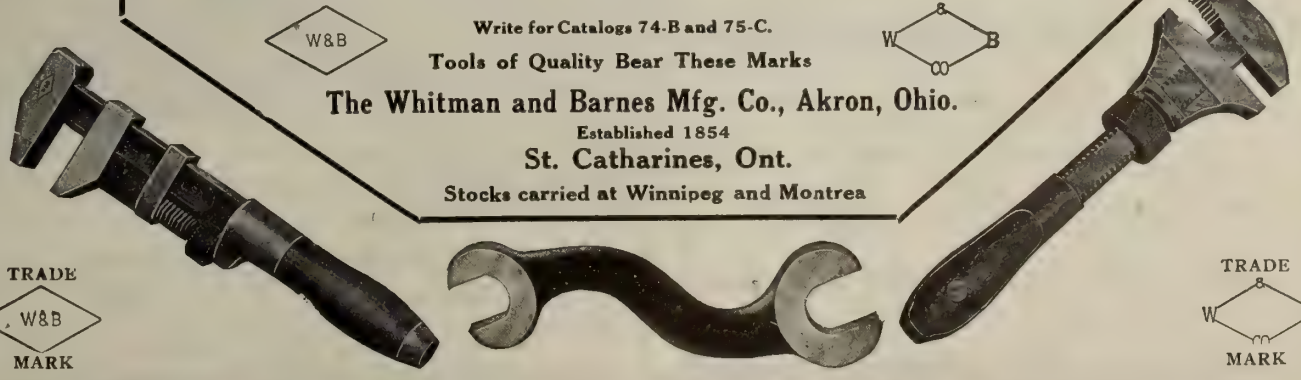

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ALL GRADES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

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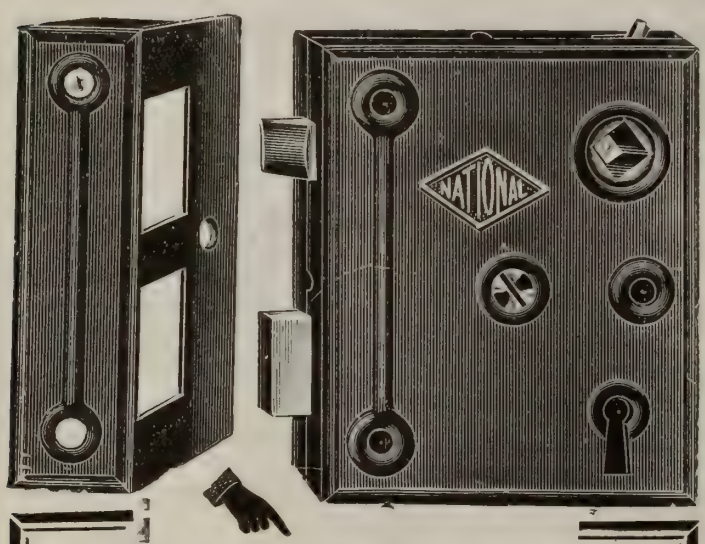

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We guarantee quality and satisfaction with every sale.

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Makes an IDEAL CUP OF COFFEE

It is beautifully finished and fitted with the new Monarch regulating lamp.

The Hygienic has no near rival when it comes to point of adding pleasure and satisfaction to a home. The good profits will appeal to you.

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Wire Cloth

Perforated Sheet Metals
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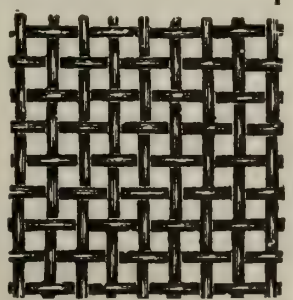
Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



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Is Sold

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Write for circular and prices.

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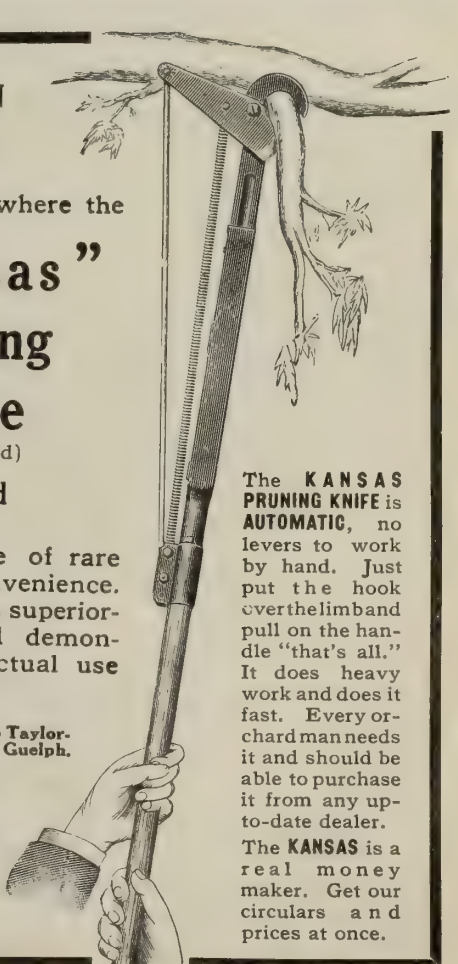

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Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N.H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton,

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal.
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Crookes, Jonathan, & Son
Dorken Bros. & Co., Montreal.
Greef Bredt Co., Toronto
Henderson & Richardson, Montreal
Heinisch, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
F. W. Lamplough & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Wm. Keating, Toronto

Door Hangers
F. E. Myers & Bro., Ashland, Ohio
Richards Wilcox Mfg. Co., Aurora Ill

Drills, Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Drinking Cups.
Hero Mfg. Co., Philadelphia

Dry Batteries
Canadian Carbon Co., Toronto
Canadian Carbon Co., Winnipeg

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N.Y.
Canadian Hart Wheels Limited, Hamilton, Ont.

Electrical Supplies
Standard Paint Co., Montreal

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor Ont

Emery Cloth
London Emery Works, London, Eng.

Enameled Ware
Davidson Thos. Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Eavestroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa.
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa.
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal
Spear & Jackson, Sheffield, Eng.

Fire Extinguishers
The Valor Co. Ltd., Birmingham Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes
Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont

Fish Spears.
Bonafide Mfg. Co., Plymouth, Mich.

Flint Paper
London Emery Works, London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago

Forgings
Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co Toronto
Thos Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
Henderson & Richardson, Montreal
John Lysaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor. Ont

Glass
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Paper
London Emery Works, London, Eng.

Glass, Wired
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mf'g. Co., Woodstock, Ont

Handles
Still, J. H., Mfg. Co., St. Thomas

Hay Unloading Tools
F E. Myers & Bro., Ashland, Ohio

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hooks
Henderson & Richardson, Montrea
Steel Co. of Canada, Limited, Hamilton

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire
Laidlaw Bale Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Iron and Steel Bars
Henderson & Richardson, Montreal
Steel Co. of Canada, Limited, Hamilton

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps
Aylmer Pump & Scale Co., Aylmer
McDougall R., Co., Galt, Ont.

Knife Polish
London Emery Works, London, Eng.

Ladders
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York
Wilkes Martin Wilkes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio
Stratford Mfg. Co., Stratford, Ont.

Lighting Rods
Hamilton Brass Mfg. Co., Hamilton, Ont

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company Belleville.
May & Padmore, Birmingham, Eng.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal
McIntosh, H. F., & Co., Toronto
Western Distributors Ltd., Saskatoon

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Gibb, Alexander, Montreal
Henderson & Richardson, Montreal
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal
McKichnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co , Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Oilers
Thos. Davidson Mfg. Co., Montreal
Hero Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F., & Co., Toronto

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Packing
Garlock Packing Co., Hamilton, Ont

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Canadian Oil Companies, Ltd., Toronto
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co ,Toronto. Ont
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pinchin Johnson Co., Toronto
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton

Pig Iron
Henderson & Richardson, Montreal
Steel Co of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

Pliers
Henderson & Richardson, Montreal
Smith Hardware Co., Montreal

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal

Putty
Steel Co. of Canada, Limited, Hamilton

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton

Razors
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Dominion Roofing Co. of Canada, Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg. Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal
Steel Co. of Canada, Limited, Hamilton

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinish's Sons Co., Newark, N.J.
Henry T. Seymour Shear Co., New York
J. Wiss & Sons Co., Newark N.J.

Shelf Boxes
Cameron & Campbell, Toronto

Shovels and Spades
Lundy Shovel & Tool Co., Ltd., Peterborough
Spear & Jackson, Sheffield, England

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Silverware
McGlashan Clarke Co. Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal
Henderson & Richardson Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont
F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces
Davidson, Thos., Mfg. Co., Montreal.
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Tacks
The Steel Co. of Canada, Ltd., Hamilton

Tapes
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Tin Plate
Henderson & Richardson, Montreal
A. C. Leslie & Co., Montreal

Toasters
Harkins & Willis, Ann Arbor, Mich.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont
John Watson Mfg. Co., Ayr, Ont.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, Ont
Dougall Varnish Co., Montreal
R. C. Jamieson & Co., Ltd., Montreal

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co , New York

Waffle Irons
Griswold Mfg. Co., Erie, Pa

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont
One Minute Washer Co., Toronto

Wagons—Children's
Woodstock Wagon Co., Woodstock

Washers
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co. Hamilton
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472, Moss Lane E., Manchester, Eng.

Wire Springs
B. Greening Wire Co., Hamilton
Henderson & Richardson, Montreal
Jas. Steele Limited, Guelph, Ont

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Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines

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"High Velocity" Sporting Rifle

justifies itself on every occasion where absolute dependability is required.

Where danger is met face to face its superiority is shown—

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Other Ross Rifles from $25.00 up

The prestige of the Ross Rifle increases from month to month, and there are demands in every town in Canada for them.

Dealers will find them the most satisfactory to carry —no trouble with duties, no delay in securing parts. Liberal discounts and satisfied customers.

Send for Catalogue and Trade Discounts.

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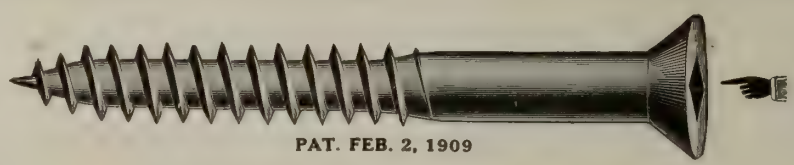

PAT. FEB. 2, 1909

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WOOD SCREWS

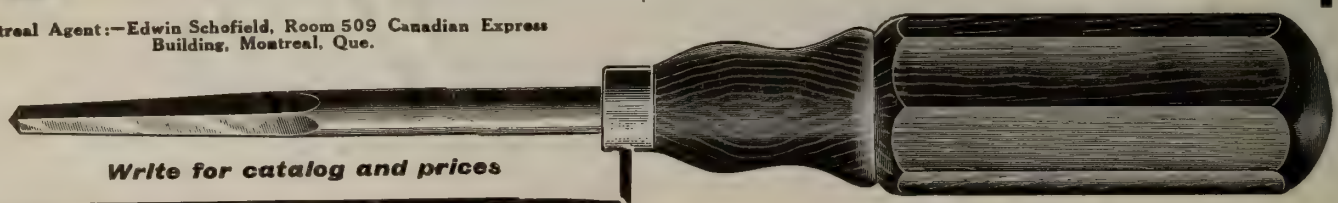
have a new and very important feature in the square hole. It is a feature that wood workers are quick to notice, as it not only preserves the screw. but also saves much of their valuable time, as it does away with all possibility of the screwdriver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs. Washers, Nails, Wire and other high grade products.

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.



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Is a necessity for every up-to-date house because it keeps the house warm in winter and cool in summer.

It is made of the highest-grade material and guaranteed to last as long as the house on which it is used.

We also make a full line of wrapping papers.

F. J. COX, - WINNIPEG
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ALEX. McARTHUR & CO.
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

Pearson's Patent Poke No. 2

possesses several strong advantages over other makes, and will yield you a good profit.

It cannot slip off, doesn't wear the mane, and is very easily adjusted.

It is light, but very strong, and will prevent running in the field.

Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

Guaranteed to be exactly as represented or money refunded.

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ST. THOMAS, ONT.

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TRADE RADIUM MARK
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For long and satisfactory service, nothing to equal them has ever been made.

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Manufactured solely by **THE GUTTA PERCHA & RUBBER MFG. CO.** *OF TORONTO, LIMITED*
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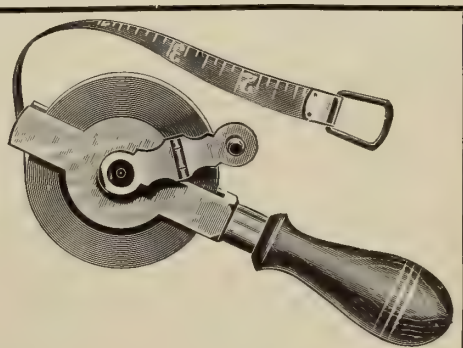
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



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are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

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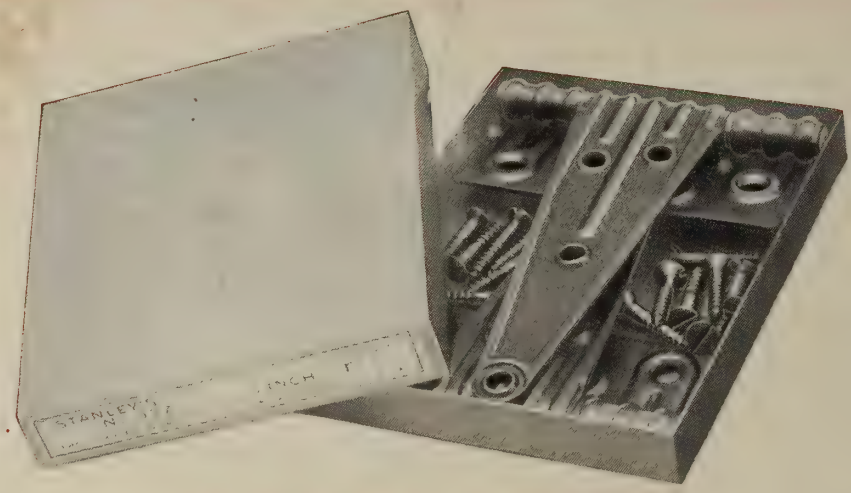

STANLEY'S
CORRUGATED STRAP AND T-HINGES

ONE PAIR IN A BOX WITH SCREWS

Should be on your shelves.

STANLEY'S Corrugated Hinges are greatly superior to the old style hinges. Comparing the two lines, Corrugated Hinges have **greater strength,** consequently **longer life; lighter weight** with corresponding **lower freight charges,** and a neater appearance. The combination of these qualities of superiority readily explains the **widespread and ever-increasing popularity** of Stanley Corrugated Hinges.

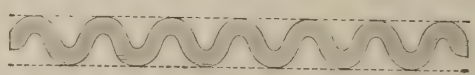

Figure 1

The greater strength with less weight of material is obtained by the application of the old principle of Engineering Design, illustrated in Figure 1. A piece of steel formed as shown by the shaded portion, has very nearly the same strength as a piece of the full area between the dotted lines. It is readily seen how this engineering principle has been used in designing Stanley's Corrugated Hinges.

Ordinary hinges, when they rust, bind on the pin and soon break at the joint.

The Corrugations Around The Joint

of Stanley's Corrugated Hinges absolutely prevent binding on the pin, no matter how rusty the hinges may become. It is in this feature particularly that Stanley's Corrugated Hinges are greatly superior in strength and wearing qualities to any other hinges.

Ask for **Stanley's No. 935 Heavy Strap Hinge**
Stanley's No. 937 Heavy T-Hinge

either loose or packed neatly one pair in a strong telescope box with the necessary screws of just the right size.

TRADE S.W. MARK

THE STANLEY WORKS

NEW BRITAIN, CONN., U.S.A.

Canadian Representative: A. Macfarlane & Co., Montreal

BUTTS, HINGES, DOOR BOLTS, SHELF BRACKETS, ETC., ETC.

TRADE S.W. MARK

HARDWARE AND METAL

ANNUAL SPRING NUMBER — CANADA — MARCH 23RD 1912

VOL. 24 — PUBLICATION OFFICE TORONTO — NO. 12

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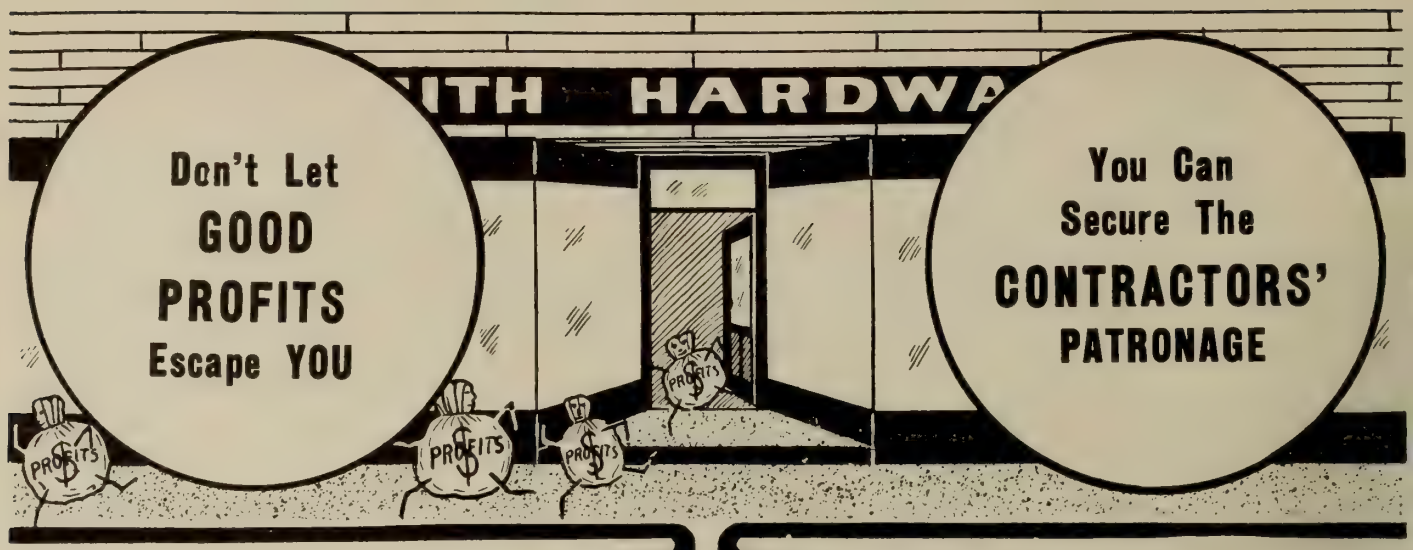

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Portland Cement

is the "Contractors' choice" because it has enduring qualities that are greater than most other brands. It is easy to work and is absolutely uniform in its action. Cement is not only being used in large contracts, but is becoming more useful every day in the construction of residences, etc. A display is all that is required to bring the contractors YOUR WAY.

Our Prices Are Very Attractive
Prompt Shipments Guaranteed

ALFRED ROGERS LIMITED
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WAS LAID ON THIS WAREHOUSE AGAINST ALL COMPETITORS

Brantford Roofing Co., Limited, at Brantford, were awarded the contract because of the QUALITY of their goods.

Cheap, loud circularized foreign roofing does not put QUALITY into the goods and their so-called low prices is an

ADMISSION OF INFERIOR QUALITY.

Keep Canadian money at home by buying our good Canadian made goods.

BRANTFORD ROOFING CO., LIMITED

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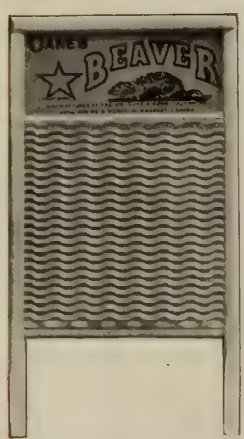
WASH TUBS



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CANE'S
WOODENWARE
Is Very Attractive And Sells Quickly

All our lines are well seasoned and are made to last. They are steady year round sellers and are guaranteed to give the best of satisfaction. Cane's Goods are very popular—it will pay you to stock them at once.

Write us for catalogue and your wholesale house for prices.

The Wm. Cane & Sons Co., Limited

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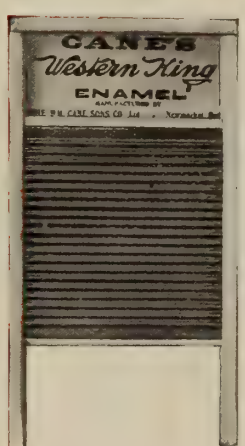
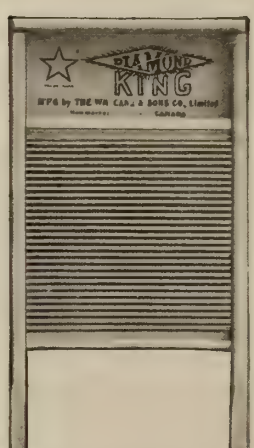


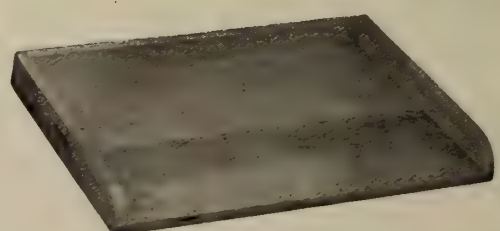
ENAMEL WASH BOARDS



GLASS WASH BOARDS

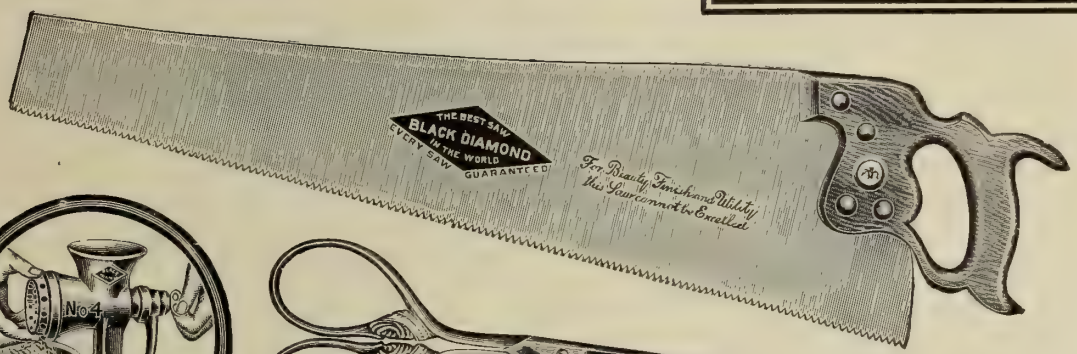
PAILS

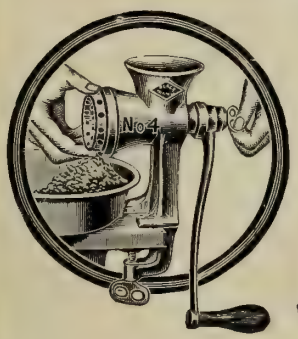
ACME BUTTER MOULDS

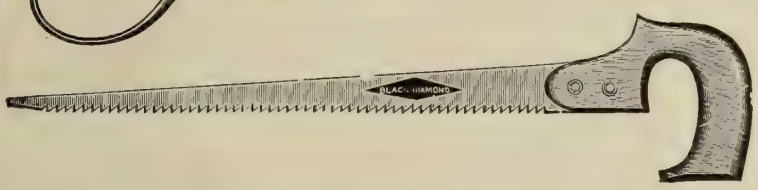


BAKE BOARDS

Quality

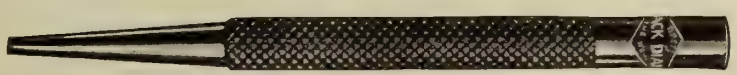






A COMPLETE LINE OF HIGH-GRADE TOOLS

Axes	Saws, Hand	Saws, Pruning	Draw Knives
Adzes	" Buck	" Hack	Carpenters' Pencils
Hatchets	" Crosscut	Chisels	Wrenches
Hammers	" Butcher	Braces	Pliers, Etc.



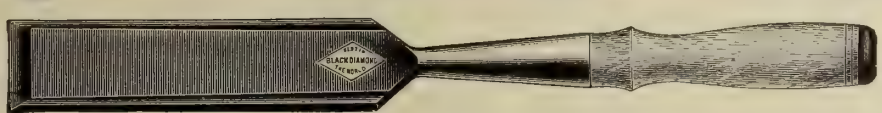
THE MARK OF QUALITY — STRICTLY GUARANTEED

BLACK DIAMOND

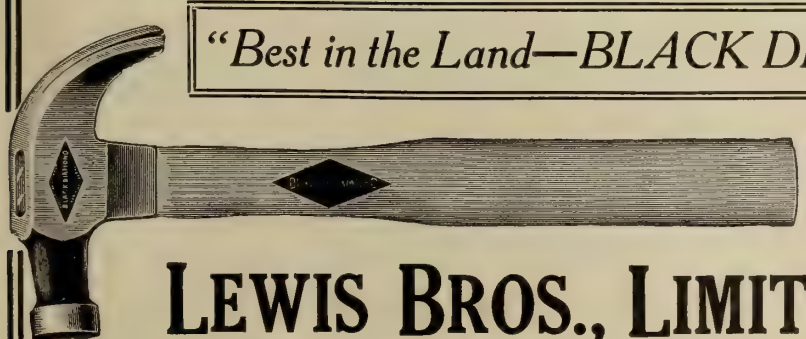
TRADE MARK — REGISTERED

A FULL LINE OF HIGH-GRADE CUTLERY

Carvers	Pocket Knives	Scissors
Butcher Knives	Hunting Knives	Shears
Scraping Knives	Razors	Hair Clippers



"Best in the Land—BLACK DIAMOND BRAND"



Any article of High Quality sold to a consumer advertises, without cost, every other article which bears the same brand.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

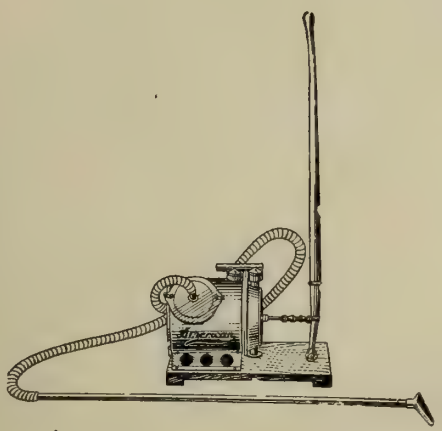
Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

In broken and dozen lots, $2.15 less 2%. *In lots of 24, $2.05 less 2%.*

The Western Clock Co., La Salle, Ill.

The American SUCTION CLEANERS

WITH BLOWER ATTACHMENT



American TRIUMPH

The Most Perfect Hand Power Suction Cleaner Made

Equipped with 9 ft. Section Wire Reinforced Rubber Suction Hose and 4 ft. Brass Tubing.

FAST and EFFECTIVE

Perfect in Efficiency
Built to Last
Small and Compact
Easy to Operate
Light in Weight

FULLY GUARANTEED

AMERICAN STANDARD ELECTRIC CLEANER

Handles more Air per minute than any other portable cleaner. Equipped with

FOUR NOZZLES

Will clean Carpets, Furniture, Draperies, Mattresses, Clothes, Shelving, etc. Will blow dirt from behind Radiators; Air Closets.

Mounted on Casters.

Live Hardware Dealers are Handling these Cleaners.
INVESTIGATE THEM NOW

KRAFT WRAPPING PAPER

For Hardware Stores

ROLLS.

Width	*Weight of Paper same as Reams of 24 x 36 inch.*
12 in.	30 lbs.
15 in.	
18 in.	
20 in.	40 lbs.
24 in.	
30 in.	50 lbs.

REAMS.

Size of Sheet	*Weight of Ream*	*Reams to Package*
24 x 36 in.	30 lbs.	2
36 x 48 in.	80 lbs.	2
44 x 60 in.	160 lbs.	½

WE USE IT EXCLUSIVELY

We have tried all kinds of Wrapping Paper in our Order Department and have found KRAFT superior to all others. It is the only paper we know of that can be depended upon not to break or tear when used as a wrapper for miscellaneous hardware

Made From Wood Pulp

It is **Lighter** in Weight much **Tougher** and **Doesn't Cost Half as Much** as the old kind.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA **TORONTO** **VANCOUVER**

WE MANUFACTURE
THE HIGHEST GRADE LINE OF

AXES, CHISELS,
DRAW KNIVES,
HAMMERS,
LUMBERING
TOOLS,
ADZES, Etc.

Allan Hills Edge Tool Co.
LIMITED
GALT, ONTARIO

SOARS ALL OVER THE WORLD

Disston

Superior Quality High Efficiency

THE SUPERIOR QUALITY of Disston Saws, Tools and Files shall be as determinedly guarded and maintained in the future as in the past **Seventy-Two Years.**

HIGH EFFICIENCY is the reason why the sales of Disston Goods are ever increasing; than which fact there can be no stronger selling argument.

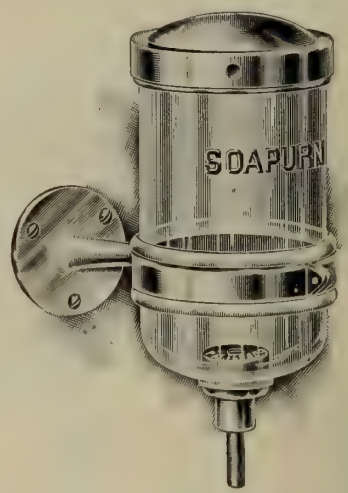
We are Headquarters for Disston Tools and Files.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

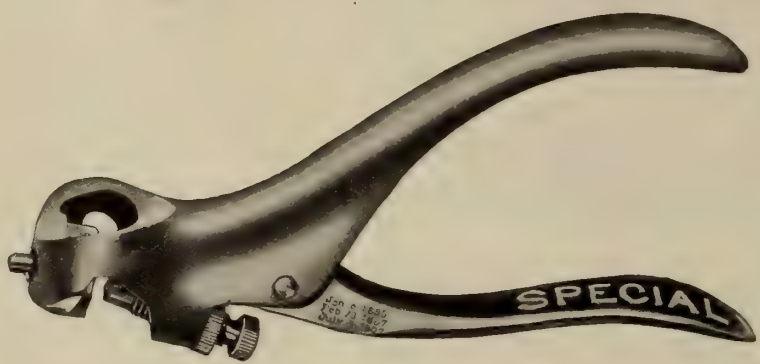
Almost Human—

The Morrill Nail Puller never misses a nail. The jaws are scientifically constructed of the best quality steel. It is carefully proportioned to give the greatest strength and most direct pulling power. It will not turn in the hand or roll off the case. There are no springs to break and it is impossible to pinch or bruise the hand. You can't pull nails with a soft metal nail puller—insist upon the Morrill—the best Nail Puller made.



The Soapurn is a sanitary and economical liquid soap dispenser, made of non-corrodible metal, nicke finished, with a strong glass urn—top is fastened with a key—the valve throws only so many drops at each operation, minimizing wastefulness. Send for sample outfit.

Send for CHAS. MORRILL'S Catalog



THE MORRILL SEW SET

For 30 years, the Morrill Saw Set has been recognized as the only Saw Set that meets the requirements of the dealer and user. It is the only Saw Set that will properly set a saw. There is a better margin of profit for the dealer who sells the original Chas. Morrill Saw Set. You should send for our new three color show-card for your window.

FREE Our booklet "Saw Points" has been compiled by experts and shows the way to get the best results from every kind of a saw. To obtain the best results, every saw demands the most expert attention. This book is invaluable — you should write for your free copy to-day. It will give you a better knowledge of how to set and sharpen Saws.

CHAS. MORRILL, 273½ BROADWAY NEW YORK

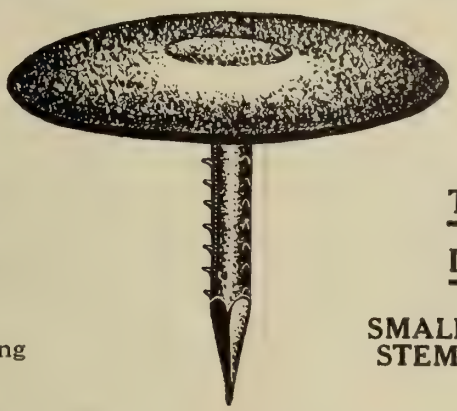
W. BRUCE MORROW, 100 Church St., Toronto

SOLE AGENT FOR CANADA

Simplex One-Piece Large Head Roofing Nails

Should be Used on Every Roof

ONE-PIECE
NOT TWO-PIECE
ALL IN ONE



SAVES TIME
SAVES ROOFS
SAVES MONEY

HEAD AREA
Means Roof Life

LARGE HEAD Will not Tear Roofing

TRIVIAL EXPENSE
Insures Life of Roof

SMALL STEM Will not Split Roof Boards

Has a Heavy Steel Head, 1 inch in Diameter; 21 Gauge Thick; Cupped Shape so as to give a Head Bearing equal to its Full Diameter.
The Small Stem 1 inch Long, 15 Gauge Diameter, is Barbed to Insure Greatest Holding Power.

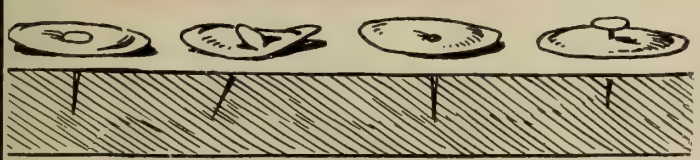
The very nature of Prepared Roofings demands a Nail with a Large Head. Being made of a substance which tears readily it is of **Vital Importance** to use a nail with a Great Head Area.

The Simplex has the Head Area

and besides it is a time saver, a One-Piece Nail.

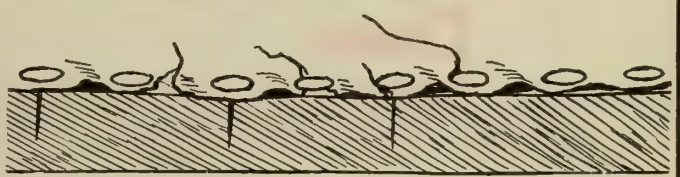
No time lost as occurs when handling separate nails and caps. No curling up at the edges of the cap. No leaking and rusting where nail goes through cap—the Nail and Cap are Welded into One-Piece.

Has Four Times the Head Surface of Large Head Roofing Nail



NO SIMPLEX HERE—Illustration of the **Tin Cap and Nail** Trouble.

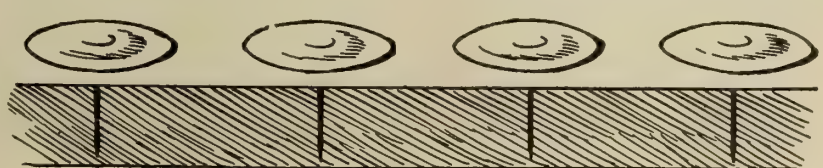
Caps curl up when nailed to roof and leave very little bearing on the roof. Tin Caps soon rust and leak. Caps and Nails require time to assemble and are difficult to handle on steep roofs.



NO SIMPLEX HERE—Illustration of the **Small Nail** Trouble

Four times as many nails to drive to get the same surface under head as with Simplex. Wind strain causes roofing to TEAR AWAY from head. Four times cost of applying in time.

Heavy Steel Head 1 inch Diameter; Won't Curl, Rust nor Tear Roof.



Small Stem, 1 inch Long and Barbed to Insure Greatest Holding Power.

SIMPLEX HERE—Illustration of **No Trouble at All** with **SIMPLEX Nails.**

Quickest to lay—Thick Heads Resist Rusting—Largest Bearing Surface—Edges don't curl up—No leaks around Head—All One Piece—Four Times Head Area of a Regular Large Head Roofing Nail.

Lasts Longer, Keeps Roof Better, and Costs Less—YOU TRY IT.

LEWIS BROS. LIMITED, MONTREAL

AGENTS

OTTAWA TORONTO VANCOUVER

THE B. GREENING WIRE CO., Limited

ESTABLISHED 1859 — INCORPORATED 1889

MANUFACTURERS OF

Wire Rope

For

Hauling Hay Forks and Threshing Machines

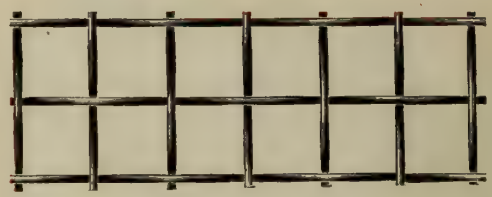
House Moving

Derricks, Elevators and all purposes.

Chains

Trace Chains
Tie-Out Chains
Halter Chains
Cattle Chains

Wire Cloth



For

Sand Screens

Window Screens

Window Guards

Fanning Mill Sieves and all purposes.

Perforated Metal

For
Bee Keepers
Fanning Mills
etc., etc.

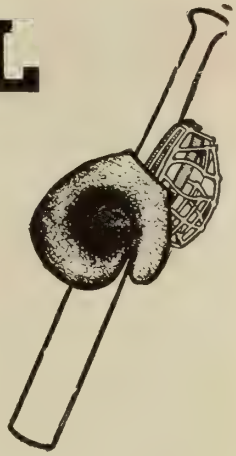
Wire Door Mats, Wire Guards, Sieves and Riddles, Wire Staples.

Write for samples and particulars of

Hay Fork Rope and Antique Rustless Bronze Screen Cloth

Hamilton, Ont. — **Montreal, Que.**

BASE BALL



is in the air

The pot is simmering; the sporting pages are increasing the heat; every day they tell us now about Southern training grounds, new recruits to the home team, of Hughie Jennings' crippled arm, of Ty' Cobb, Ward Miller or Ban Johnson, of The Maple Leafs' and Royals' chances for the pennant, until we dream Base Ball and squirm in our seats impatiently waiting for **that great event**—the opening game on the home grounds.¶

Enthusiasm will soon be boiling over and the kids and Amateur Clubs will be assaulting the Sporting Goods Stores for Base Ball Supplies.

How are you fixed, can you handle that rush?

Better get your stock in now, so you won't have to disappoint the boys. They don't want to wait nor do they want substitutes. **Order a Good Assortment Now**

WE HAVE THE LARGEST ASSORTMENT CARRIED IN CANADA

FISHING TACKLE

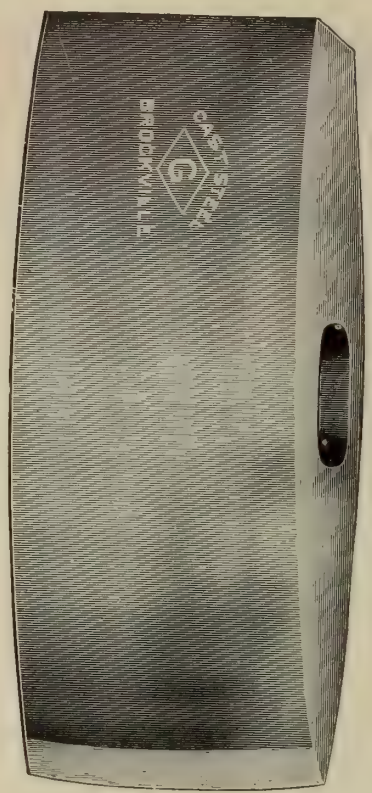
Our Line of Fishing Tackle includes Lines, Reels, Nets, Seines, Hooks, Baits, Minnows, Sinks, Rods, Steel Rods, Minnow Buckets and accessory goods of all kinds.

Our No. 45 Catalogue of Sporting Goods shows Tennis Goods Hammocks Croquet, Swings, Camp Furniture, etc.

We want to impress it upon YOU—that we do not carry the ordinary Hardware Jobbers' stock of Fishing Tackle; **We Carry a Real Line of Fishing Tackle,** embracing everything connected with it and accessory to it. **This Line Should be on Display Now in your show windows.**

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



HIGHEST QUALITY AND FINISH

HAMMERS, SLEDGES, HATCHETS AND AXES

Once more we call attention to the unrivalled products of our Tool Department.

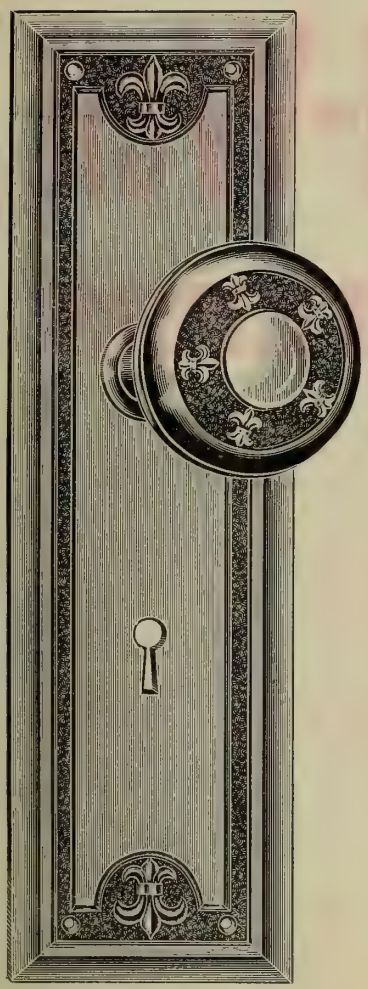
Every dealer who has handled these goods knows they are unapproachable as sellers because they always give satisfaction to the purchaser. Dealers who have not yet handled them should acquire the experience now. We will be pleased to furnish all information.

THE

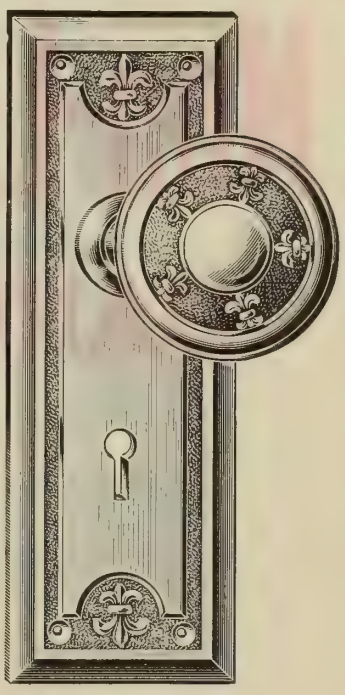
Jas. Smart Mfg. Co.

LIMITED

Winnipeg, Man. Brockville, Ont.



DISTINCTIVE DESIGNS



The numerous designs in which our wrought bronze, brass and steel sets are made, gives the builder ample opportunity to satisfy any of his requirements. Simple and distinctive in appearance, they attract favorable attention wherever "something a little different" is desired. Your dealer will know about them.

Send for Catalogue No. 3.

THE

Belleville Hardware & Lock Mfg. Co., Limited

Head Office and Factory:
BELLEVILLE, ONT., CANADA

Non-Leakable Oil-Well

Manufactured under our Exclusive Patent

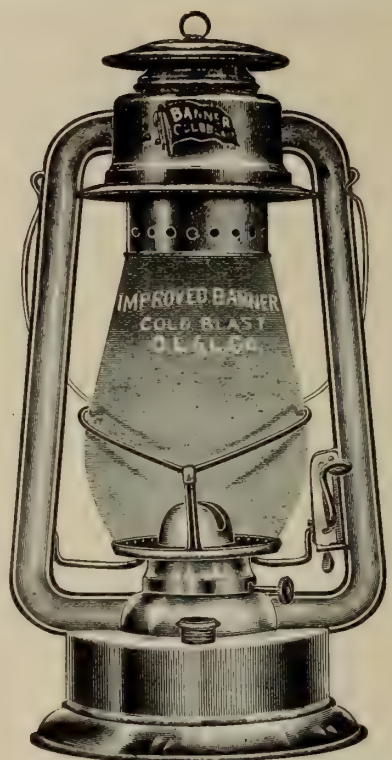
ON **BANNER** COLD BLAST **LANTERNS**

ONLY

made by the famous double seaming process.

Extension foot being separate from well, protects it against damage from hard usage.

These exclusive features sell lanterns.



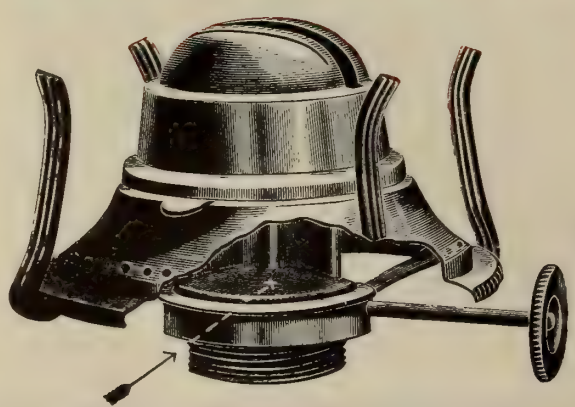
ASK YOUR JOBBER

Banner Wells are made entirely without solder.

Our system of seaming in the air chamber stiffens the Well.

They cost no more than inferior lanterns.

Banner Burners, better than ever.



Ontario Lantern & Lamp Co., Limited

Head Office and Factory: **HAMILTON, ONT.**

Branches: **MONTREAL, P.Q.** **WINNIPEG, MAN.**

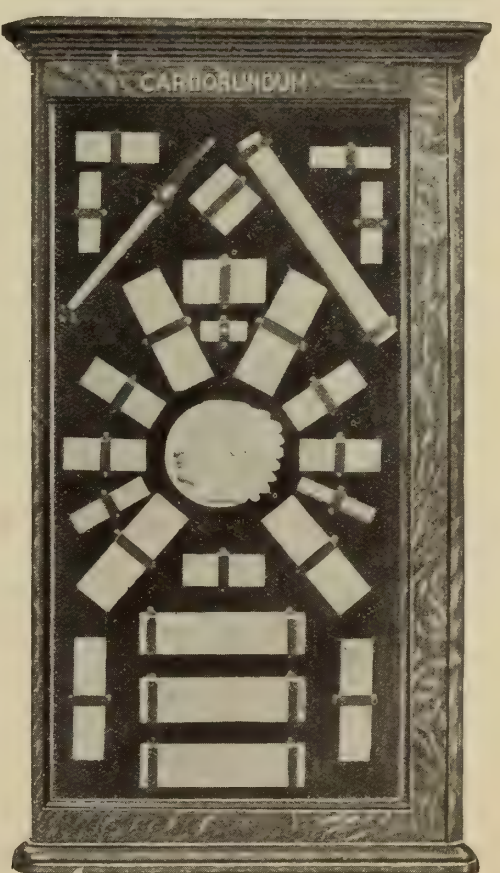
Every Person Who Uses an Edge Tool is a Possible Customer for the Dealer Who Sells Carborundum Sharpening Stones

IT is a big profit-producing demand, stimulated by national advertising and supplied by the hardest, sharpest, fastest cutting and quickest selling sharpening stones in the world.

Give Free with Stock of Carborundum Stones

Please send for the complete Carborundum catalog—the details regarding our free display case offers, window displays and other trade helps.

The Carborundum line includes sharpening stones of all kinds, combination stones, razor hones, razor strops, knife sharpeners, scythe stones, valve grinding compound, Temperoil, Carborundum paper and cloth, Aloxite Cloth and Carborundum Brand Garnet Paper.



Handsome Display Case given Free with stock of Carborundum Stones

If you are NOT a Carborundum dealer, get in line NOW for the spring trade. Full information regarding prices and discounts will be gladly given.

The Carborundum Company

Niagara Falls, N.Y.

Good Profits and Satisfaction Prevail in Our

HIGH GRADE SHEET METAL

(For Interior and

These products have found space in many of the they are made to give the highest satisfaction to both aim effectively.

Scores of repeat orders are continually coming to

You will have no trouble getting your trade to get you started and back you with our iron-clad

Write at once for our Illustrated catalog

We carry large stocks at our Preston and Montreal at the following points:

St. John N.B. - Emerson & Fisher, Ltd.
Quebec - J. A. Bernard
Toronto - G. P. Breckon & Co.

The Metal Shingle &
Preston, Ontario

BUILDING GOODS

Exterior Uses)

largest hardware stores in Canada, because dealer and builder, and always carry out our

hand—this alone is evidence of quality.

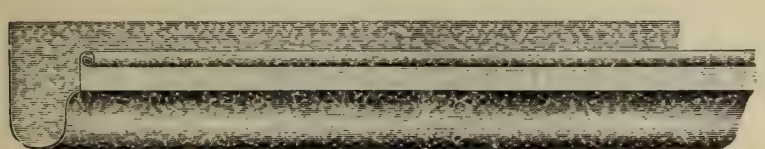
acquainted with these goods, as we do our best guarantee.

of 250 pages—it will interest you.

factories, and our goods may also be obtained

Winnipeg - Clare & Brockest
Calgary - Ellis & Grogan
Vancouver - Wm. O'Neill & Co.

Siding Co., Limited
Montreal, Quebec



CANADIAN TUBE & IRON CO.,

LIMITED

MONTREAL, **CANADA**

OUR NEW

BOLT & NUT DEPARTMENT

is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS,
COACH AND LAG SCREWS,
TIRE BOLTS,
MACHINE BOLTS,
SLEIGH SHOE BOLTS,
ETC.,

ASK YOUR JOBBER FOR

TRADE MARK

BRAND

PLOW BOLTS,
TRACK BOLTS,
SQUARE NUTS,
HEXAGON NUTS,
BOILER RIVETS,
TINNERS' RIVETS,
ETC.

OUR

WROUGHT PIPE

Black and Galvanized, Sizes ⅛ in. to 4 in.; is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark

CANADIAN TUBE & IRON CO., LIMITED

MONTREAL

Works:
LACHINE CANAL

Educate Your Customers to Buy Goods "Made in Canada"

Why?

Not simply to keep the money in Canada, and thus increase the wealth and prosperity of our own land, but—

Because Canadian Made Goods are Worthy. The day has passed when "imported" meant "better." To-day Canadian brains are devising, and Canadian hands are making, goods that will hold their own with the world's best. Take, for instance,

The Gillette Safety Razor

which is manufactured in five different countries, and sold the world over. The Canadian Gillettes, made throughout in Montreal, by the Canadian workmen of the Gillette Safety Razor Co. of Canada, Limited, are in every way the equal of the Gillettes made in the Boston, Leicester, Eng., Paris or Berlin factories—and easily superior to any other razor made anywhere in the world.

Moreover, the Gillette is the only Safety Razor "Made in Canada"—the only Safety Razor in whose manufacture Canadian workmen make money, which they spend in Canadian stores.

The Gillette Safety Razor Co. of Canada

LIMITED

Office and Factory:
63 St. Alexander St., MONTREAL

Offices or Factories in Montreal, Boston, New York, Chicago, London, Eng., Leicester, Berlin, Paris, Hamburg and Shanghai, China.

TRADE Gillette MARK
KNOWN THE WORLD OVER

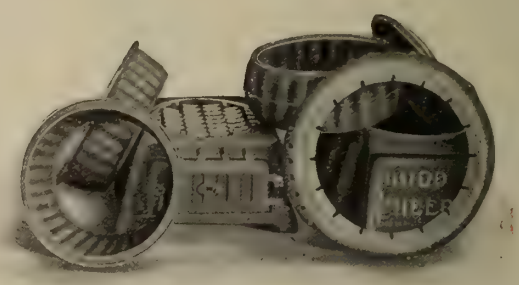
"GOOD STOVES AND FURNACES

What Science and Art can accomplish in Stove and Furnace

"Good Cheer"

Hard Service Series

A Heater of great durability, powerful radiating qualities, and common-sense construction—builds up in cup-jointed sections, no bolts, making it a most convenient stove to handle, set up, or to store away in summer time.



Just run over in your mind the many many places in your vicinity in which this heater would just exactly fill the bill, particularly in buildings where quick and powerful radiation is necessary to counteract the icy blasts from frequently opened doors. Many dealers have already spoken for exclusive sale in their vicinity. Two sizes—17 in. and 20 in. firepots.

THE JAMES STEWART

Western Warehouse:
156 LOMBARD ST., WINNIPEG, MAN.

WHOLESALE
McLennan, McFeely & Co., Vancouver. B.C. Wood, Vallance

CHEER"

Are Sure WORLD-BEATERS

construction is exemplified in "Good Cheer" manufactures

"Good Cheer"

The Steel Range

De-Luxe

of

Canada

and

for

that

matter

of

America

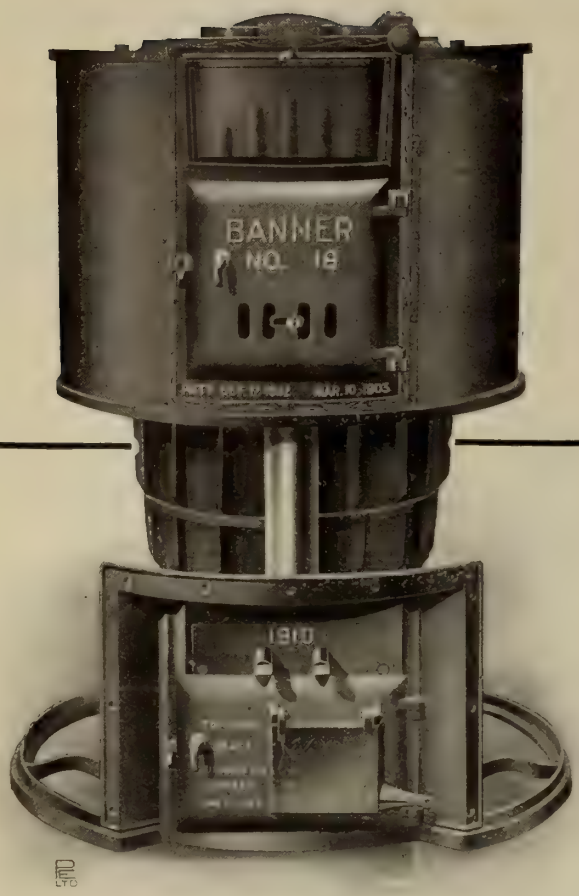
(Design Reg.)

And it's not all on the outside by any means. The "Good Cheer" firebox alone affords you talking points sufficient to clinch every sale. Our study of firebox construction has resulted in a perfection in detail and results apparent at a glance.

MANUFACTURING CO., Limited

WOODSTOCK, Ontario

DISTRIBUTORS:
Hardware Co., Nelson, B.C. Ross Bros., Ltd., Edmonton, Alta.



The Banner Furnace

ITS PROMINENT FEATURES:—

THE ARCHED CAST IRON DOME connected with the Radiator gives it an exceedingly large radiating surface.

THE FIRE POT is reinforced with heavy ribs on the outside to give the pot additional strength and radiating surface.

THE GRATE BARS are triangular in form, and this is the best designed grate for furnace requirements. They operate in pairs and will break clinkers, etc. without any difficulty.

THE CAST IRON DOME is made in one piece, and is indestructible.

THE DIRECT DRAFT DAMPER is fitted with a gas damper.

THE ASH PIT is large and roomy and is fitted with a suitable ash pan.

THE STRAIGHT CASING. The furnace is fitted with a straight casing which gives a large space for the circulation of the cold air supply.

It is simple in construction and easily installed.

MADE IN FIVE SIZES.

WRITE FOR CATALOGUE AND PRICES.

The Down Draft Furnace Co., Limited

GALT - Ontario - Canada

BUY

Goodell-Pratt's

NO. 20 BREAST DRILL

This tool represents the last word in Breast Drill design. It has Steel Pinions, Steel Chuck, instant change of Speed, Ball Bearings, Grip Side Handle and the Saddle Breast Plate which is exclusive with us.

This Drill is easier on the operator than any other similar tool.

Goodell-Pratt Company

Toolsmiths

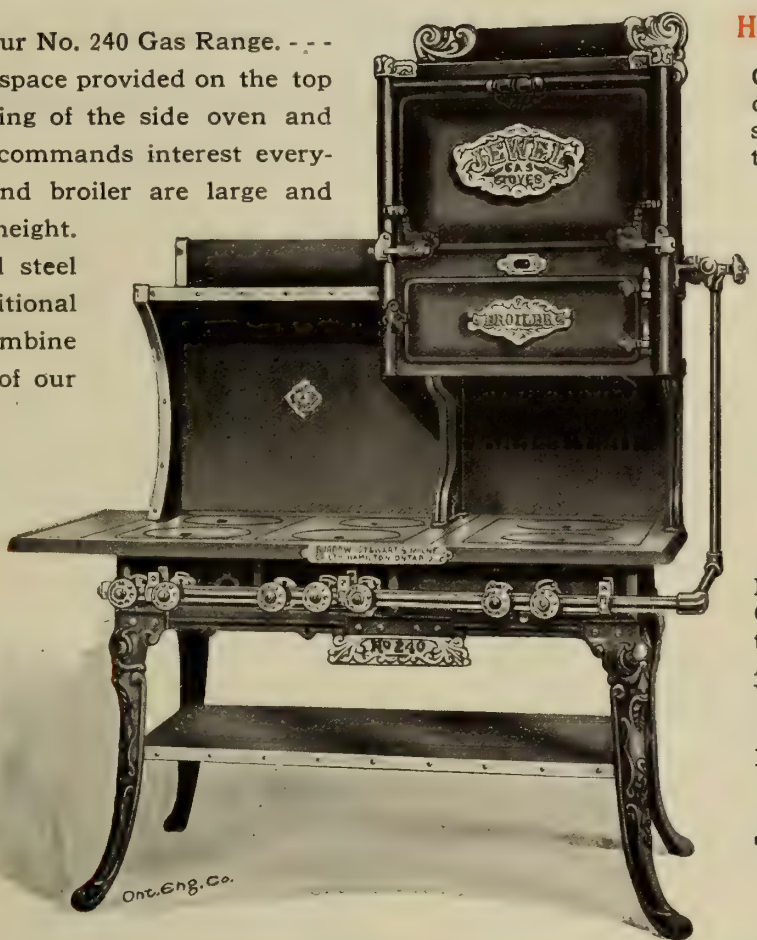
Greenfield, Mass., U.S.A.

Hamilton Jewel Gas Ranges Are Good - - - VERY Good

The illustration shows our No. 240 Gas Range. - - - The additional working space provided on the top of the range by the raising of the side oven and broiler is a feature that commands interest everywhere. - - - The oven and broiler are large and placed at a convenient height. The elevated shelf and steel under-shelf are additional space-providers, and combine to make this range one of our most popular styles.

Our Catalogue illustrates and describes fully this range and 124 OTHER STYLES.

Ask for it.



Style 240

HAMILTON JEWEL

Gas Ranges are crowded with real sale-producing features.

Simple in design

Easily operated

Excellent working and wearing qualities

Unsurpassed in actual results obtained

Equipped with the Graves' Patent Safety Lighter and Jewel Adjustable Needle Valves.

Economical in time, fuel and labor

The Price Is Right

Let us explain our new systematic, direct-to-consumer advertising and its relation to YOUR Sales.

JEWEL TRADE MARK

Our Catalogue of Gas Ranges, Heating Stoves and Gas Appliances, is a book YOU ought to have.

The Burrow, Stewart & Milne Co., Limited

Head Office and Works: HAMILTON, ONTARIO

Offices and Warerooms at Toronto Montreal and Winnipeg

Western Customers please address all communications to 130 James Ave., Winnipeg

HARD COAL Costs the User of This Range ONLY $3.50 A TON

BECAUSE

1 Ton at $7.00 Burned in This Range Will Go as Far As 2 Tons Burned In Any Other

The Advantage of This Fire Travel Can be Plainly Seen by Everybody

Thousands of these ranges are in constant use all over Canada, giving a satisfaction that cannot be obtained on any other make. You may think this a broad statement, but if you examine the fire travel closely and compare it with other makes, you will no doubt agree with us.

It is made in steel and cast iron, is artistically designed and finely finished, and is certain to attract prospective buyers.

It is a range upon which we have built a reputation —a reputation which we aim to retain.

WRITE US TO-DAY FOR CATALOG AND PRICES

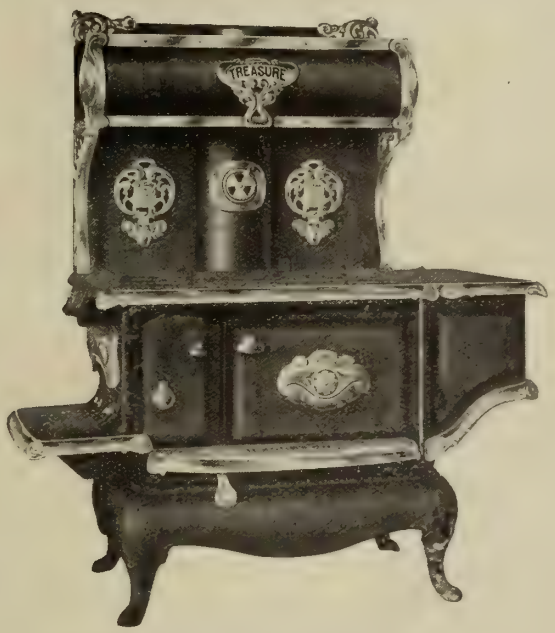
The Supreme Heating Co., Limited

Welland, Ontario

SEMI-PLAIN RANGE

MODERATE IN PRICE.
HIGH IN QUALITY.
NEAT IN APPEARANCE.
PERFECT BAKER.

These are **FACTS** and we stand by them.



"BRITISH B" TREASURE RANGE.

Made in
18 in. Oven
20 in. Oven
All styles.
Special Firebox
made for wood when ordered.

Every Range Absolutely Guaranteed

Treasure Ranges

Give Satisfaction and Comfort. Their Reputation is Unequalled.

"SOVEREIGN TREASURE" Steel Range (with tiled high closet). Largest and best steel range made.

TREASURE Steel Ranges

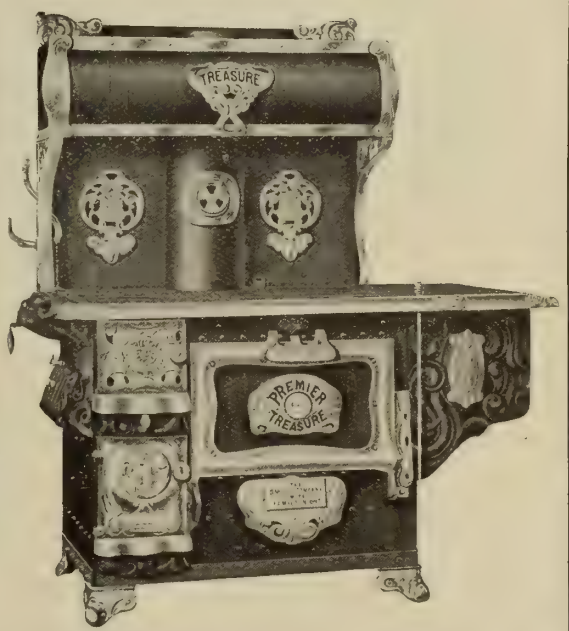
are made of the best steel plates, highly polished. Large Fireboxes and perfect Flues, Strong, durable. Artistic design.

TRIPLE PLATE NICKEL.

YOU

should have these Ranges on your floor this Spring. Don't wait till Fall.

Manufactured by



"PREMIER TREASURE" Steel Range. A moderate-priced Range. Perfect in quality and works perfectly.

THE D. MOORE COMPANY, LIMITED

Hamilton, Ont.

North-West Distributors:
MERRICK-ANDERSON CO.
Winnipeg

British Columbia Distributors:
JOHN BURNS
Vancouver

Jewel Stoves and Ranges

Style R F

1912

ROYAL JEWEL

"The Range of Quality."

Superior design and elegant finish, time-saving, labor-saving and money-saving features unite to make the **ROYAL JEWEL** the most beautiful, the most up-to-date, and most perfect steel range on the market to-day.

The **ROYAL JEWEL** comes to you a **finished product,** the result of 50 years' experience in the manufacture of Stoves and Ranges.

You should know more about the **ROYAL JEWEL.** Write us. We'll send you a whole lot of interesting information.

Make the ROYAL JEWEL your leader and you are sure of the best stove trade in your locality.

Ask us to explain our new systematic, direct-to-consumer advertising and its relation to your sales.

LIGHTEN YOUR GRASP ON THE STOVE BUSINESS—HANDLE THE JEWEL LINE

JEWEL TRADE MARK

Our "Social Jewel" is a new, low-priced, cast-iron range that should command your attention. It has splendid working qualities. It is a thoroughly reliable range, handsome in appearance, with loose nickel trimmings. Ask about it—The Price is Right

The Burrow, Stewart & Milne Co., Limited

ESTABLISHED 1864

HEAD OFFICE AND WORKS—HAMILTON, ONTARIO
OFFICES AND WAREROOMS AT TORONTO, MONTREAL AND WINNIPEG

Western customers please address all communications to 130 James Ave., Winnipeg.

COLONIAL RANGES

The Utmost in Range Quality and Range Efficiency

Have Many Distinctive Advantages Which Assure Quick Sales

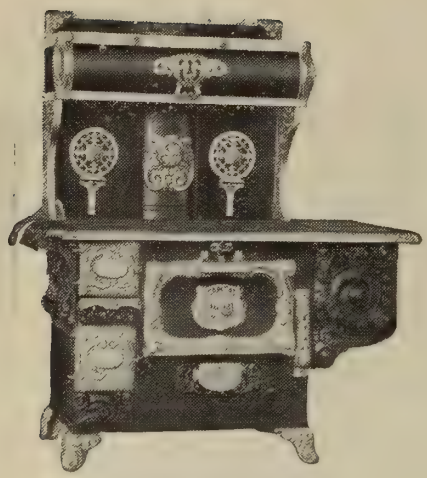
To the Dealer: This is important, saving the necessity of "much talk."

To the Customer: These become more apparent upon each day's use. We guarantee our goods, and quality considered our prices will surprise you.

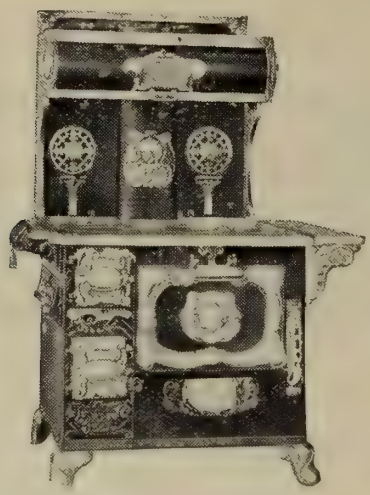
Send for Catalogue and Price List or write us, we will be pleased to answer any enquiries.

Percival Plow & Stove Co., Limited

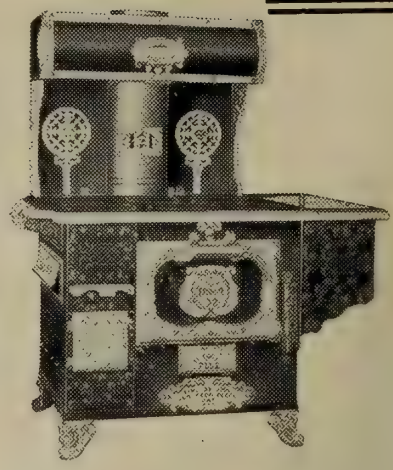
MERRICKVILLE, ONT.



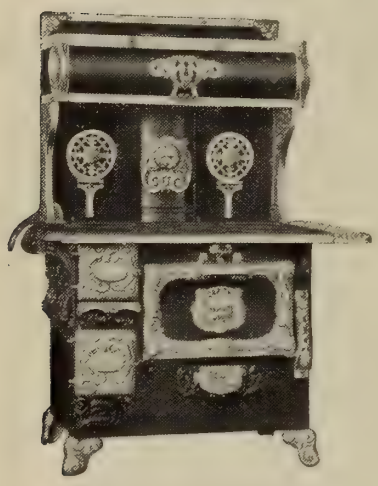
CAPITAL FAVORITE
16, 18 and 20-Inch Ovens



CROWN FAVORITE
16 and 18-Inch Ovens



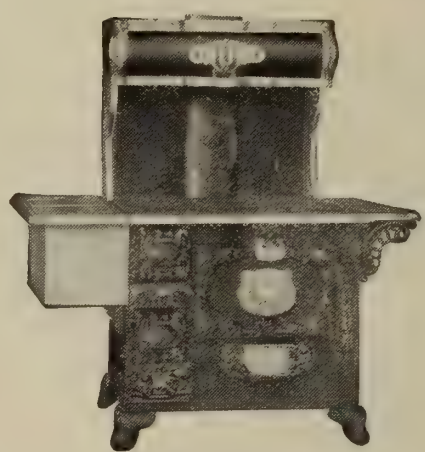
CROWN FAVORITE
16 and 18-Inch Ovens



CAPITAL FAVORITE
16, 18 and 20-Inch Ovens

A Range to Suit Every Class Both as to Quality and Price

These Ranges are very attractive and represent the best value for the price that you can handle.



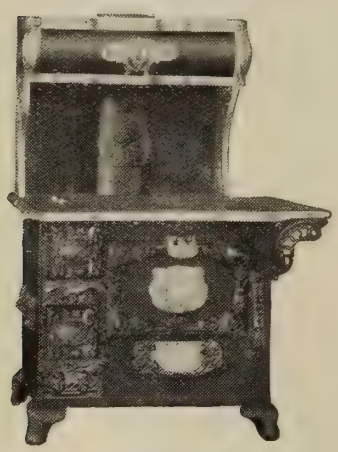
COLONIST—16 and 18-Inch Ovens

THE CAPITAL FAVORITE is a medium priced Range, substantially built, a great business getter, and very popular with the trade.

THE CROWN FAVORITE is a Six-Hole Range. It looks well, it works well and is the kind to have on your floor to meet competition.

THE COLONIST is a Six-Hole Range and shows up big for the money. This Range will enable you to meet the competition of Catalogue Houses and at the same time net you a fair profit.

THE GLEANER is a Four-Hole Steel Cook fitted with Flat or Duplex Grates, and the price for which it is sold is practically giving it away.



COLONIST
16 and 18-Inch Ovens

The road to success has a myriad of forks, and the man who once turns in the wrong direction must either go back or fail. Now, MR. DEALER, one of the main arteries to success in your business is a good line of STOVES and RANGES. If you are not satisfied with your Stove Trade, write us.

GLEANER—14 and 16-Inch Ovens

FINDLAY BROS. CO., Limited

Head Office and Works: CARLETON PLACE, ONT.
Branch House: 260 PRINCESS STREET, WINNIPEG

DISTRIBUTING AGENCIES:

H. H. Dryden	Stewart & Co.	D. V. Cope & Co.	Revillon Bros., Ltd.	Geo. D. Horsman
Sussex, N.B	Toronto, Ont.	Calgary, Alta.	Edmonton, Alta.	Vancouver, B.C.

Make Quality the Foundation of Your Stove Trade

EVERY dealer knows from experience that there is no other article he sells that will give him more trouble and loss of trade than a poor Range, while on the other hand the sale of a good Range makes satisfied and increased customers, and brings a lot of other business to his store.

A Range should not be judged entirely from its external appearance. The dealer must rely largely upon the knowledge and responsibility of the maker to know that all internal parts are absolutely correct.

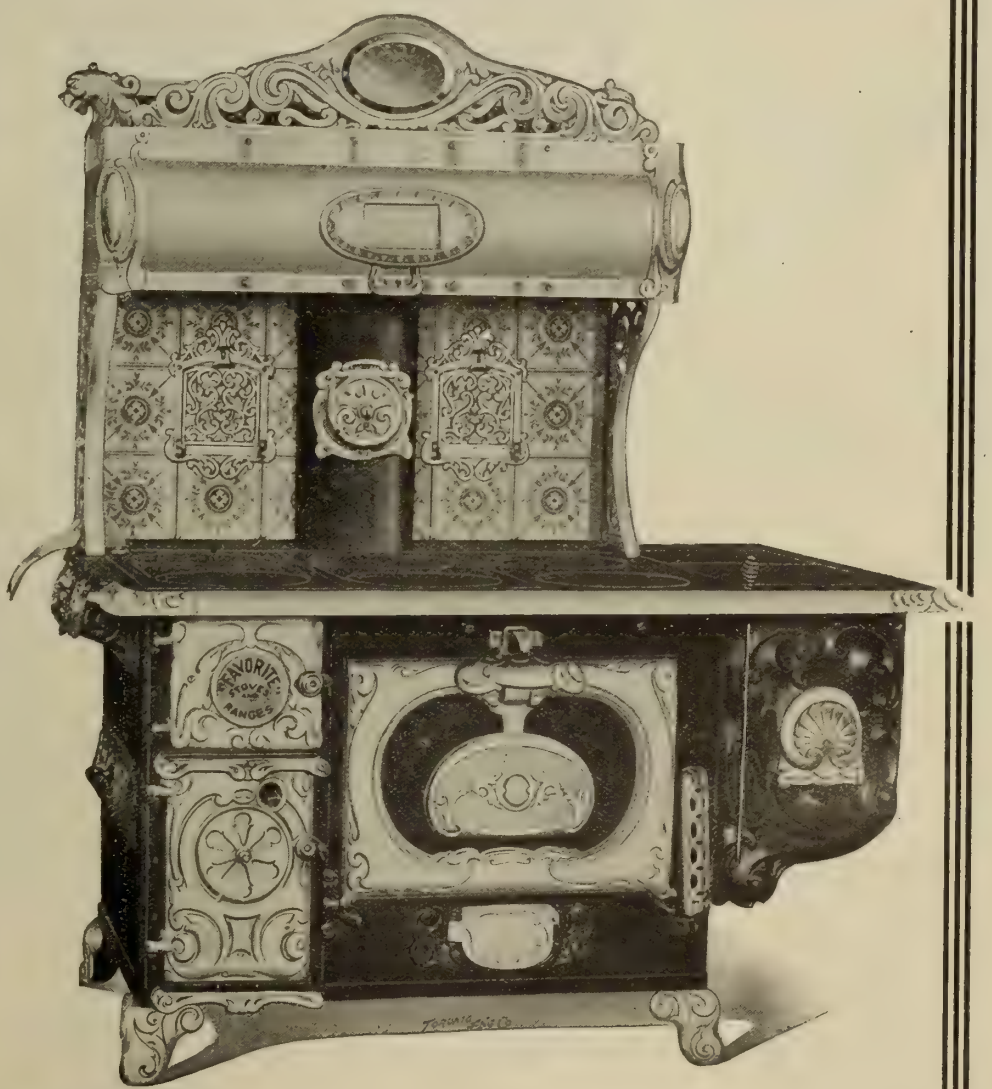
THE UNIVERSAL FAVORITE has built up, for DEALERS who handle them, a most satisfactory and profitable STOVE TRADE. The sale of a UNIVERSAL FAVORITE in a district means the sure sale of a number of others.

The Appearance, the Finish, the Workmanship, and the High-Grade Material in this Range put it in a class by itself. You have the courage of your convictions when selling it, it has so many strong points.

Every Dealer has customers who are willing to pay the price for a Range that will give absolute satisfaction and last for years. THE UNIVERSAL FAVORITE is specially built to meet the demands of this class of buyers, and the price is no higher than many other ranges offered in competition.

Put THE UNIVERSAL FAVORITE on your floor—it will prove the most profitable Range you ever handled.

CATALOGUE and PRICE LIST mailed on request.



FINDLAY BROS. CO., Limited

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Calgary, Alta.

Revillon Bros., Ltd.
Edmonton, Alta.

Geo. D. Horsman
Vancouver, B.C.

The easiest line to handle in ranges

McClary's

"SASK-ALTA"

Burnished Top
Does away with black lead and brushes for cleaning.

Patent Duplex Grates
Real coal savers that prevent waste.

Three Way Drafts
Giving perfect and easy control of the combustion.

Special advertising matter on application.

Semi-Steel Grates and Linings
Last a lifetime.

Nickelled Oven
Radiates heat evenly into all parts of the oven.

Patent Broiler Door
Saves stooping to toast or broil.

The best seller on the market.

Founded on Quality

Don't Hesitate—Get after SASK - ALTA trade—It pays

McClary's

Toronto, Montreal, London, Vancouver, St. John, N.B.,
Hamilton, Winnipeg, Calgary, Saskatoon.

"McClary" on Goods is a Quality Name

McClary's Ship Quick

A Safe Investment

with Quick, Profitable Returns

McClary's

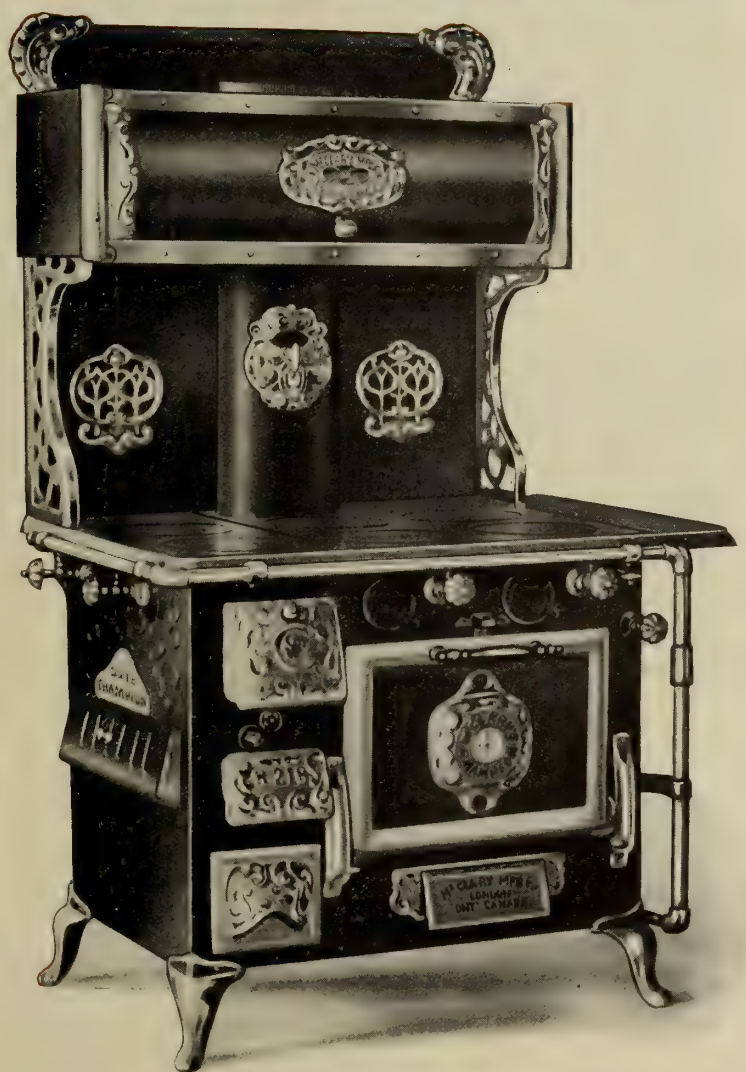
"CHAMPION INTERCHANGEABLE" RANGE

Burns Gas and Coal together or separately at will.

Two Ranges in one.

A Summer and Winter Range.

A Worry Saver.



Can be changed from Coal to Gas —or Gas to Coal in one minute.

Simple to work. Easily regulated.

Only needs showing to convince customers.

A Sure Seller.

Get after Champion Range business Now and have a sample to show.

McClary's

"McClary" on Goods is a Quality Name

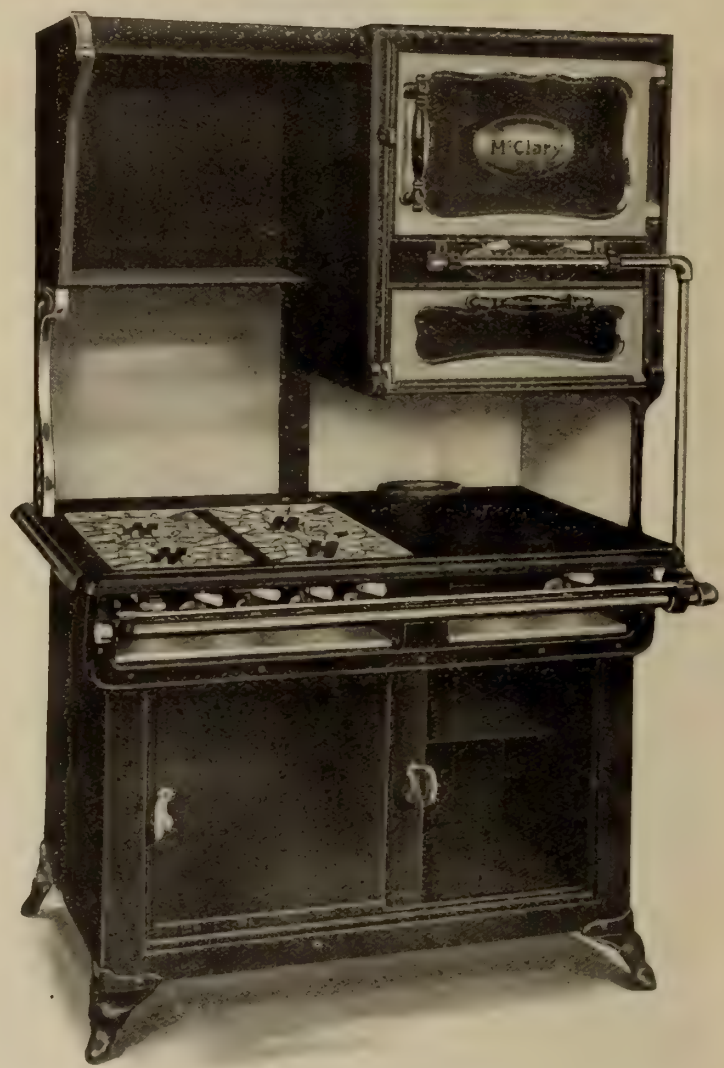
Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon.

McClary's Ship Quick.

You handle the best selling line in Gas Ranges when handling

McClary's 1912 Series

ORDER NOW



Style G, No. 258

NOTE

—The bright black enamel finish that lasts.
—The large cabinet base with double sliding doors and ample shelf.
—The large cooking surface and burnished griddle plate top.
—The white enamelled broiler pan and blue enamelled rack.
—The high-grade quality material, workmanship and finish.
—Quality, finish and quick service help you in business.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

CAPEWELL

HORSE NAILS

The best made anywhere, and the fastest and most satisfactory blacksmiths' selling line of any on the market

Quality

We will not talk about **QUALITY,** because every horseshoer in the land has used **CAPEWELL HORSE NAILS,** and the vast majority are using them exclusively. **THEY KNOW.**

Manufacture

We will not talk about manufacturing facilities and systems, as it is well known that we are the only concern in the Dominion making horse shoe nails exclusively and able to concentrate the whole of our efforts on the perfection of our product.

Service

But we do want to say a few words about the kind of service we are in a position to render our customers, jobbers and retailers. We are not content with selling them a carload, 100 boxes or 20 boxes of **CAPEWELL HORSE NAILS,** as the case may be. Our salesmen, all picked and able men, cover the country regularly and systematically. They create a steady demand for **CAPEWELL HORSE NAILS,** which quality und satisfaction maintain and increase. We see to it that the nails we sell you are marketed promptly and to your satisfaction. We prove all our statements and look after your interests, not spasmodically, but all the year round. This kind of service is expensive and costs us a good many thousand dollars per month. But the volume of our business warrants it, and it is the only kind of **SERVICE** that counts.

By virtue of what we have done, and what we can continue to do in an ever-increasing degree, we solicit your business.

THE CAPEWELL HORSE NAIL CO.

TORONTO **WINNIPEG** **VANCOUVER**

Make Your Store MORE ATTRACTIVE Than Your Competitor's

A More Attractive Store Will Influence MUCH VALUABLE TRADE YOUR Way

A number of our METAL SHELF BOXES when nicely arranged will not only act as drawing cards but will enable your clerks to keep system and give your customers quicker and more satisfactory service.

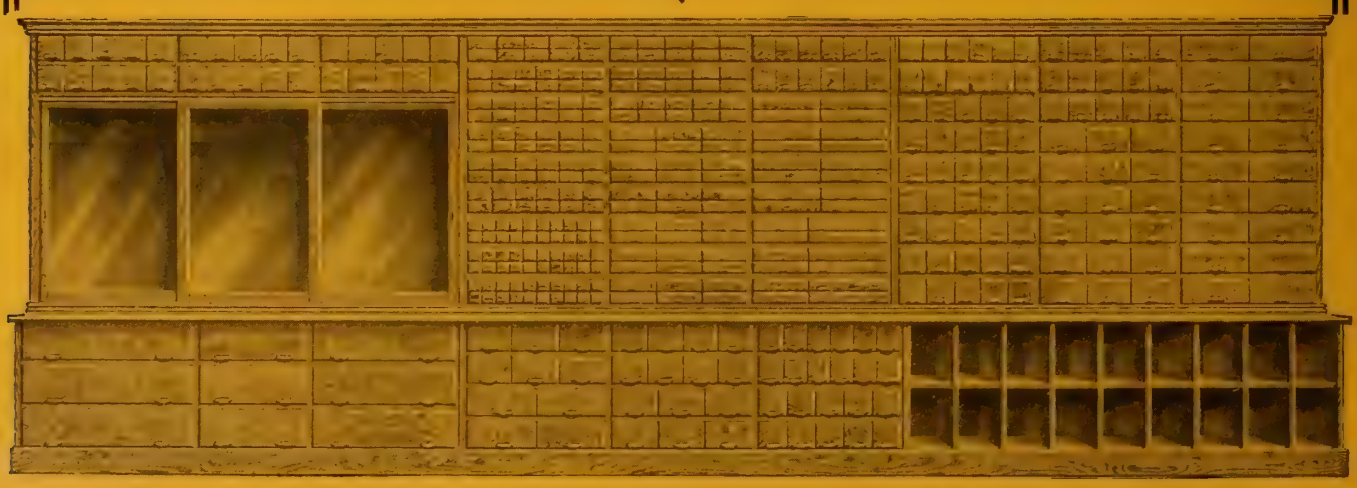
With these Patent Metal Shelf Boxes, the articles are displayed on the outside of each box, a system which greatly facilitates selection by the customer and often recalls needs to him which he would forget were it not for this display.

Great strength prevails in all these boxes—they will last a lifetime. Supplied in any finish desired.

Tell us your requirements and we will sketch a plan for an assortment of boxes and quote you prices on same. We also handle shelving, counters, screw cases, etc.

Write us for Circulars and Prices

Cameron & Campbell, Sole Manufacturers Toronto, Canada



A Stock of "Plymouth" In Your Store—

Means a great deal more for your business than the profit on rope sales. PLYMOUTH Manila rope *attracts* trade and sells itself—together with the many other lines that sympathize.

"My customers drive twenty miles to get the ship trade-marked rope," a dealer writes us. "If they come for a hay-rope, they buy pulleys as well—if they want a well-rope, they also want a bucket. But it's *the rope* that *brings them.*

PLYMOUTH ROPE

"The Rope You Can Trust"

is not merely "one of the ropes" but is, instead, *the one best rope;* a high-grade specialty, offering more strength to stand strain, more length to the pound, and more durability than any other rope on the market. PLYMOUTH rope draws trade that might go elsewhere.

The heaviest demand is always for *best quality.* Many dealers have learned the wisdom of handling PLYMOUTH alone. If you have not, tell your jobber to send a few coils for you to put in stock as a test.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO ST. JOHN MONTREAL WINNIPEG HALIFAX VANCOUVER

Made in Four Sizes and Numerous Styles.

DAVIDSON'S "PREMIER MARATHON" STEEL RANGE

NEVER DISAPPOINTS

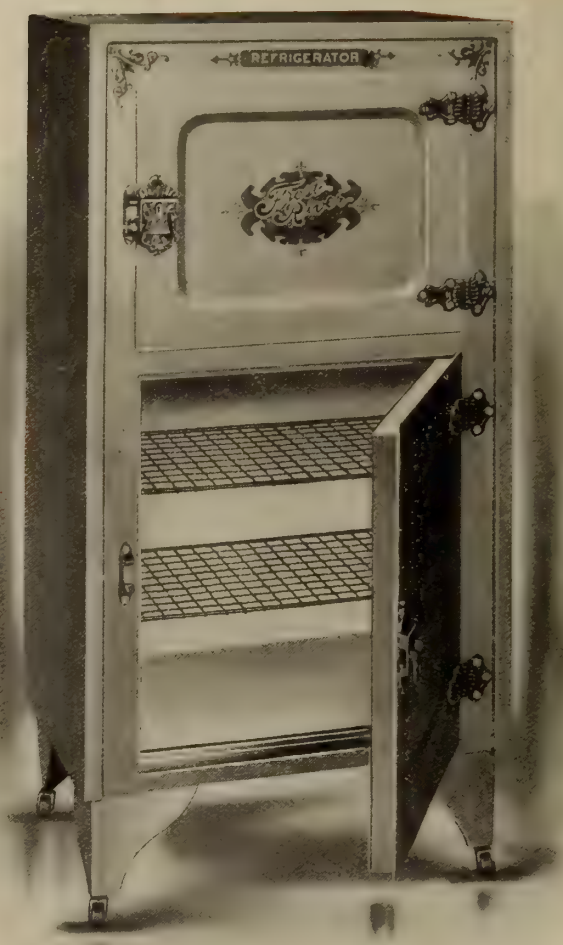
It is easy to understand the reason of its phenomenal success, as it appeals to every fancy and stands first in quality and reliability.

BE PREPARED

and order now for next season's delivery—the women are getting enthusiastic about this Range.

Write us TO-DAY for catalogue with illustrations and prices.

Every Range Guaranteed



FROST RIVER REFRIGERATORS

Made Entirely of Sheet Steel—Galvanized

SANITARY CONSTRUCTION

THE EXTERIOR is finished in White, with decorated panels and corner scrolls.

ALL INSIDE PARTS are removable for cleaning purposes.

THE DRIP PIPE FOR THE WASTE WATER is fitted outside the body and does not pass through the food chamber as usual in other refrigerators.

Economical, Durable, Odorless and Delightfully Dainty and Clean in Appearance.

PRICES QUOTED ON APPLICATION.

The Thos. Davidson Mfg. Co. Limited

MONTREAL WINNIPEG TORONTO

Red S Brand

Window Glass

MIRROR PLATE MAKERS TO THE TRADE

PLATE
SHEET
FIGURED
BENT, MIRROR
STAINED, WIRED
AND
ORNAMENTED GLASS

GLASS BENDERS TO THE TRADE

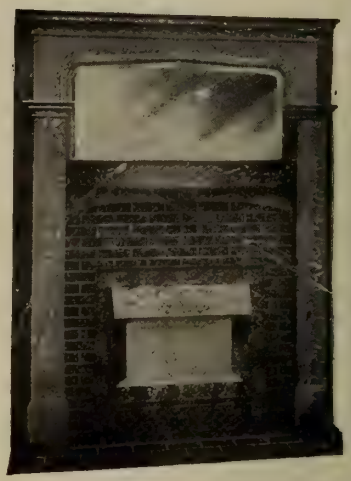
The Toronto Plate Glass Importing Co., Ltd.

Office and Works: Don Roadway, TORONTO

Barton-Netting

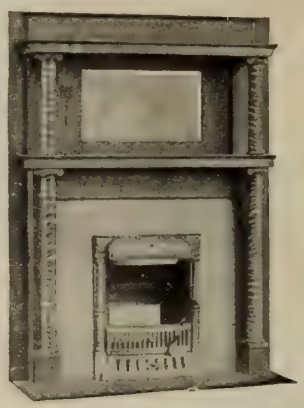
Mantels, Grates & Lighting Fixtures

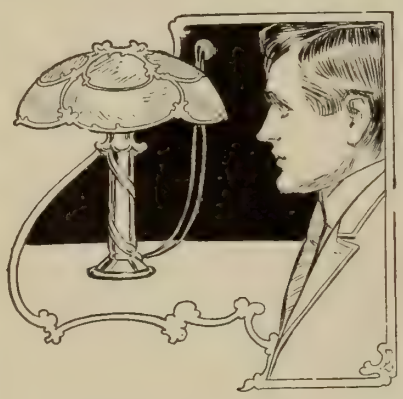
Are of Highest Prevalent Quality and Yield a Profit Worth While.



Mr. Dealer, let us solve that larger profit problem:—There will be no limit to your profits if you handle our line of goods.

There is no need for you to carry a large stock, just keep our catalog on your desk. It contains cuts and descriptive matter of our entire line, which is, we believe, the most attractive and reliable on the market.





When it comes to installing these mantels, let us do the worrying. All you have to do is to send us measurements and we will cheerfully send you full instructions to instal any work of this description. The quality of our goods will appeal to you and your customers. Do not hesitate—write us at once for catalog and proposition.

DO YOU EVER get inquiries for Tile Floors for Bath Rooms, Stores, Theatre Fronts, Hotels, Office Buildings, etc. If so, DON'T TURN THEM DOWN. Get the plans and specifications and send them to us. We will figure, either to furnish you the tile or on the work installed complete. We are installing floor and wall tile everywhere and always have a corps of competent workmen at your disposal.

DON'T FAIL TO GET OUR FIGURES.

The BARTON NETTING CO., Limited

38 OUELETTE AVENUE, WINDSOR, ONT.

LONDON
HIGH GRADE

Never Varies in Quality and Toughness

London Bar Iron is absolutely flawless and is uniform throughout, assuring the buyer intrinsic value for his money.

Our methods of production enable us to produce this high-grade Iron at the lowest prices. It will pay you to sell it---write us at once.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

BAR IRON

Beacon Cold Blast Lanterns

Improved 1912 Pattern

Enlarged Dome Shape Oil Well

Providing better combustion. Holds sufficient oil to burn for twenty-four hours.

Improved Adjustable Bails

Each Lantern is also supplied with our

Beacon Tempered Flint Glass Globes

All the superior points of excellence in our Lanterns of the past have been retained.

Prices on Application

The Sheet Metal Products Co.

of Canada Limited

Successors to

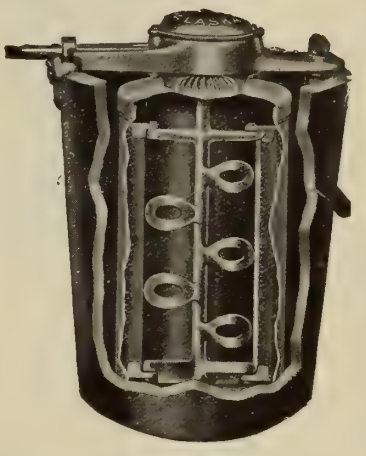
Kemp Manufacturing Company

Montreal Toronto Winnipeg

The 3-MINUTE ALASKA FREEZER

"The freezer with the aerating spoon dasher"

is the easiest freezer to sell because its selling points are irresistible.



THE woman who knows what an Alaska Freezer will do, will buy an Alaska Freezer, and no other. And let one Alaska Freezer get into a neighborhood, and there will be a dozen there before the season is over.

BECAUSE—the Alaska Aerating Spoon Dasher has given a new meaning to ice cream making in the home. It makes smoother, more delicious ice cream than any ice cream freezer ever made before.

This isn't a mere assertion. The aerating principle—the open mesh of the egg-beater or the beating spoon—is familiar to every housewife.

But this isn't all. The Alaska has other points that no housekeeper can resist.

It is a *real* 3-minute freezer. No other freezer makes perfect ice cream so quickly. It operates much more easily than any other freezer made. It is the first freezer to transform ice cream from HARD WORK TO NO EFFORT WORTH TALKING ABOUT.

WRITE FOR PRICES

The SHEET METAL PRODUCTS CO. of Canada Limited

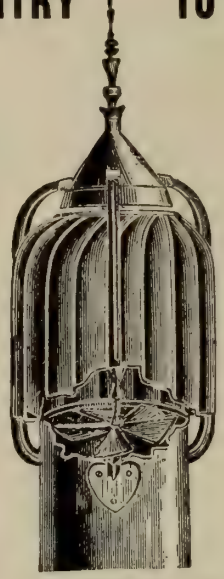
SELLING AGENTS FOR CANADA

MONTREAL TORONTO WINNIPEG

Look Where You Will

FROM ONE END OF THE COUNTRY TO THE OTHER, YOU WILL SEE

THE J. W. HARRIS ROTARY VENTILATORS



J. W. HARRIS ROTARY

They are acknowledged, by all who know, to be the best obtainable, and the reason for their popularity is that they are made to give satisfaction and made to last.

They keep all buildings clean, wholesome and healthy and are insurance against bad air. Architects and builders everywhere specify these ventilators because they never fail.

HARDWAREMEN SHOULD BE READY TO MEET THE DEMAND

Here are a few Testimonials

Montreal, Jan. 21st, 1909.

J. W. Harris Mfg. Co., Ltd., Montreal

Gentlemen :—

Your favor of 11th inst received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,

EDWARD MAY,
434 Elm Ave.

St. John, N.B.
February 8th, 1909,

J. W. Harris Mfg Co., Ltd., Montreal

Gentlemen :—

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from you Company.

Yours truly,

J. E. WILSON Limited.

Montreal, Dec. 4th, 19 9

Messrs. J. W. Harris Mfg. Co., Ltd.,
City

Dear Sirs :—

In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,

W. CHAMPAGNE,
191 St. Paul St.

Montreal, Dec. 4th, 1905
J. W. Harris Mfg. Co., Ltd.
Montreal, Que.

Gent'emen ;—

It pleases me to be in a position to state that the "Zephyr" Ventilator placed on my chimney is giving me the greatest satisfaction.

The smoke which we used to have in the house has completely disappeared owing to the good work of your "Zephyr" Ventilator

I remain, gentlemen,
Yours truly,

T. A. GAUTHIER,
128 St. Elizabeth St.

Write To-day for Handsome Booklet on Ventilation. It's Free.

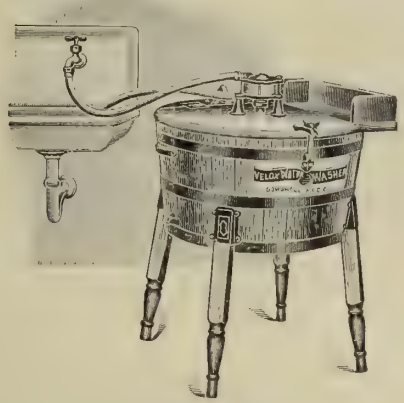
THE J. W. HARRIS MFG. CO.

CONTRACTORS :: MONTREAL LIMITED

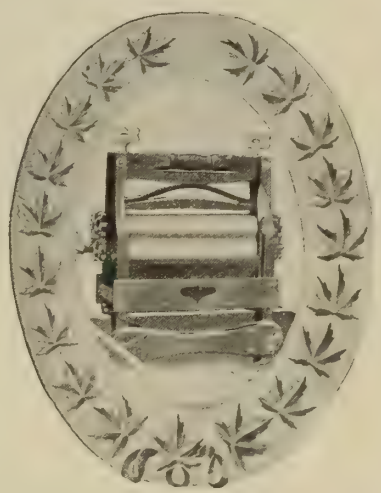
The CUMMER-DOWSWELL Line of Washing Machines, Wringers, Churns, Etc.

Made at Hamilton, Ont., is known to Householders from Coast to Coast

Snowball



Velox (Power)



Superior (Laundry)

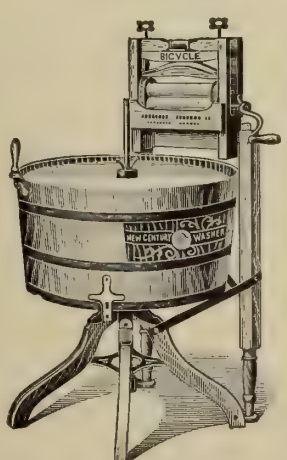
Operated by either HAND OR POWER

Playtime

Sovereign

Warranty

Jupiter



New Century "B" (Hand)

Noiseless

Eastern Agents:
W. L. Haldimand & Son
MONTREAL

Western Agents:
H. F. Moulden & Son
WINNIPEG

Gears cut from solid steel bar and made file hard.

Dust and dirt proof. Every moving part enclosed but crank handle and cutting plates.

Gears all enclosed, protected and running in oil.

6 feet of new style, light, easy running flexible shaft.

The celebrated Stewart single tension clipping head. Cuts cleaner and stays sharp longer than any other.

Every machine guaranteed to please the user.

The Stewart Ball Bearing Clipping Machine

Clips Horses, Mules or Cows

This machine is produced under the most exacting conditions and in the world's most perfectly equipped clipping machine factory.

It sells more extensively in England where it is widely imitated, than any other.

Innate quality and a superb record for smooth cutting and long lasting has made it the premier clipping machine in every country.

It makes satisfied customers—the best asset that any dealer can have.

Order from your jobber.

Write us for complete catalog showing the world's largest and most complete line of clipping and shearing machines.

CHICAGO FLEXIBLE SHAFT COMPANY
250 ONTARIO STREET, CHICAGO

Are You Looking for a

Satisfactory Wall Covering?

where the factors are

ECONOMY
DURABILITY
CLEANLINESS

If you are, our

Prepared Decorative Burlaps

will interest you.

Double Sized and Oil Coated Burlaps, made in widths of 30, 36, 45, 54, 72 and 90 inches; length of rolls, 30 yards.

Dyed Burlaps, made in widths of 36 and 72 inches only; length of rolls, 25 or 50 yards.

HARDWARE DEALERS will find a big demand at this season for our **Burlaps,** and a stock on hand will prevent disappointment to their customers.

WRITE FOR SAMPLES AND PRICES

Manufactured by

The DOMINION OIL CLOTH CO., Limited

Montreal

The Right Goods—Quickly Shipped

The Busy Tinsmith, who deals with us, will never be disappointed at not receiving his shipments on time. We make a specialty of prompt shipments, all orders being filled the day they are received.

Try us with your next order for

EAVETROUGHS

Round, Square, or Corrugated Conductor Pipe, Elbows, Cornices, Crimped Iron, Skylights, Ventilators, Galvanized Iron Sheets, Corrugated Iron Roofing and Siding

Our Eavetrough and Conductor Pipes have established a high reputation for uniformity of quality and make. No time is lost on the job getting them together.

In this respect alone our goods will save you a lot of money.

May we quote you on your next order? Upon our prices, goods and methods we rely to secure your future orders.

WHEELER & BAIN

The Quick Shippers

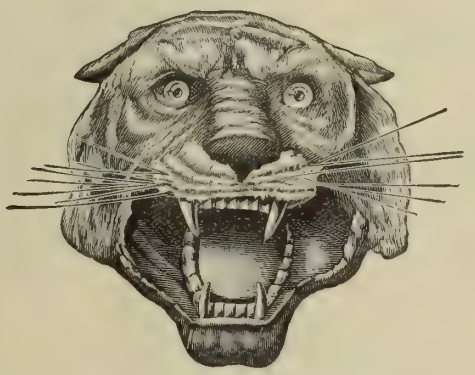
Toronto, Canada.

The

Steel Company of Canada

Limited

WHITE LEAD



Tiger Brand

MEANS

PURITY

The name TIGER is a guarantee of quality.

For over forty years this brand has been considered by the leading painters in Canada to excel all others in quality and durability.

Send trial order now. It will convince you that once used they will buy no other.

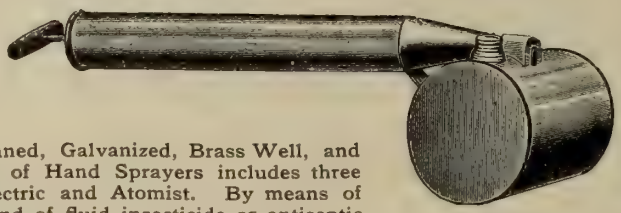
District Sales Offices:

Hamilton Toronto Montreal Winnipeg

W. A. MacLennan, Vancouver, B.C.
J. B. H. Rickaby, Victoria, B.C.
H. G. Rogers, St. John, N.B.
Geo. D. Hatfield, Halifax, N.S.

SPRING SPECIALTIES

WRIGHT'S SPRAY PUMP



Plain Tin, Japanned, Galvanized, Brass Well, and All Brass. Our line of Hand Sprayers includes three styles—Wright's, Electric and Atomist. By means of these Sprayers any kind of fluid insecticide or antiseptic preparation may be applied.

"CANADA" FLY KILLERS

Velvet edged—kills but does not crush. Will not scratch nor soil the most delicate surface. Will not break glass. Japanned surface, wooden handle. Total length, 18 in. Packed 1 doz. in box—1 gross in case.

WATERING CANS

Plain Tin, Japanned and Galvanized, Detachable Zinc Roses with threaded connection—cannot drop off. See our 1912 pattern before you order.

No. 705 OILER

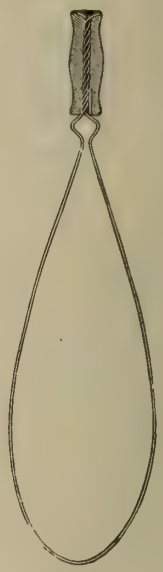
With 1½ in. opening, Plain Steel, Coppered or Japanned and Stencilled. Write for prices and description of our line of Oilers.

Our "SUMMER SALESMAN" is now being mailed. Have you received your copy? If not, drop us a card.

"COMET" HOT BLAST TUBULAR LANTERN.

Plain or Japanned. With or without dash attachment. The Pressed Tubes, Inside Lift and Dome Well of the "Comet" are features taken from our No. 4 Cold Blast. Packed 1 dozen in a box. Order sample dozen.

We solicit your enquiries for description and prices of our goods, and will give you full information if you tell us what you want to know.

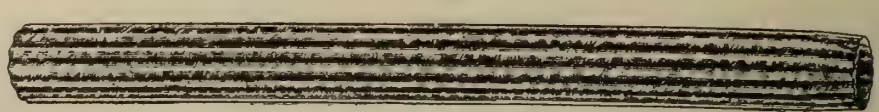


No. 1 CARPET BEATER

Our stock of the "Anton" and Nos. 1, 2 and 3 Beaters is large, and by ordering now your order will be filled complete and promptly.

CONDUCTOR ELBOWS

Plain or corrugated, 2, 3, 4, 5 and 6 inch. Shoes and Elbows, and made at all angles.



CONDUCTOR PIPE

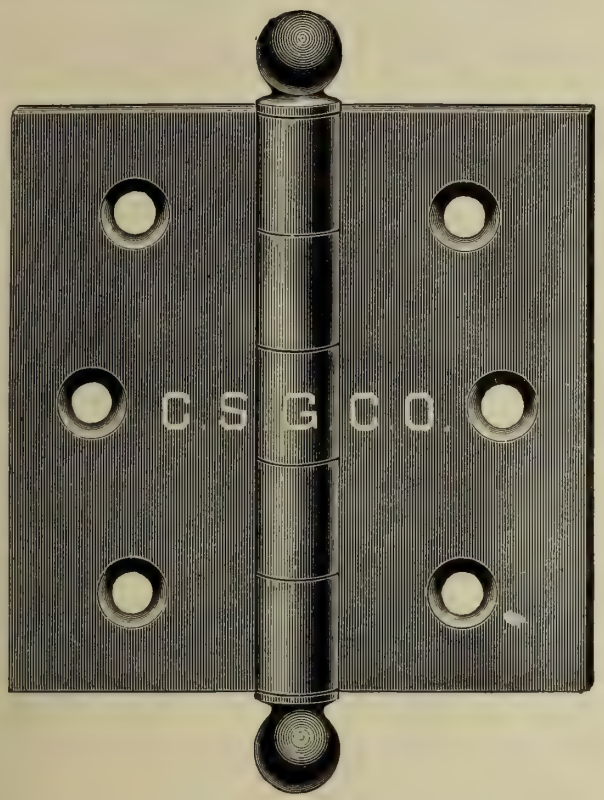
Plain or corrugated, 10 ft. lengths. 2, 3, 4, 5, and 6 inch.

When buying new tools for your tinshop give us an opportunity to figure

E. T. WRIGHT & CO., Hamilton, Canada

(H. G. WRIGHT)

Agencies at Winnipeg, Vancouver and Toronto



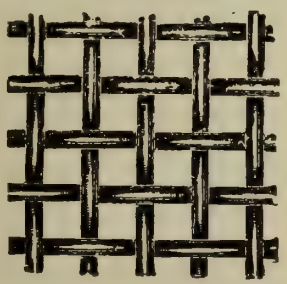
LOOKS GOOD

CRESCENT BRAND

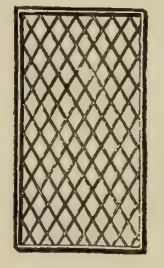
C S G Co.

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.



Wire Cloth—There is no kind of Wire Fabric required in the production of any machine or manufactured article that we cannot furnish.



Window Guards for factories and public buildings

Wire Baskets for all Purposes.

WIRE CLOTH

Perforated Sheet Metals
General Wire and Iron Work
of the Highest Quality.

Let us send you a trial order to prove this claim.

"After you know" you will become our steady customer.

Complete catalogue on request.

Sand and Gravel Screens.

Contractors' Hand Sieves.

These are seasonable lines to take up with your contracting friends.

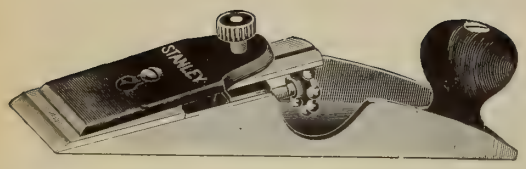
Canada Wire and Iron Goods Company

HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

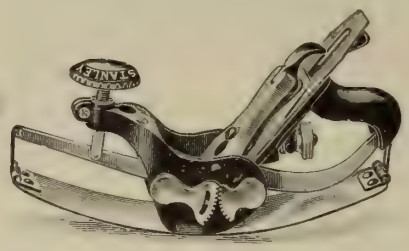
Stanley Tools

are to be found in almost every tool box in every civilized country. Known the world over for quality and for adaptability to all requirements.



No. 97—CABINET MAKERS' EDGE PLANE—A handy tool for piano makers, cutter being at extreme end of plane gives the tool the form of a chisel. Will work up close in corners.

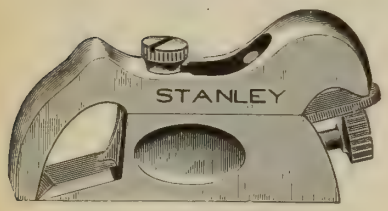
No. 113



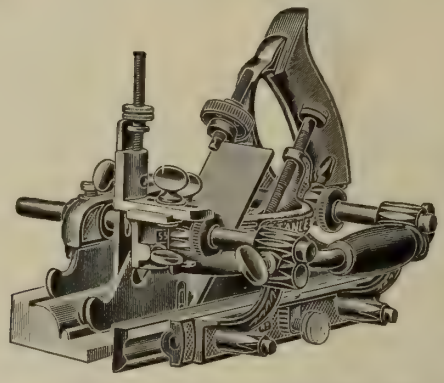
CIRCULAR PLANE, WITH A GRADUATED SCALE FOR SETTING THE FACE. 1¾ inch Cutter, can be accurately adjusted for planing the inside or outside of circles.

No. 90

CABINET MAKERS' RABBET PLANE



FOR USE WHERE EXTREME ACCURACY IS REQUIRED. THE SIDES AND BOTTOM ARE SQUARE WITH EACH OTHER, CAN BE WORKED RIGHT OR LEFT HAND, ADJUSTABLE THROATS, HANDY SIDE GROOVE FEATURE, 4 INCH LONG 1 INCH CUTTER.



No. 55

SO COMPLETE THAT IT IS A REGULAR PLANING MILL

No. 55 IS A BEADING PLANE, PLOW, DADO, RABBET, FILLISTER, MATCH, SASH and SPLITTING PLANE, ALSO A SUPERIOR MOULDING PLANE, will accommodate cutters of almost any shape and size.

We ship this tool out with 52 assorted cutters. 41 other cutters can be had on special order.

WRITE FOR COMPLETE STANLEY CATALOGUE

Caverhill Learmont & Co

WHOLESALE DISTRIBUTORS

MONTREAL

Caverhill Learmont & Co

MONTREAL

Distribute the Well-known

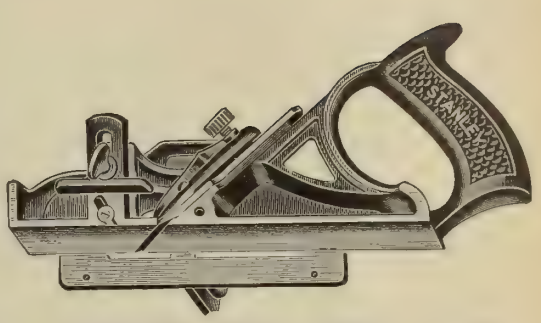
STANLEY TOOLS

that all Skilled Mechanics insist on having.

MANUFACTURED BY

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

THERE ARE NO SUBSTITUTES FOR THESE

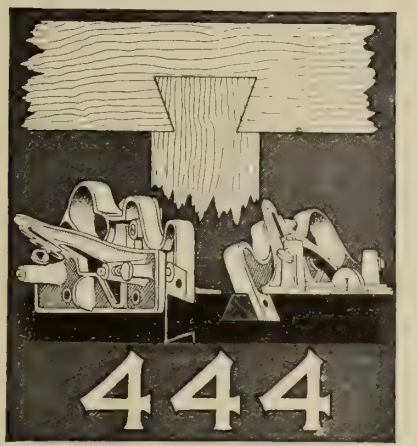


No. 289

SCREW CUTTER FILLISTER AND RABBET PLANE

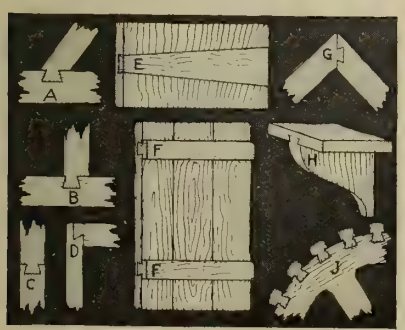
Can be used for Right or Left Hand Work. Width of Cut can be Regulated.

No. 444 Dovetail Tongue and Groove Plane



Carpenters can now make their own DOVE-TAILS

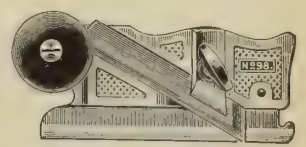
No. 444 IS SIMPLE IN OPERATION AND FILLS A LONG-FELT WANT. IT IS NOT NOW NECESSARY TO SEND TO A FACTORY TO GET THIS WORK DONE. OUR ILLUSTRATION WILL SHOW A FEW OF THE MANY WAYS THIS TOOL CAN BE USED.



JUST SHOW THIS CUT TO YOUR CARPENTER CUSTOMERS

No. 98

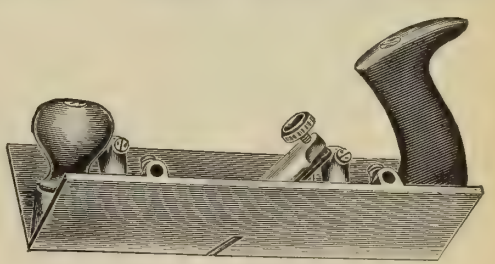
SIDE RABBET PLANE

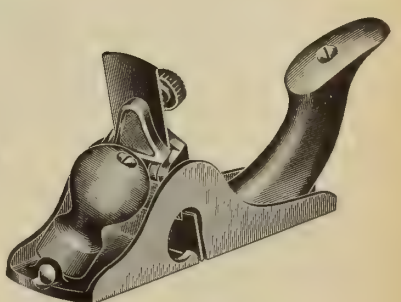


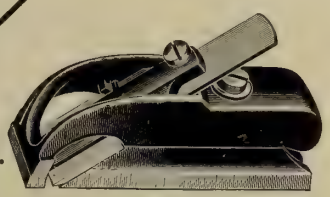
Reversible Nose Piece enables operator to use plane up close in corners. 4 inch long ½ inch cutter. Right or Left Hand, not reversible.

No. 57 CORE BOX PLANE

For making circular core boxes 10 inch long, 7/8 in. cutter.







No. 75

BULL NOSE RABBET PLANE

BED ROCK PLANES

For Fine Work on all Woods

No. 85

Cabinet Makers' Scraper Plane

LEADED ART GLASS

of Highest Quality

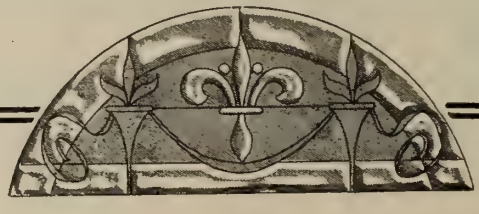
WE are the largest manufacturers of LEADED ART GLASS in Canada and have the facilities for turning out glass of every description for building purposes, at a price that is RIGHT.

All orders receive prompt attention and immediate shipment from any of our four warehouses—try us for service and quality. We guarantee absolute satisfaction.

WRITE US FOR CATALOGUE AND PRICES AT ONCE.

The Hobbs Manufacturing Co., Limited,

LONDON WINNIPEG MONTREAL **TORONTO**



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has a Real, Live, Up-to-date

WHOLESALE HARDWARE HOUSE

OUR LOCATION for shipment by water and rail gives us easy access to Northern and New Ontario.

OUR FREIGHT SERVICE on three branches of the Grand Trunk gives first-class connection to all older Ontario points.

We carry general **SHELF HARDWARE** and **HEAVY HARDWARE.** We can supply your wants as well as any **WHOLESALE HOUSE** in Ontario.

OUR PRICES are right. **OUR SERVICE** is the best.

Send us an order and you will come again. Correspondence invited.

We ship positively the same day as we receive your order.

WHITES LIMITED

WHOLESALE HARDWARE AND METALS

Wholesale Only

Collingwood, Ont.

"GALT" STEEL CEILINGS

Can be handled with profit

DURING ANY SEASON

Let us send you circulars for distributing and instructions for going after this business.

THE GALT ART METAL CO., LTD.

GALT, ONTARIO and WINNIPEG, MAN.

Our New PRICE LIST A-17

Gives Competing Prices with 25% discount to the "Trade"

A PROFITABLE LINE

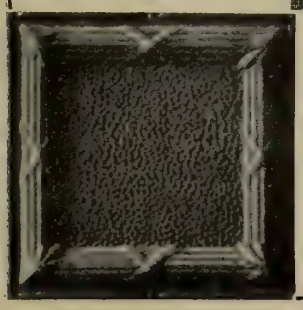
Special "Galt" Features

Machine Cut Beads after dies are cast.

Free Wood Brackets with Cornices and Mouldings.

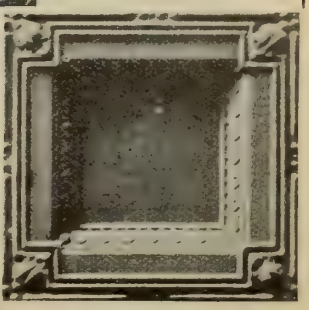
Special Instructions for erecting.

Nails, plans and Estimates Free.



BRANCHES and DISTRIBUTING AGENTS

1—WINNIPEG, Man., The Galt Art Metal Co., Ltd., 439 Henry Ave.
2—CALGARY, Alta.,.....Gorman, Clancey & Grindley
3—EDMONTON, Alta.,.....Gorman, Clancey & Grindley
4—VANCOUVER, B.C.,.....D. R. Morrison, 714 Richard St.
5—FORT WILLIAM, Ont.,.....Fife Hardware Co.
6—MONTREAL, Que., Wm Gray Sons-Campbell Ltd., 583 St. Paul St.
7—QUEBEC, Que.,.....J. L. Lachance Ltd., 253 St Paul St.
8—FREDERICTON, N.B.,.....R. Chestnut & Sons
9—ST. JOHN, N.B.,.....Estey & Co.
10—HALIFAX, N.S.,.....General Contractors' Supply Co.
11—MONTAGUE, P.E.I.,.....Montague Sash & Door Factory

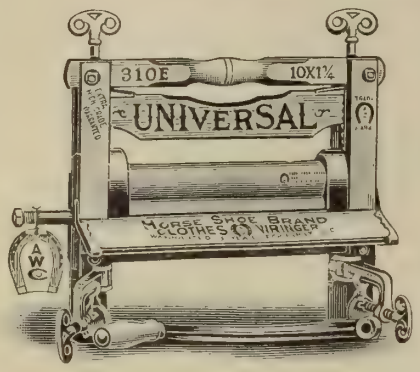


NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBER STREET, NEW YORK

THE LIGHTNING AND BLIZZARD

FREEZERS

stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.

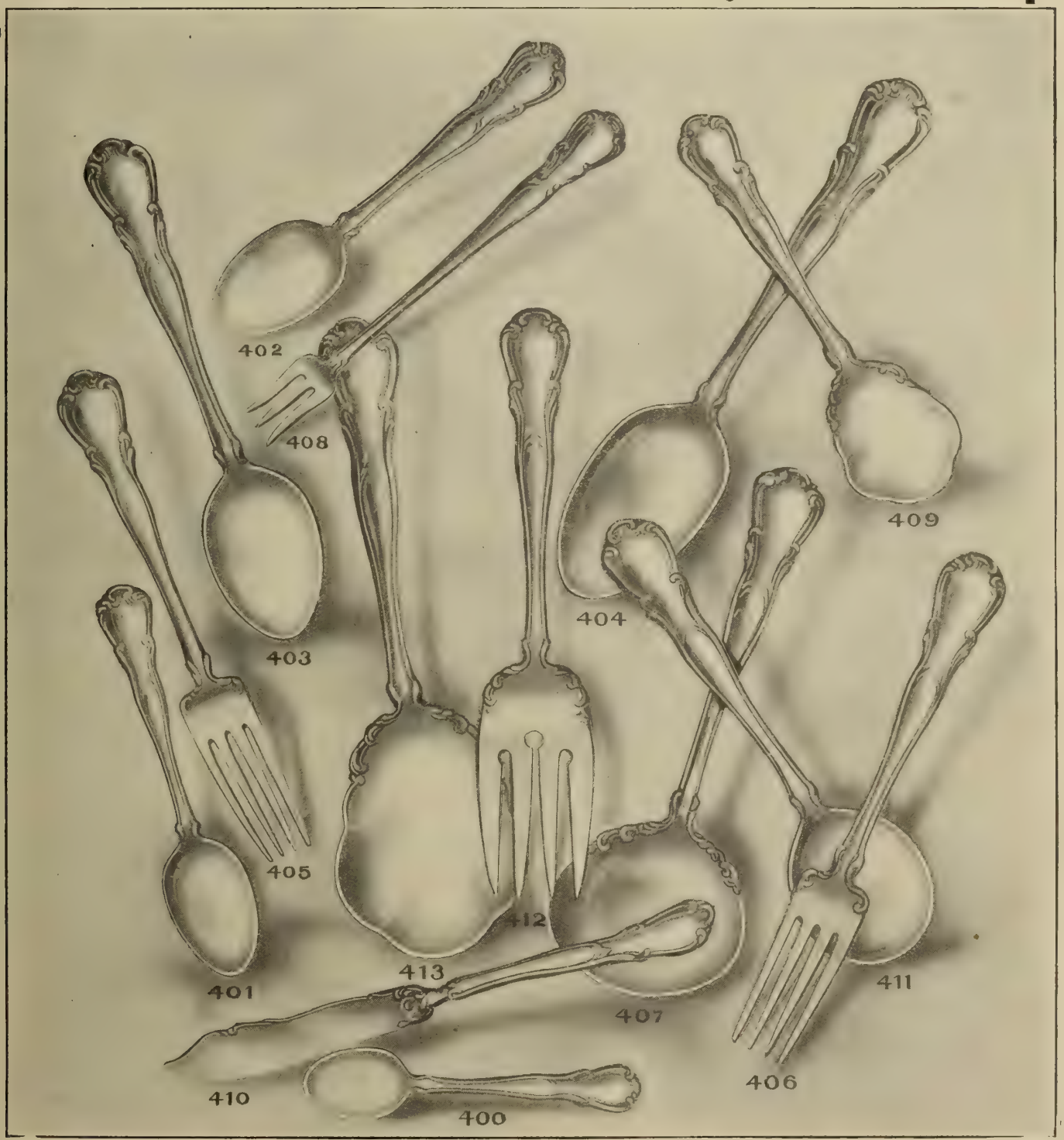
Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

High Grade Cutlery, Electro-Plate and Solid Nickel-Silver Flatware

LEONORA PATTERN



One of our patterns that has become most popular and is a profitable line for the Canadian Hardware Store.

The McGlashan, Clarke Co., Ltd., Niagara Falls, Can.

AGENTS:—J. MACKAY ROSE, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
DAVID PHILIP, 291 Portage Ave., Winnipeg, Man. BEN. J. ROGERS, Charlottetown, P.E I.

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F.O.B. Prices Quoted to Any Point in Canada

Galvanized Iron and Black Sheets

Tin Canada and Terne Plates

Tinned Sheets, Angles, Tees, Etc.

HENRY ROGERS, SONS & CO.

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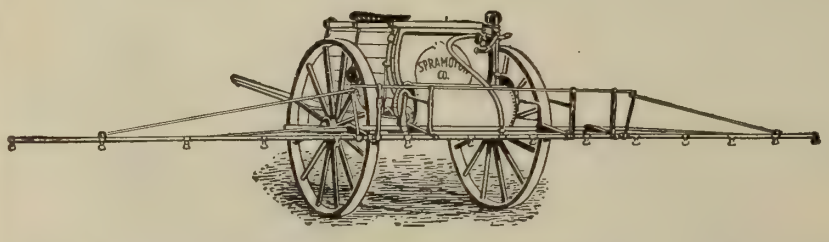
WOLVERHAMPTON and SHEFFIELD

CANADIAN BRANCH: 6 ST. SACRAMENT STREET, MONTREAL

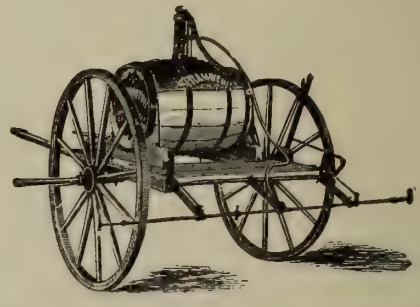
Something Every Farmer Is Looking For

Horse Power SPRAMOTOR



The Horse Power Spramator shown above will thoroughly spray 2 acres of potatoes or row crop in 30 minutes. The horse does all the work. 12 nozzles that will not clog, spraying both tops and vines with 125 pound pressure, get after the parasites. Full control from the driver's seat. Has automatic regulator and agitator nozzle protector, pressure relief, 12 gal. air pressure tank, draining, air and controlling cocks. Equally efficient on row crops or orchards. Made for 1 or 2 horses or hand. Awarded gold medals at National Horticultural Congress.

Hand Power SPRAMOTOR



Nos. 1 and 2 with horse-drawn cart, can be used for orchards, vineyards, row crops, or weed spraying. As shown, it is arranged for row crops and weeds, but all attachments are interchangeable. Has steel axle, 52 inch wheel of best hardwood, adjustable width of track and rows, all brass spramotor, with brass ball valves, mechanical agitator, compensating plunger. All of the highest grade throughout, for one horse only. 2 Gold Medals National Horticultural Congress.

We have an interesting money-making proposition for every wide-awake dealer. Write for it at once—it will pay you. Write for booklet on "How to destroy crop pests."

R. D. HEARD, 1382 King Street,
LONDON, CANADA

"Reliability in Rubber"

RUBBER GOODS
FOR THE HARDWARE TRADE

We make Hose of all kinds; Packings to suit every requirement; Belting for all purposes; Tubing, Valves, Valve Discs, Force Cups and Plumbers' Supplies, Wringer Rolls, Rubber Mats and Matting, Stair Treads, Interlocking Rubber Tiling, Etc., Etc.

SEND FOR CATALOGUE AND BOOKLETS.

The Gutta Percha & Rubber Mfg. Co.
of Toronto, Limited

TORONTO, MONTREAL, HALIFAX, WINNIPEG, CALGARY, VANCOUVER
SYDNEY, MELBOURNE AND PERTH, AUSTRALIA

James Hutton & Co., Montreal, P.Q.

Representing

JOSEPH RODGERS & SONS, LIMITED, Sheffield, Manufacturers of the Finest Cutlery in the world. Cutlers to H.M. King George V.

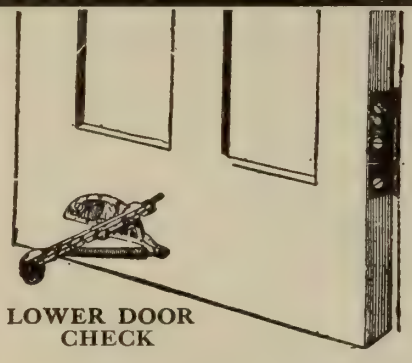
BURROUGHES & WATTS, LIMITED, Billiard Table Manufacturers by special appointment to H.M. King George V.

W. & S. BUTCHER, Sheffield, Razors, Files, etc. Real quality goods.

STEEL, PEECH & TOZER, Sheffield, Steel Axles, Tyres, and Spring Steel. "Phoenix" Locomotive Spring Steel—Canada's Standard.

THOS. GOLDSWORTHY & SONS, Manchester, Eng., Putty Powder, Emery, and Emery Cloth of finest quality.

THOS. JENKINS & CO., Birmingham, Eng., Fusees and Fog Signals.



LOWER DOOR CHECK

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

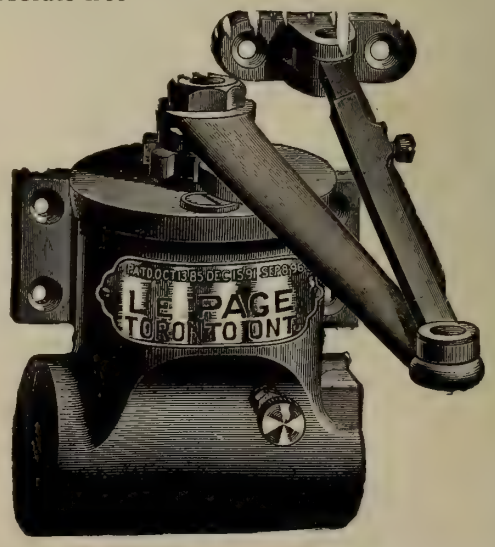
The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.



WM. KEATING

266 MACDONALD AVE. TORONTO

Guaranteed

TACKS

and Small Cut

NAILS

WE MAKE A SPECIAL FEATURE OF

Brass Plating and Electro Tinning

It will pay you to communicate with us at once. Our prices will appeal to every user and allow you good profits.

Do not hesitate—our service is prompt and efficient.

Dominion Tack and Nail Co. Ltd., GALT, ONTARIO

TO CANADIAN BUYERS:

McKechnie Brothers

are prepared to quote attractive prices for the shipment of the undermentioned lines in lots or made up into suitable parcels to the order of commission houses or against approved drafts.

PROMPT SHIPMENTS

Accuracy of Section and Quality Guaranteed

MANUFACTURERS OF

EXTRUDED BRASS RODS and SECTIONS, any shape or design—Round, Hexagonal, Square, Flat, Channel, Casement, Hinge, Etc. GUN-METAL, BRONZE and BRASS INGOTS, to any specification. TINMEN'S, PLUMBERS' and WIRE SOLDERS' ANTI-FRICTION METALS.

Metal Works: Retten Park Street, BIRMINGHAM

LONDON: EMERSON STREET, SOUTHWARK

NEWCASTLE: 90 PILGRIM ST. MANCHESTER: TRAFFORD PK.

SMELTING WORKS—WIDNES, LANCASHIRE

"SPOONER'S COPPERINE"

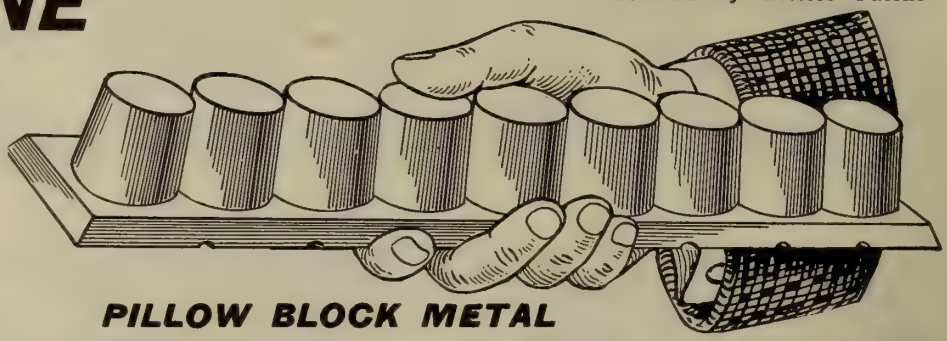
TOUGH HARD FINEST NO. 1 " 2

NICOLUMINAM BABBITT NO. 1, 2, 3.

STAND HEAVIEST GANG JOURNALS FIVE TO TEN YEARS

NO HOT BOXES

Covered by Letters Patent



HARDWARES—Halifax to Vancouver.

PILLOW BLOCK METAL

NEVER ANYTHING BETTER NEVER WILL BE

There's a Big Demand Among Miners and Sportsmen

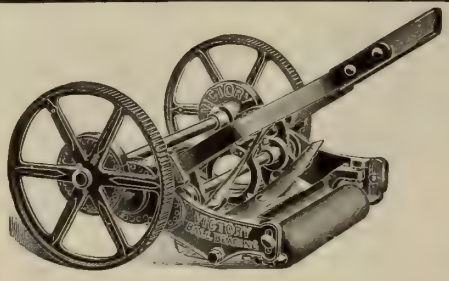
for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

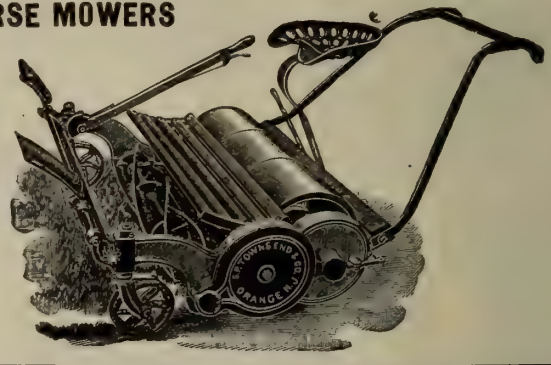


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



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S. P. Townsend & Co.

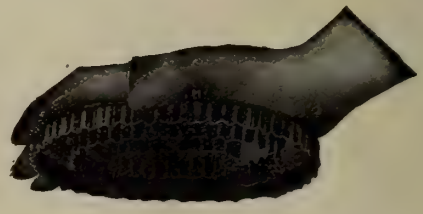
ORANGE, N. J.

ECLIPSE CURRY COMB Three Solid Pieces

EASY TO USE EASY TO CLEAN

COMBS THOROUGHLY YET SMOOTHLY

For sale by all Wholesale Hardware and Harness Dealers



MANUFACTURED BY

The Eclipse Manufacturing Co., Limited, Ottawa, Canada

BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from

MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

Elite Cut Glass

ELITE

Means Perfection in Cut Glass

Perfection in Blanks and Perfection in Cutting. There are **no pressed Blanks used in our Factory.**

The accompanying Cut shows our Jewel Pattern, the best seller in the market to-day. Write for list of prices on the full line. Complete catalogue on request.

If you are interested in the process of Cutting High Grade Cut Glass, write for our Booklet "Cut Glass Facts."

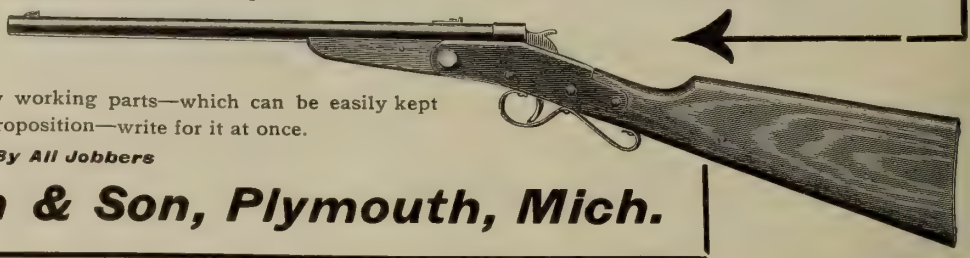
Gowans, Kent & Co., Limited

Toronto

You Can Hit The Increased Prosperity Mark

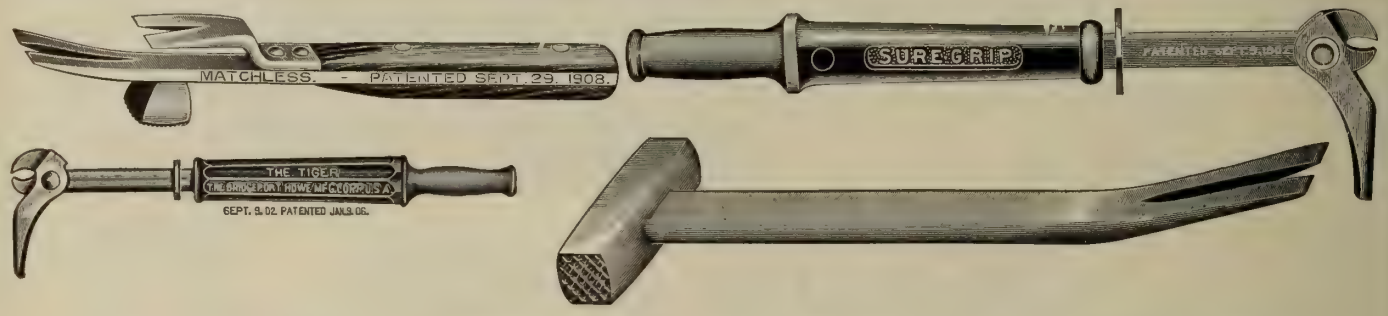
By recommending and selling the **HAMILTON RIFLE**

The "HAMILTON" is beyond all doubt the best rifle for the price on the market. Its finish, construction and design make it a very attractive line to handle—a line that sells on sight and meets with complete approval wherever used. The "HAMILTON" has few working parts—which can be easily kept clean. You will be interested in our proposition—write for it at once.



For Sale By All Jobbers

C. J. Hamilton & Son, Plymouth, Mich.

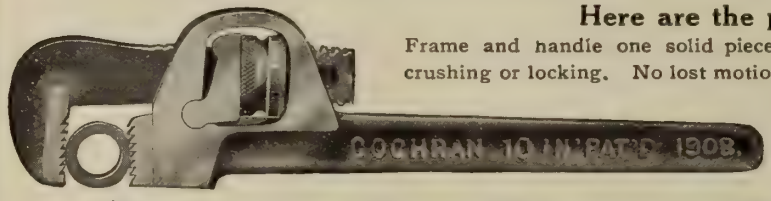


Write us for CIRCULARS, CATALOG, PRICES.

The Bridgeport Hardware Mfg. Corp.

BRIDGEPORT, CONN., U.S.A.

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a **wrench** show.



Here are the points. You be the judge.

Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.
Proof against all side-pull injury
Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

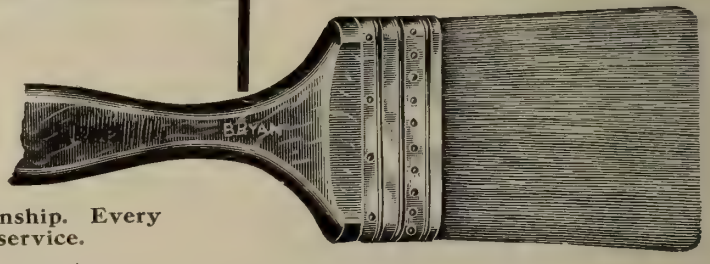
Canadian Branch: 70 George St., Ottawa

For Clean, Satisfactory Profits

SELL OUR

BRUSHES

For Painters, Factory, Household and Stable



They cannot be equalled in quality, finish and workmanship. Every article is sold under an absolute guarantee of good service.

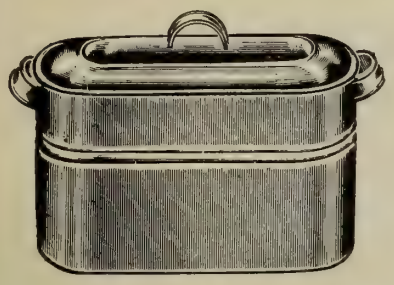
Do not fail to get our proposition—it means money to you.

ILLUSTRATED CATALOGUE YOURS ON REQUEST.

Thomas Bryan, Limited, - London, Canada

Western Representatives *Winnipeg Paint & Glass Co., Limited, Winnipeg, Calgary and Edmonton.*
W. N. O'Neil & Co., Vancouver.

WASH BOILERS That Will Prove Rapid Sellers



These boilers are positively hand made from start to finish.

Each one has a heavy steel wire rod which assures strength and durability.

All seams are carefully soldered. We make all grades of Copper, Tin and Galvanized ware, each guaranteed to give the buyer his money's worth.

Write for catalog on all our lines—our prices will interest you.

SOREN BROS., Cor. King & Niagara Sts., Toronto

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

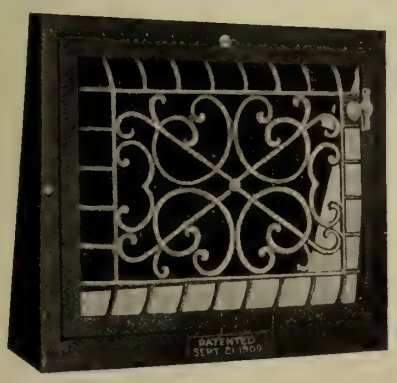
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

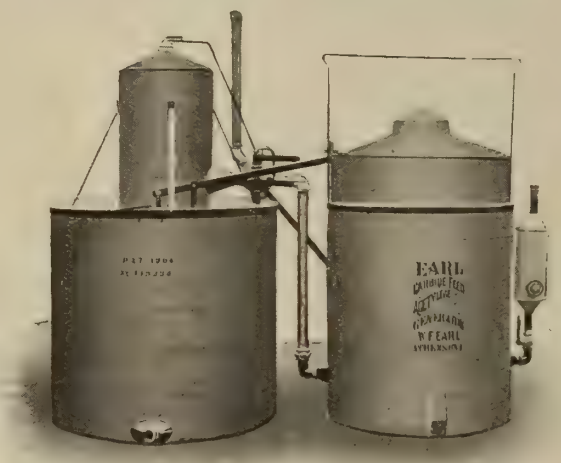
The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario

Acetylene Generators



"The best by every test."

For long and satisfactory service the "EARL" has no equal.

Send for booklet. It fully illustrates and describes our Acetylene Generators, our method of LIGHTING WITHOUT MATCHES and many exclusive features found only in the "EARL." Sizes 5 to 5000 lights.

W. F. Earl, Patentee and Manufacturer **Athens, Ont.**

Air-O-Lite Lamp

A Necessity in the Modern House.

Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

Write for full particulars and prices.

The Rochester Lamp Company

TORONTO, ONTARIO

JAMES CARTLAND & SON

BIRMINGHAM, England LIMITED

Also LONDON, GLASGOW, CAPE TOWN and SYDNEY, N.S.W.

Contractors to the Admiralty and War Office

Original Patentees and Manufacturers of

CARTLAND'S PATENT HELICAL, CLIMAX, AND RELIABLE DOOR SPRINGS

DOUBLE ACTION

5753 IRON

3 in..... 4/3
4 " 6/-
5 " 8/6

5754 BRASS

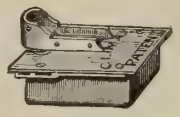
3 in..... 6/9
4 " 10/-
5 " 14/-
per pair.

5355 IRON

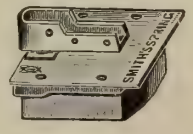
4 in..... 23/6
5 " 32/-
6 " 40/-

5356 BRASS

4 in..... 40/-
5 " 53/-
6 " 65/-
per dozen.



2401
With 2 in. Shoe,
18/- each.



2860
With 2 in Shoe,
26/- each.

Manufacturers of every description of

BUILDERS' CABINET, FANCY AND NAVAL BRASS FOUNDRY

FANLIGHT OPENERS AND GEARINGS OF EVERY KIND

Architects' Own Designs and Special Requirements Carefully Executed

Our new Catalogue, 1911 edition, fully illustrated, mailed free on application to Wholesale Hardware Merchants.

WESTERN DEALERS

Our advertising campaign is now in full swing. It's going to bring orders right to your store.

Be ready! Any Western jobber can fill your orders from fresh stock.

X CELL

DRY BATTERIES

will give your customers highest satisfaction.

We believe that's what you want.

"The cell you're safe in selling"

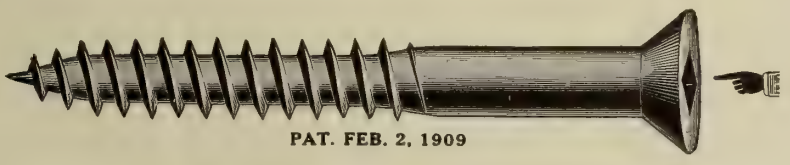
CANADIAN CARBON CO., LIMITED

WINNIPEG

ROBERTSON SOCKET HEAD WOOD SCREWS

The hardwareman who is wide awake can make excellent profits by boosting this new wood screw.

The square hole, into which a specially made screw driver fits, has become extremely popular with every user. With this the woodworker can do the work in less time and without danger of destroying the wood, as the screw driver cannot slip.



PAT. FEB. 2, 1909

We are also manufacturers of Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire, etc.

Write for catalog and prices

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.

Common Pulley Extension Ladder

SUITABLE FOR FRUIT PICKING AND GENERAL USE

This Ladder can be instantly taken apart, making two single ladders. The ladder is self hooking and self releasing, is very light and strong, being reinforced with wire cable on the back.

Made of Clear Norway Pine, Malleable Iron Castings, Hardwood Rungs, and nailed together.

STOCK SIZES

20, 24, 26, 28, 30, 32, 36 and 40 ft.

Average Weight, 2¼ lbs. to the Foot

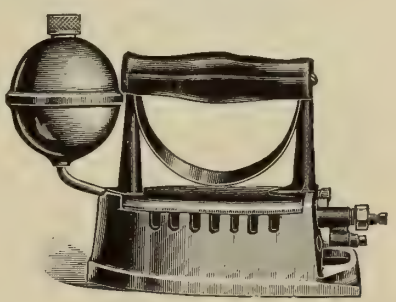
SEND FOR CATALOGUE

McFarlane Ladder Works

158 and 160 River St. :: Toronto, Ont.

Tel. Main 2038

An IDEAL Iron is the "IDEAL"



Hardware dealers who stock the **"IDEAL" Self Heating Sad Iron** will find it one of the best sellers for many reasons—principally because it is reasonable in price and gives absolute satisfaction under all conditions. It always has the right amount of heat at the right time—in the right place—and in addition, the heat can be increased or decreased, as desired.

Better send for Catalog and ask us or your Jobber for Prices

The Ideal Sad Iron Mfg. Co.

Cleveland, Ohio

For Quick Sellers Try Our

Automatic Hand Power and Automatic "TRIUMPH" Electric VACUUM CLEANERS

These vacuum cleaners are strictly in a class by themselves, having won their distinction through their highly efficient and absolutely reliable service.

If you have any doubts as to the quality of these machines, write us for list of users, then write them and get their verdict.

Our proposition is far beyond the ordinary—it will pay you to communicate with us at once.

GET OUR CIRCULARS.

Onward Manufacturing Co.

BERLIN - CANADA

Largest Builders of Hand and Electric Power Vacuum Cleaners in Canada

The ROSS

"High Velocity" Sporting Rifle

justifies itself on every occasion where absolute dependability is required.

Where danger is met face to face its superiority is shown—

RETAIL PRICE, $70.00

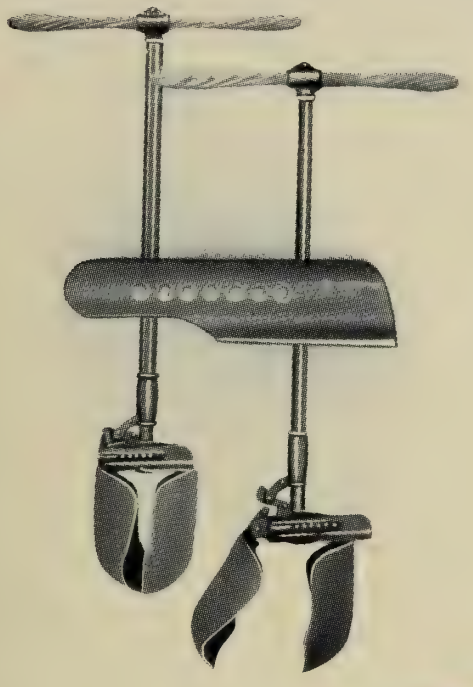
Other Ross Rifles from $25.00 up

The prestige of the Ross Rifle increases from month to month, and there are demands in every town in Canada for them.

Dealers will find them the most satisfactory to carry —no trouble with duties, no delay in securing parts. Liberal discounts and satisfied customers.

Send for Catalogue and Trade Discounts.

THE ROSS RIFLE CO., QUEBEC, QUE.



The STANDARD EARTH AUGER

Defies Comparison

This is an auger that is certain to appeal to farmers, contractors, etc., as it has many advantages over other makes.

The dealer who handles it will realize quick, satisfactory sales which yield an attractive profit—a profit that he cannot afford to miss under any circumstances.

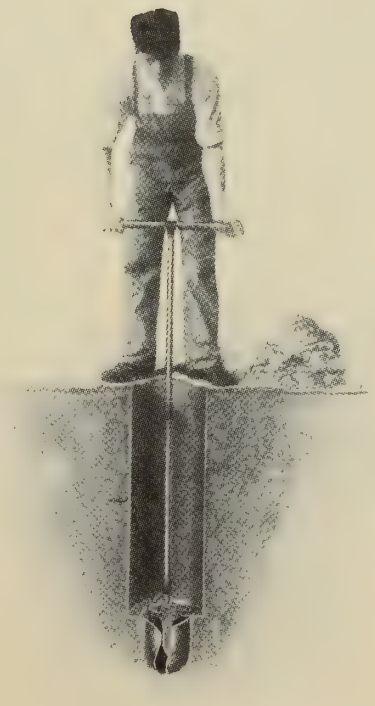
The Standard Earth Auger has been time tried and tested and has always made good its claims.

Twelve Reasons Why They Are The BEST

The **STANDARD** is the **ONLY** Earth Auger that really bores. That will enter hard earth. That has an **EXPANSION** blade. That will hold fine dry sand. That does not bind in the hold. That opens to discharge the contents. That bores in all conditions of earth. That has double "V" point cutting blades. That is guaranteed to save half the time. That individually bores more than **ONE** size hole. That individually bores **NINE** different sized holes. That is guaranteed to do the work with half the effort.

Larger holes can be bored with the same auger for corner fence posts or for concrete filling around posts. Of great advantage in planting trees, vines and shrubs, as well as in monumental, cemetery and cement work.

Write us for circulars and prices NOW—time lost is profit lost. Testimonials on request.



Canadian Logging Tool Co.,

Limited

SAULT STE. MARIE, ONT.

BEAUTY, ISN'T IT? YIELDS GOOD PROFITS, TOO

This is a strong, well-finished, handy little wagon that will not only prove very effective as a seller, but will also be very useful as a general service article around your store.

"BUSTER BROWN" CHILDREN'S EXPRESS WAGON

MADE IN CANADA

We are not new manufacturers, but an old, reliable firm, upon which you can rely to get the right quality, right price and right service.

Made in four sizes, with runner attachment. Cut illustrates our No. 2, finished as illustrated.

WRITE FOR OUR TRADE DISCOUNTS AND CIRCULARS

The Woodstock Wagon & Manufacturing Co., Limited

WOODSTOCK :: ONTARIO

Western Representatives—JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

Guaranteed Best Tools

None Better Made

TRADE IRON CITY MARK

Iron City Star Brand Axe Eye Woodchopper Maul.

Sledges and Hammers
Anvil Tools
Blacksmiths' Tongs (all kinds)
Mauls and Wedges (all kinds)
Lumbermen's and Miners' Tools
Railroad Track Tools
Picks Mattocks Hoes

Specify "IRON CITY STAR BRAND" if you wish Best Tools

Iron City Star Brand Truckee Wood Wedge

Iron City Tool Works Ltd.

PITTSBURGH, PA., U.S.A.

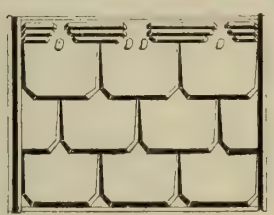
Money in Metallic?

There Certainly Is

if you go in for it right and deal with the right firm.

"Metallic" Ceilings and Walls

afford the trade a good margin. We started the "Metallic" business in Canada and we still lead it.

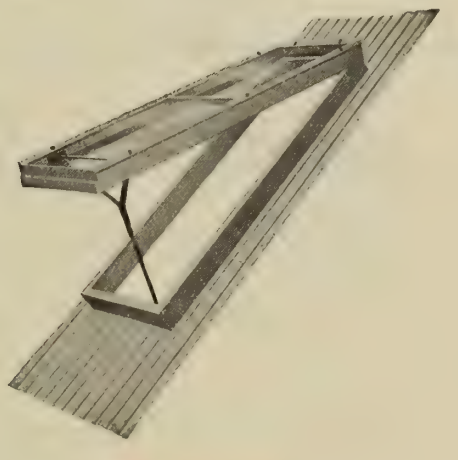


"Eastlake" Steel Shingles

The easiest and the best roofing for the Hardware Trade to sell because of the 26 years of advertising and satisfactory service behind it.

Metallic Sidings

IN MANY PATTERNS, FOR ALL PURPOSES



Acheson Barn Roof Lights

THE SKYLIGHT SPECIALTY that is going to have

IMMENSE SALES!

They are a cheap and thoroughly practical combination Skylight and Ventilator, and if you have not investigated them you should write us at once.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN. C 82

Samson Garden Tools

A strong line for Spring selling. Plenty of encouragement as regards quality and value. Doing the business a little better than was previously thought necessary is bringing us a volume of trade in Samson Goods that proves the Howland method is satisfactory to both merchant and consumer.

Better speak quickly if you want to be ready for the early Spring trade. Those who featured the Samson lines last year are with us stronger than ever this Spring.

Send Us Your Orders Now.

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE MERCHANTS

TORONTO

We Ship Promptly

Our Prices Are Right

GRAHAM NAILS ARE THE BEST

"NATIONAL" Builders' Hardware

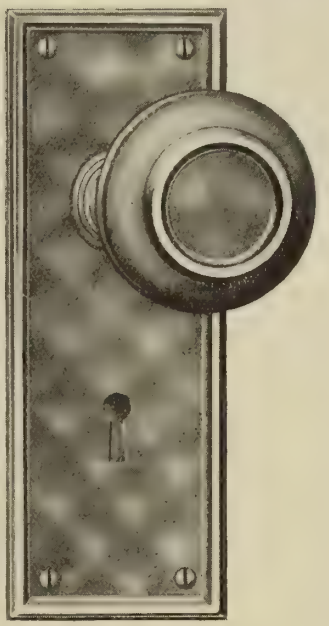
Right in Quality **Right in Price**

Wrought Metal Door Trim

Oakland Design—No. 52

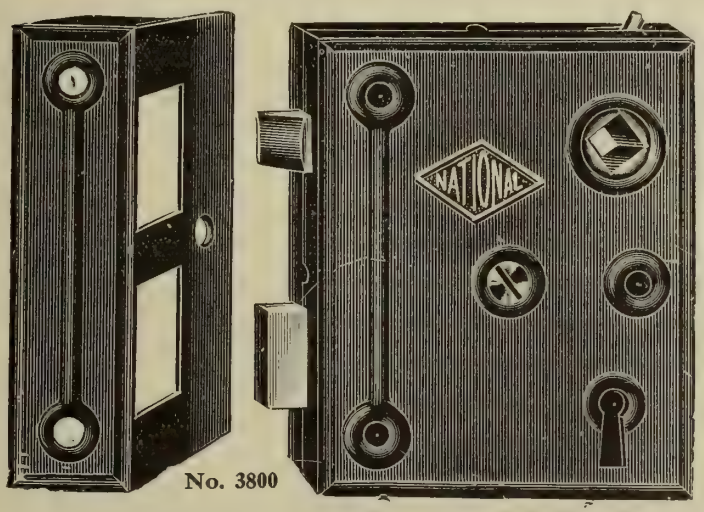
Cuts illustrate two of our new, attractive lines of House Trimming in wrought metal. We have many other styles, each and every one is distinctly in a class by itself for quality, finish and quick selling.

Made in front door and inside sets, sliding door sets, push plates, letter box plates, etc. Made in all finishes and in brass, bronze or steel metal.



Laurentian Design—No. 55

Steel Rim Locks



No. 3800

The National Steel Rim Locks are noted for their strength, safety, durability and finish. The locking mechanism is entirely pivoted on a central pin, is very simple and cannot get out of order.

GUARANTEED TO MEET THE REQUIREMENTS OF YOUR BEST CLASS TRADE.

National Hardware Company

ORILLIA LIMITED ONTARIO

Let "LEEKNOTT" ROOFING Increase YOUR Sales

Highest Quality in Every Inch

"LEEKNOTT" is a roofing that is certain to create a consistent demand in your vicinity.

"LEEKNOTT" has the wonderful weather and fire-resisting qualities that most roofings lack.

"LEEKNOTT" is made by experts, from the very best long fibre woollen felt, which is thoroughly saturated and coated with the genuine Trinidad Lake Asphalt, specially prepared and tempered for the purpose.

"LEEKNOTT" Roofing can easily be laid by any inexperienced hand. Every roll is backed by our guarantee.

"LEEKNOTT" rolls are more attractive than those of other makes. We do our utmost to help you introduce this high-grade roofing to the trade.

Rust-proof, galvanized special roofing nails, extra quality lap cement, guarantee and printed directions packed in every roll.

Write for full details. Agents wanted

Canadian Supply Company

220 King Street West, Toronto

STEFFENS & NOLLE, LIMITED

HEAD OFFICE, - BERLIN

BRANCH OFFICES :—BOMBAY, INDIA; BUENOS AYRES, ARGENTINE; SYDNEY & MELBOURNE, AUST.

Registered Steffens&Noile Ltd Trade Mark

METALS

Merchant Iron and Steel Bars, Galvanized Sheets, Steel Plates and Sheets, Structural Shapes, Refined Iron, Ornamental Rolled Iron and Pressed Steel Ornaments, Genuine Russian Sheet Iron, Tubing of all kinds, Concrete Rods.

Registered Steffens&Noile Ltd Trade Mark

WARRANTED QUALITY

CUTLERY

Pen-knives, Razors, Scissors, Nail Clippers, Manicure Implements, Sportsmen's Tool Sets, etc.

HARDWARE

We have a full line of tools for all trades and shelf goods of every description.

BEST QUALITY

Registered Stunag Bridge Brand. Trade Mark

ALUMINUMWARE

Rolled Rim and Plain Rim in heavy and extra heavy weights.

Registered Stunag Bridge Brand. Trade Mark

CANADIAN OFFICE and SAMPLE ROOM: BEARDMORE BUILDING, 59 ST. PETER ST., MONTREAL

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

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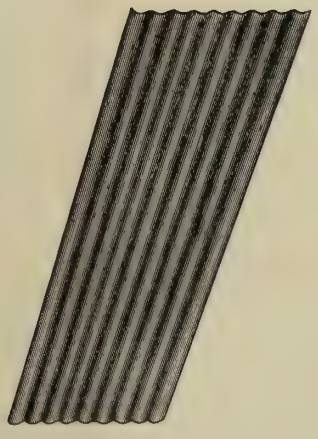
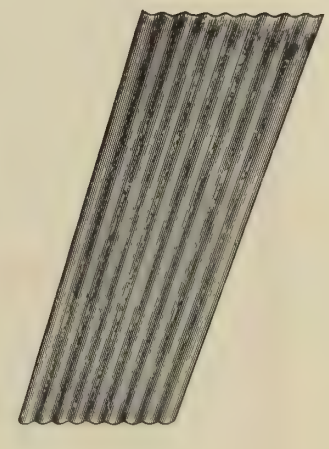
HARDWARE AND METAL
Spring Special Number, March 23, 1912

JOHN LYSAGHT, Limited

Makers of

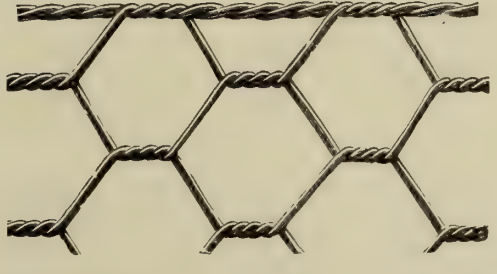


Corrugated Iron



"ORB"

BRAND

Wire  Netting

PERFECT MESH. PERFECTLY FLAT. PERFECT GALVANIZING.

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A. C. LESLIE & CO., Limited

Iron, Steel, Tinplates
Ingot Metals
Firebricks and Chemicals

Ontario Representative:
GEO. B. BALL,
Toronto

MONTREAL

Western Representative:
W. THOS. COX,
Winnipeg

The Bowser Way To Handle Paint Oils

Do you suppose we could have induced so many of your business associates and competitors to invest their money in

Bowser Paint Oil Systems

if they were not a good investment?

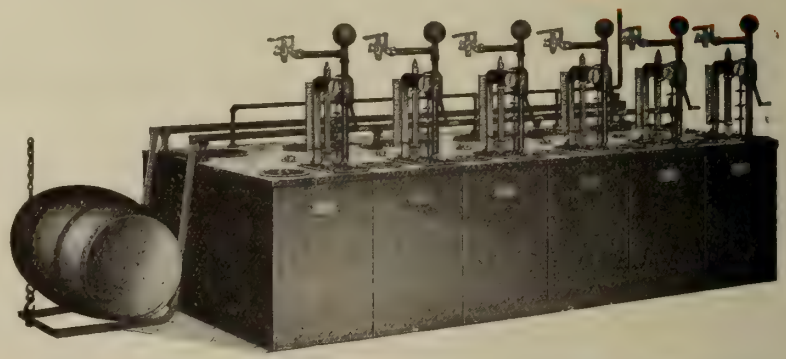
Many of the largest hardware and paint stores in the Dominion are using Bowser equipment for retailing oils. There are many installed in the smaller stores as well. If Bowser Systems make money for them, they will just as surely make money for you.

It doesn't make any difference how much you handle nor how small your business, there is a Bowser System adapted to your needs in size and price. You can buy one tank and pump or you can get a battery, and every system will pay for itself.

The paint season will soon be upon you. Why not get ready now so you can make a better profit this year? Don't be satisfied with just a living profit, get all of it. The Bowser gives it.

This is the first floor style. You can install the basement style if you want it. The tanks are then in the basement with the tanks only on the first floor.

"For twenty-seven years manufacturers of Self-measuring Pumps, Gasoline and Oil Storage Systems, Oil Filtration and Circulating Systems, Dry Cleaning Systems, Self-registering Pipe Line Measures, Etc.



First Floor Outfit—Cut 109—For Paint Oils

DON'T WAIT ANY LONGER. DROP A POST CARD TO-DAY FOR OUR FREE BOOK, No. 15

S. F. Bowser & Co., Inc., Toronto

66-68 FRASER AVENUE

Opening Day in Handsome New Store

Thornton Bros., Bradford, Supply Music and Refreshments to Customers on Throwing Open the Doors of Their Remodeled Establishment—Full Description of the Store and its Many Creditable Features.

ONE of the largest and finest hardware stores north of Toronto, and one that will in time take a prominent place among the foremost enterprising retail hardware establishments of Ontario is that of Thornton Bros., at Bradford. While the firm is a new one, having purchased last October the business formerly conducted by A. T. Howes, the Thornton boys are not novices in the business world, W. H., R. H. and C. H. having been in the general store business at Sundridge, where they traded under the name Gordon & Thornton.

They have shown their enterprise and abiding confidence in their ability to make their business a success by spending several thousand dollars on their store premises in remodeling and bringing them up to date.

To celebrate the completion of these improvements a grand opening was planned and held on Friday last, March 15, the ceremonies in connection therewith being of a high character. The affair was a success, though on account of a severe snowstorm not so many country people attended as was anticipated. For the benefit of these, however, the Thornton brothers propose a celebration later on, when the weather is likely to be more favorable.

Customers Were Entertained

An orchestra, stationed at the back of the store, played a selected programme in the morning, afternoon and evening, and a couple of gramophones filled up the intervals with varied selections. Lunch was served from noon on, and demonstrations were held in different parts of the store by various paint and oil companies, which served to interest the visitors and give color to the celebration. The Ohio Varnish Co. gave exhibitions of the uses and methods of applying Chi-Namel; J. M. Glover, of the Queen City Oil Co., demonstrated the baking and cooking qualities of the Peerless oil stove, and R. J. Spalding, of Sherwin-Williams, told the story for S. W. P.

The New Store.

Thornton Bros.' new store is a two-storey and basement solid brick building 108 feet long by 30 feet wide, the entire ground floor of which is given over to the hardware store. The lay-out plan is a good one. The light stock is displayed and carried at the front of the store, while the paint and heavy hardware are stocked at the back.

What may appear strange in a hardware store is the book and stationery department, which is given a prominent position at the front on the left-hand side of the store as one enters. A complete line of school books, magazines, daily and weekly papers, copy and note books, scribblers and novelties, Bibles and prayer books, tissue and writing papers, sheet music, picture post cards and paper cookery bags is carried, as well as souvenirs, toys and smallwares. Besides paying for itself, the department is an aid to the rest of the store, paving the way for the sale of other wantable things

In this department, too, are displayed the better lines of silver and plated ware for the dining room and for ornamental purposes, fruit dishes, glassware, mirrors, etc., these goods being set out in an elaborate glass case serving the double purpose of counter and silent salesman. A fine display case also sets off the better grades of books carried.

Two large plate glass windows set off the front of the store splendidly, the corner one, especially, with glass front-

An interior view of the new store of Thornton Bros., Bradford.

ing two streets being helpful for both display and demonstration purposes. These with other side windows give ample daylight all over the store, and at night a gasoline lighting system makes the store almost as bright as in the daytime.

The building is heated by steam, the system being a standard boiler, developing direct heat by either steam or hot water, the patent rights for manufacturing which is held by Thornton Bros. This steam plant is located in the basement, where also is stored a quantity of the surplus stock done up in the smaller packets. A new hardwood floor has been laid, and new metal ceilings are put all over the building. The store ceiling is 12½ feet high.

The front of the store has been refurnished with new fixtures, shelves, silent salesman, etc., at a cost of $500. They are of cherry wood, and the coloring of the whole store furniture has been made to harmonize with those new fittings. The shelf drawers have cherry front, bottom and back with metal sides, and actual size illustrations of the contents of each drawer are fitted to the front.

The right-hand side is devoted to hardware stock. A large shelf case with sliding glass doors holds and displays builders' supplies, then come the drawer cases containing the shelf hardware; and then another glass wall case for steel cutlery, guns and sporting goods. Above all these on an immense shelf is the tinware sample display, and in front are the display cases containing the finer kitchen and household supplies, table cutlery, bathroom supplies, and aluminum, brass and nickel plated goods. A fine showing is made of toilet articles for ladies and men, with especial mention of shaving and smokers' sundries. Resting almost on the floor and below the counters are the nail bins graded in rotation from the smallest to the largest size.

Behind the hardware stock farther down the store is the paint stock, colors in oil being displayed on shelves and in powder in drawers. Axle grease, putty, seeds and similar stock is also grouped in this department. Then follows flower pots, horse blankets, woodenware, window glass and pipe fittings, etc. Fishing rods and whips suspended from circular racks hang about the pillar supports throughout the store.

On the left-hand side after passing the stationery department is the store office, where the cashier and accountant are located. A cash carrier system is being installed to facilitate the work of the store and keep check on the sales. A large fireproof vault keeps all the records and valuable papers.

To Supply Automobiles.

A Bowser tank system takes care of the oil stock, and a good feature is a tube leading from the gasoline tank through the store wall outside, so that automobiles may draw up on the side street, and the gasoline be delivered right into the machine without any handling beyond turning the Bowser crank.

Behind the cashier is a private office entirely shut in for the use of the manager. The wall between this office and the rear of the store is given over to the display of chains, rakes, forks and other long-handled agricultural implements, spades, scoops, shovels, axes, etc., being set off on the floor below In this back part of the store are also set off the surplus stove stock, household goods, washing machines, wringers, brooms and sweepers, fly screens and doors, egg cases, rope, kitchen sinks, closets and sanitary and plumbing goods. The back wall contains the lamp and chimney stock.

In the front centre is a three-decked bargain counter for 10, 15 and 25 cent goods. This is the first thing seen as one enters the store. Behind this is a display stand of 5 cent articles—a variety of little things always useful, but apt to be forgotten unless drawn to one's attention in a manner similar to this. Back of these stands again is the display of coal and wood stoves, ranges and heaters, coal oil stoves, etc., and suspended from the ceiling are a choice lot of hall lamps and chandeliers.

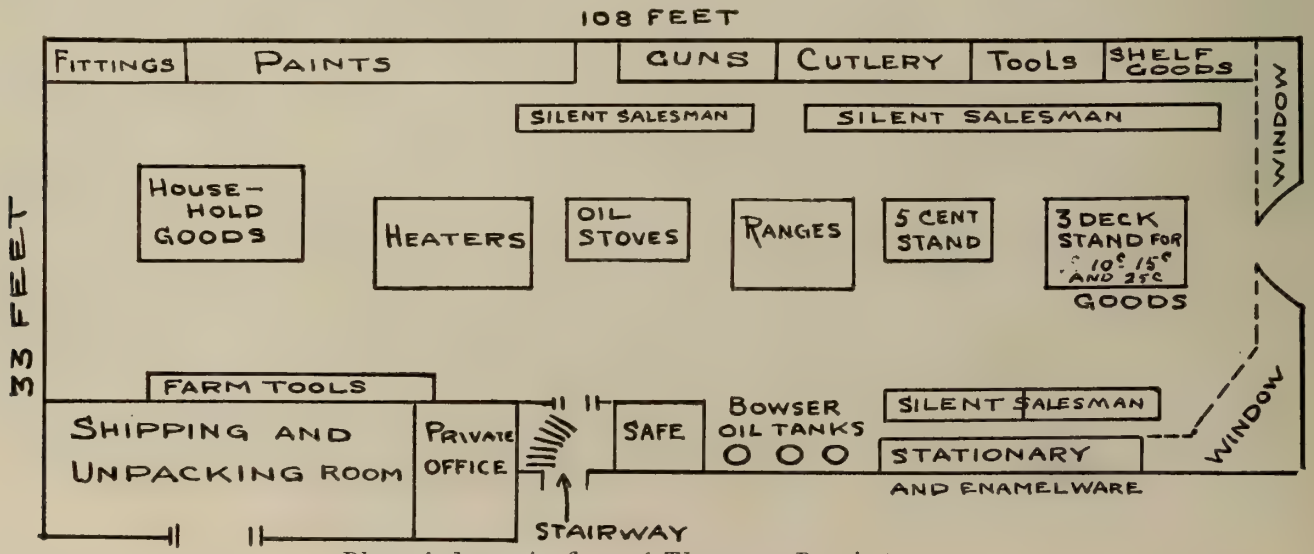
The Receiving Room.

One of the best features of the remodeled store is a receiving room at the back of the store in the room where had been the old tinshop. Through the use of this room a carload of goods can be stored, their cases opened and the goods put into stock without in the least interfering with the ground space of the store proper. A side door, too, gives opportunity for deliveries without encroaching on the selling or display space of the store, and without interfering with the comfort and convenience of shoppers.

Since taking over the business Thornton Bros. have greatly enlarged the tinshop by increasing the size of the department, installing new and up-to-date machinery for doing all kinds of repairing, tinsmithing, eavetroughing and general sheet metal work. The tinshop has been moved up-stairs and occupies a space half the size of the store.

The front part of the second storey has been set apart and furnished as an amusement hall for the holding of meetings, concerts, etc., until such time as the space is required for business purposes. Here, as throughout the rest of the building, taste has been displayed. Hardwood finish is everywhere in evidence.

Continued on page 81.



Plan of the main floor of Thornton Bros.' store.

Sydney Store which has Grown with the East

It is Not Only in the Far West That Rapid Progress has Been Made, a Fact Which is Well Illustrated by the Efforts of C. P. Moore in the Hardware Field —Starting in a Small Store 21 Years ago He Soon Secured a Larger Establishment, and This Being Burned in the Sydney Fire the Present Fine Place of Business Was Erected—Some Profitable Lines—Mr. Moore a Believer in Proper Publicity.

FIRE, in many cases, means a terrible setback for a town, yet there are occasions when a conflagration appears to bring good. Sydney, Nova Scotia, would seem one of the places which was able to draw benefit from misfortune. Sydney was swept by fire some ten years ago, but the flames seem to have had only a purging effect. The fire saved dealers the necessity of pulling down their barns to build greater. The coming of the Dominion Iron and Steel Company had made this course seem advisable, so on the charred ruins of their stores the merchants started to build on a larger scale—trusting in the future of Sydney. This trust was not misplaced. In 1899, just a year or two before the fire, the town's population was 3,200. Last year the city of Sydney had a population of 20,000; and planned industrial expansion makes it appear that the inhabitants at the end of 1912 will number 25,000.

Had Faith in Sydney.

C. P. Moore was one of those who was not dismayed by the flames. He had worked up a fine hardware business in this eastern town, and was sure there were still bigger things in store. He built with this in view, and has since had ample proof of the wisdom of his course.

It was 21 years ago that Mr. Moore started business in Sydney. Then he carried on operations in a little store 22 feet by 30 in. size. At this time Sydney was a place of about 3,000 inhabitants. It was the centre of a rich farming country, and consequently did a fine volume of business.

But these were the days of the general store. Every merchant felt he must carry a little of everything—hardware among the other lines. Mr. Moore was the first to strive for other things. Little by little he secured the hardware business. Some stocks he purchased. Other merchants found that they could make more by letting hardware go and confining their attentions to the other lines. So the business became centralized.

This change in methods brought Mr. Moore a larger trade. He felt the necessity of expansion, and five years after opened his doors he purchased a good-sized frame building; had this enlarged, and continued operations there.

Fire Upset All Plans.

But still business grew rapidly. The coming of the Dominion Iron and Steel Company meant much to the town. All lines of business boomed — hardware among the others. Mr. Moore's larger store was fairly packed with goods. Attic and cellar were utilized, and still there seemed need of more room.

Probably an enlargement would shortly have been undertaken; but about this time the fire came, upsetting for the time being all plans. It was only when the smoke had cleared that the merchants began to see that they might, like the ancient Carthagenians, raise a better Sydney from the ruins. They set about this work, Mr. Moore among the others.

It was in 1902 that the brick building at present occupied was erected. At first only one side of it was used for hardware, but since then the business has kept on expanding, and now the whole structure, 40 feet by 98, is used for the display of hardware lines.

Lines Well Displayed.

The pictures which are here reproduced give some idea of this store. It will be seen that the windows are not neglected; and the interior view reproduced, shows clearly the attention which is given to inside display. The stock is not lost. Cutlery is carried, and cutlery is to be seen in the show cases. Brass goods, too, are prominently shown; while specialties, such as clocks, thermos bottles, and similar lines are brought before all coming inside the store.

Mr. Moore is a believer in proper publicity. He thinks it wise to let people know everything possible about his goods; and to this end he makes free use of price cards. A special display has a special card. Customers do not have to

Interior of C. P. Moore's store, showing a part of the paint department and silent salesman devoted to silverware, brassware and cutlery—The insert shows Mr. Moore himself.

ask a clerk to find out the price of every article. Nor do they have to enquire about discounts, at seasons when discount sales are advertised—those goods which are to be sold at lower price than usual are placed together and denoted by a sign.

Mechanical tools are an especially good line for Mr. Moore. In the machine shops of the steel and coal companies scores of first-class mechanics are employed. These men are constantly on the look out for improved tools. A display of these immediately attracts their attention; and knowing this Mr. Moore does not forget to make numerous displays.

A Boom in the East.

Builders' hardware is another line which has proved exceedingly profitable. From time to time some remarks have been dropped to the effect that there is a rapid expansion going on in the West. There appears to be good ground for these statements; but right in Sydney—right in the far east—a rapid development has also been taking place. To keep pace with the fast growing population, new houses have been necessary; and to render these houses habitable there has been a heavy call for builders' hardware. It is a line which has proved and is still proving exceedingly profitable.

Where building operations are being largely undertaken there is sure to be a fine demand for paint. It is so in Sydney, and the interior view shown of Mr. Moore's store indicates very clearly that this line is kept well to the front. There is no disorder in this department. Samples are carefully arranged, and from these whatever is wanted can readily be selected.

Only last year Mr. Moore added sporting goods to the lines he regularly carries. Skates and hockey sticks were handled before, but the other sporting requirements had not been stocked. A year is hardly enough time to thoroughly test a new line; yet already Mr. Moore has found his sporting department profitable. It brings him just so much business which he did not get before; and, he believes it is only by reaching out for this wider business that the expansion which has been experienced from year to year can be continued.

Mr. Moore believes in keeping up with the times. As the trend is toward motor trucks and automobiles for delivering goods, he has purchased an auto and is using it for that purpose. He, therefore, enjoys the distinction of being one of the first retail hardwaremen in Canada to own a delivery motor.

He has not had time yet to draw accurate conclusions but is more than delighted with the improved service which it enables him to give his customers.

The store of C. P. Moore, Sydney, C.B.

Up-to-Date Western Store is Acquired By Three Young Hardwaremen

A New Western hardware firm—Rea ding from left to right: S. E. Fawcett, T. W. Fawcett and O. W. Fawcett.

ONE of the latest firms in the West is that of the Fawcett Hardware Limited, of Saskatoon, Sask. A short time ago they purchased the hardware business of S. T. Kempthorne, of that place, and leased his premises for a term of five years.

T. W. Fawcett, the president, has been residing in Saskatoon for the past six years, and is well known in the trade. S. E. Fawcett, who is the manager, has had twelve years' experience in the hardware business. He was connected with Wood-Vallance Limited for about two years, was with the Marshall-Wells Co., for a similar length of time and for the past four years has been manager of the Kelly Hardware Co., of Brandon. O. W. Fawcett, the junior member of the firm has had five years' experience, for the most part with Moore & Browne, of Sault Ste. Marie. He was with the J. H. Ashdown Co., when they first opened their branch in Saskatoon.

The Fawcett Hardware Co., is one of the largest and most up-to-date in Western Canada. It comprises in all 12,000 square feet of floor space and is fitted up with oak shelving of the latest and most efficient design.

J. H. Cameron, of the Winchester Repeating Arms Co., New Haven, spent several days in Montreal last week.

New Store in a Hustling Western Town

A Description of the Establishment of Landreth Bros., of Lemberg—it is Well Laid Out and Fitted With Modern Appliances—How the Stock is Arranged.

A NEW store with many creditable features is that of the Landreth Hardware Co., Lemberg, Saskatchewan. Lemberg is not a large place yet. It will become quite a populous centre in time, of course; all western towns will. In the meantime, Landreth Bros. have anticipated the future by erecting a hardware store which would be a credit to a place many times the size.

As will be seen from the accompanying illustration, the store is of unusual length. It is not narrow by any means and there is plenty of room to display the stock carried both neatly and effectively. The store is fitted up in modern fashion, with silent salesmen, glass cases and up-to-date shelving. A metallic ceiling lends an attractive appearance to the interior and aids materially in keeping the rear section light.

The arrangement of the stock has been planned with an eye to salesmaking. To the right on entering shelf hardware is found, with a silent salesman containing silverware in front. Back of that are open shelves containing ammunition and all varieties of package and case goods. In front of this section is a counter, with a glass showcase on top. After that comes the paint department. Landreth Bros. carry a large stock of paint and make effective use of the fixtures and hangers supplied by the manufacturers. Although the paint department is rather far to the rear, customers in the front of the store cannot fail to notice the paint signs prominently displayed in a number of places.

To the left, on entering, the wall is covered with shelves containing tinware, enamelware and household supplies generally. These shelves extend more than half the length of the store, and the rest of the space is occupied by racks and stands for farm tools, shovels, etc. In front of the tin and enamelware shelving the stove stock is ranged. A stand is also found here for the display of cutlery. At the rear all variety of household goods are found.

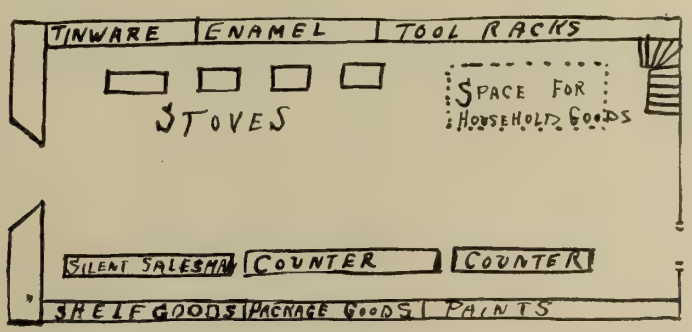
The Tinning Department.

Landreth Bros. do a big tinning business. Their shop is at the rear of the store. Their patronage in the tinshop is not limited by any means to Lemberg for they do a great deal of work in the surrounding district.

Lemberg is in the centre of a splendid farming country and is situated on the Pheasant Hills branch of the C.P.R. It is stated that the future holds out bright promise for Lemberg. It is growing with the usual western speed and Landreth Bros. are keeping right up with it. They have now one of the finest stores on the Pheasant Hills branch.

The firm is made up of John Landreth junior, and Geo. Landreth.

An interior view of the new store of t he Landreth Hardware Co., Lemberg.



A plan of the new store of the Landreth Hardware Co., of Lemberg, Sask.

OPENING DAY IN HANDSOME NEW STORE.

Continued from page 78.

Throughout the whole establishment order reigns. From the receipt of goods in bulk until they are placed in their customers' hands it is possible to tell just where every article is placed. This is a great convenience, as it enables the stock-keeper to know almost exactly at any time the quantity of stock on hand.

If one were to commend any particulars about the Thornton store they are these: the splendid facilities for receiving and shipping goods; the enterprises shown in developing such a side line as books, stationery and toys; and the adoption of the best means of helping the buyer by encouraging inspection through window and interior displays. Nor are other conveniences wanting. There is plenty of light day and night for those who come to the store; counter seats to induce one to stay, and the latest helps in the business world to facilitate trading.

Eastern Ontario Hardwaremen Organize

A New Association Formed for the Purpose of Holding Quarterly Meetings and Discussing Trade Problems—Officers Elected at Meeting Held at Sterling —Aims and Objects of the New Body.

STERLING, March 15.—A new organization came into existence today. Hardware dealers from various sections of Eastern Ontario assembled in the Sterling House and the Eastern Ontario Retail Hardware Association was formed.

It has been felt for some time that associations of a more or less local nature should be formed to carry on more intimate work than is possible in provincial organizations. The greatest object of association work is to bring members of the trade together and this can be accomplished more thoroughly in associations composed of dealers within a near enough radius to permit of regular and frequent meetings. The truth of this has been demonstrated in British Columbia, where the B.C. Association, composed almost entirely of Vancouver and New Westminster hardwaremen, hold their meetings once a month.

The dealers throughout the east had been approached and had signified their approval of the idea. It was anticipated that the attendance at to-day's meeting would be very large. The storm however, kept quite a number away. Even at that there was a representative attendance, the following being on hand: L. Meiklejohn, and R. W. Meiklejohn, of Sterling; C. McGee, representing McGee & Lagrow, M. W. Connor and W. E. Connor, representing M. W. Connor & Son, Madoc; Frank Dafoe, Madoc; Dan Shannon, Marmora; Harry Connor, representing Connor & Grey, Marmora; R. C. Chown, Belleville, representing the W. W. Chown Co.; Wm. McGie, John Lewis & Co., and J. W. Walker, the Stafford Hardware Co. Many others had signified their intention of being on hand and doubtless would have been had not the storm prevented.

The work of organization was proceeded with. Mr. Chown was able to assist very materially, giving the benefit of his experience as president of the Ontario Association. It was unanimously decided that it would be of benefit to the trade to organize and all present pledged their support.

R. C. Chown, of Belleville, was elected the first president and W. E. Connor, of Madoc, was chosen as secretary. Other offices will probably be filled at the next meeting.

It was decided to hold the next meeting at Sterling some time in May. The date will be decided by the president and secretary.

Organization to Proceed.

In the meantime, every effort will be made to get all hardwaremen in that district in line. It is not anticipated that there will be any difficulty in this, for the dealers have signified their almost unanimous approval of the plan and will doubtless lend their active support and co-operation.

Hold Quarterly Meetings.

It was decided to hold quarterly meetings. In this way it will be possible for the members to keep closely in touch with one another.

The object of the new association is, briefly, to bring the hardwaremen together at regular intervals for the discussion of trade problems and to deal with questions which may have arisen. In this way, it will be possible to deal in a thorough way with trade evils. One of the first questions taken up will be the elimination of price-cutting on staple lines of hardware and tinware. It is felt that dealers should not pursue the course of selling some lines at or below cost. This is done pretty generally, however, and the only way to eliminate it is for the dealers to be educated to the folly of giving away goods. This can best be done by the holding of regular meetings, at which the discussion of merchandizing problems will assist to a better understanding. It would be fairer to both consumer and dealer if such methods were abandoned.

Such grievances can be handled better by organized effort than by individuals. It was decided that all members having grievances should write the secretary without delay, giving full particulars. These matters could then be discussed at the next regular meeting.

Write the Officers.

Retailers in that section who desire to join the Eastern Ontario Retail Hardware Association are requested to write the officers at once. Further information can be secured from them.

A MAPLE SUGAR WINDOW.

London, Ont., March.—J. A. Brownlee has a striking "maple sugar season" window this week. The main feature is a large fireplace, in which cloth colored red and striped with white makes a good imitation of brick. A large sap-pan rests on the brick and the sides of the windows are piled high with sap pails of various sizes. "S-P-I-L-E-S" is spelt in large letters by rows of those necessary articles, and a couple of evergreen trees provide the finishing touches. Price cards do the rest.

HAYR HARDWARE CO.

The new store of the Hayr Hardware Co., Lethbridge, Alta., is one of the largest and best equipped in that section of the West.

The most modern fittings have been installed and the ground floor is laid out for the display of practically all lines. On the first floor a showroom for stoves, graniteware, etc, is being arranged. The basement is being used as a storeroom for all lines and an oil storage and measuring machine has been installed. A freight elevator is to be installed shortly.

The building is of fireproof construction throughout.

TO KEEP A PAINT BRUSH SOFT.

After finishing a job of painting and not desiring to have a can of oil standing around the house, I filled the bristles of the brush with a good supply of paint, carefully wrapped it in paper, tied it securely with a string and placed the brush on a shelf. A short time ago I wished to use the brush and upon unwrapping it I was surprised to find the bristles as soft as when put away. The oil in the paint having soaked the inner wrappings of the paper, thus preserving the brush in first-class shape for two years.—Hardware Reporter.

Northern Hardwaremen to Organize

A meeting of the hardwaremen of Northern Ontario is being arranged, to organize an association in that section.

It is probable that a convention will be held at North Bay on Thursday and Friday, April 4 and 5. Arrangements are being made with that object in view. An invitation has been extended to the president and secretary of the Ontario Retail Hardware and Stove Dealers' Association to attend and lend them aid in the organization of the body.

The idea of the northern men is to form a branch body which will meet at regular intervals and keep the members in that section interested in association work.

Is Canada on Verge of Record Year?

Summary of Conditions Indicates That Prosperity Reigns Supreme in all Sections of the Country—Marked Stimulation of Demand Has Already Been Felt —Some Facts Which Indicate the Trend of Trade—Comparison with Conditions Ten Years Ago.

IT is conceded that the opening of spring will usher in a trade of record proportions. Industrial and commercial conditions were never better in Canada than at the present time. The growth of the country, the irresistible evidences of a wonderful expansion serve to convince that complete prosperity is ahead.

Hardware manufacturers and wholesalers perceived the promise of an active year as early as last fall and laid their plans in accordance. Developments so far this year show that the prospects were not overestimated. Business has been considerably in excess of past records in practically every line. An almost unprecedented confidence is found pervading the retail ranks; and the retailer is in the best position to judge of the attitude of the consumer. "The biggest year yet is ahead," asserts one hardware wholesaler. "We are going to break all records," declares a paint manufacturer. "We are assured of the biggest demand in the history of the country," confidently states a maker of stoves. The opinion is unanimous; not a dissentient voice heard anywhere.

One of the main factors in creating the activity and the resultant optimism is the all-pervading prosperity of the West. Good crops last year, together with the fact that immigration is heavier than ever, insure greater activity out there than ever before. New stores are opening up daily and new towns are heard of almost as frequently. The demand for manufactured goods in the West is going up by leaps and bounds. In some lines it more than doubles each year. Is it any wonder that the eastern manufacturer has to increase his plant and improve his facilities to fill this ever-growing demand?

But the full credit cannot be attributed to Western growth. The eastern provinces are demonstrating that they are far from effete or stagnant. In fact, the growth in even the oldest communities has been surprisingly large during the past few years. When a town or city which has been standing still for twenty years suddenly comes to life and begins to widen out and liven up, it is a sign that a new order of things has been brought to pass. The irresistible tendency toward growth noted in Canada has spread to the most unlikely, out-of-the-way places, infusing new life and energy into them.

Manufacturers state that they had large increases last year in practically every section of the east—sometimes as large as twenty per cent. What is more they are expecting just as good results this year.

SALIENT POINTS.

Trade so far this year in hardware lines has averaged about 20 per cent. larger than for the same period last year.

Big increases are reported in some lines.

Bank clearings in Winnipeg went up over 50 per cent. last month.

The retail demand is large and characterized by a call for new goods and specialties.

Some Concrete Evidences.

Now for some facts. The trade so far this year, as compared with the same period last year, has shown an advance of close on to 20 per cent. This percentage is fixed as an average; in some lines it has been higher and in others lower but no manufacturer or jobber has been heard from who reports a decrease in any line. One paint manufacturer states that his orders are forty per cent. higher than last year. In one branch of another paint house, business has been doubled and a few thousand added to that. One hardware wholesale house estimate that they have done fifteen per cent. more business than up to this time last year. These are but a few of the concrete instances which might be adduced to show the distinct upward trend in trade.

Interest in New Line.

The demand so far from the retail trade has had several outstanding characteristics, in addition to the increased proportions. There has been a marked interest shown in new lines and specialties. The trade, in fact, seems to be more fully alive to the possibilities of pushing new goods and improvements. Hardwaremen are enlarging the scope of their trade and are adding to their stocks a variety of the newer lines which have lately found their way into the hardware store. Another characteristic is the incresaed demand for good quality lines. It is quite apparent that the dealer is endeavoring more to-day than ever before to push goods which have quality to them.

One of the surest evidences of continued prosperity is the increase in bank clearings. January showed an increase of 46.0 per cent. over last year in the Winnipeg clearing house. February jumped ahead 58.4 per cent. The figures for February, 1911, reached $63,141,978, while this year the total is $100,037,962. No more conclusive proof could be secured of the soundness of conditions and the rapidity of commercial and industrial growth.

A Retrospective Summary.

It is interesting to note that the steady advance of past years has brought the country to a stage which would have been deemed impossible ten years ago. Enormous increases have been made in consumption. Stove men state that the demand has been multiplied many times in the last twenty years. In the West the demand is probably twenty times as large to-day as it was two decades ago. Even in the east, the stove demand is about four times as large; in some sections more than that.

The sale of ready prepared paints has been practically doubled in the last ten years. When it is considered that the increase in population has not exceeded much the 20 per cent. mark, the increase in paint consumption speaks well for the exploitation of that article by the manufacturers.

An increase of 50 per cent. in ten years is estimated in glass. Metals are being used in very much larger bulk, especially those needed for plates, sheets, roofing and sidings. The development of the tinplate consumption has been enormous.

Hardware has been featured during the decade by a multiplication of lines and by a steady growth. It is impossible to estimate the extent of the growth owing to the great variety of goods which come under the head of hardware. The demand of tinware is said to have doubled and the quality of the goods most sold has improved to an appreciable extent.

A few lines have shown marked progress. Gas stoves have come to the front of late years. The demand has more than doubled; some say that it has been quadrupled at least, this showing being due to the rapid introduction of gas for heating and cooking as well as lighting.

The list might be indefinitely continued but the figures would lack variety, for the trend has been all in the same direction, ever upward.

HARDWARE AND METAL

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EFFICIENCY MEDIUM OF THE TRADE.

The world wakened up one day not so long ago to the necessity for conservation of energy and effort. Man realized that he had not given thought to finding the best ways of doing things; and that he was, as a result, doing more work at a greater cost and achieving smaller results than he would if better methods could be found. He felt the need for Efficiency.

Since that broad truth has been fully realized, the business world has been most persevering and determined in its search for short cuts to best results. Unnecessary labor, ineffective methods are being eliminated. Business systems are being improved. Methods, bared of superfluous work and detail, are taking the place of red-tape and the round-about, cumbersome forms. It was found, for instance, that, whereas the work of the bricklayer had always consisted of seventeen distinct actions, he could do his work neater, quicker and with less labor in seven. That is Efficiency; and but one of the almost countless improvements which have been effected since man began to work down to the first principles of expediency and efficiency.

The MacLean Publishing Co. organization has always been recognized as one of the most efficient of its kind. It was felt within the organization, however, that improvements could be effected in the mechanical department, and in other respects as well. An Efficiency man was secured to look over the plant and system—an expert who had spent many years in studying the problems which arise in the management of large organizations. He was paid a high salary and remained several weeks. As the result of his investigation a number of practical systems were put into effect.

He will be followed by another Efficiency expert, for whose services an application has already been made.

The need for Efficiency is felt in every business, profession, trade or occupation. No man can find by himself all the best ways of improving his methods and work, but there is generally an efficiency medium from which he can secure the necessary ideas and advice.

Hardware and Metal is the Efficiency Man of the hardware trade. For twenty-four years this paper has been closely in touch with hardware conditions. It has served as a clearing house of ideas. Information has been collected from dealers in all parts of the country, the facts have been marshalled in concise and readable form and published for the benefit of all members of the trade. As the years have passed new departments have been added, until to-day the reading pages of Hardware and Metal contain many features of a highly practical and instructive nature. Every branch of the business is touched upon, in addition to which our news service is complete and reliable. By following the paper closely, every dealer can glean ideas which, when applied to the conduct of his own business, prove of value and perhaps solve some difficulty which has been causing worry.

In the present issue an effort has been made to present efficient ideas on every phase of hardware retailing. The articles are based entirely on methods employed by progressive Canadian hardwaremen. In a matter of such practical interest, mere theorizing does not do. We are presenting facts.

In another and very important, respect, Hardware and Metal assists the dealer in attaining to greater efficiency. The advertising pages are a key to efficiency in buying. The hardwareman studies the advertising matter carefully and gains thereby a better knowledge of the goods on the market. This is particularly the case with the present issue. Advertisers are presenting their arguments in a particularly comprehensive way. They are giving a great amount of information which every hardwareman should know.

It will pay the dealer to read the issue through from cover to cover.

LOCAL ASSOCIATIONS.

There is a strong movement at the present time in Ontario toward the formation of associations in different parts of the province. The Eastern Ontario Retail Hardware Association has already been formed, and the men of

the north are holding a convention for organization purposes early next month.

The advantage to be derived from local bodies is that the members can get closer together. Meetings can be held quarterly, monthly or as often as is desired. Conditions purely local can be discussed, and grievances threshed out. The scope of association work thus becomes wider and the members receive more direct benefits.

The success of the B. C. Hardware Association has been due largely to the fact that the members have been meeting every month. They become well acquainted all around and have found that their interests are mutual. Grievances have been settled as they have arisen. Experiences have been exchanged. Each member has been benefited by his close contact with his fellow hardwaremen.

The development of the idea in Ontario will be watched with interest.

DEVELOPING TEAM WORK IN THE STORE.

To-day it is team work that wins in sport or business. This is why so-called "All Star" aggregations are so often defeated. It is a case of star players competing with a "star team." There can be but one result. Co-operation, concerted action, this is needed in sport, and it is the crying need of business.

The necessity of co-operation among the human links which go to make an effective staff is well known. Only if each man is enthusiastic can the best results be obtained. But there is another way in which co-operation is needed—a way which some have realized, but which many have neglected—it is co-operation among the goods themselves.

Goods, being inanimate, many may think, are incapable of team work. But such is not the case. They can reach out a hand and help one another; and in doing this they can help the business as a whole.

Certain goods appeal to certain classes. Sporting goods, for instance, are of great interest to the young men and to the boys. The young men and boys go into the store to secure these, and while there they naturally look about to see what else is shown. If, adjoining the sporting department, is a display of carpet sweepers, they will go away uninterested. But if they see razors, pocket knives, and such articles, in a near-by case, they are very likely to pause and examine. Perhaps they will purchase immediately. Perhaps they will leave, apparently forgetful of what they have seen; yet when the need of a razor or knife arises they will remember where they saw that display. The sporting goods, then, will be entitled to some credit for selling the razor. Of course, the contrary is true, for the reverse of this transaction is likely to occur.

Co-operation among the goods may be secured by placing in close proximity lines which will hold a customer's attention—lines which will draw a customer on from one show case to another. This is a branch which cannot be too carefully studied. What may be good team-mates at one season would not be so effective at another. The goods are really the storekeeper's players in the game of business. He must move them about, from time to time, to secure their greatest effectiveness.

"THE PATHMAKERS."

The cover design of this issue tells its story in more direct and forcible manner than tabulated figures, no matter how comprehensive, could ever do. It tells the story of Canada's wonderful development; of the rapid encroachment of civilization on nature's fastnesses; of the advance of the steel rails which typify progress into the virgin lands of the West, bringing in their wake industrial activity and causing new towns and communities to spring into existence. "The Pathmakers," the artist has called his work; and the title sums up everything that the painting teaches. The railroad engineer and his blue-shirted workers are the pathmakers of commerce and industry.

Canadian railway companies will spend sixty million dollars during 1912 in the construction of new lines in the western provinces alone. This fact has a deep significance. Immense tracts of arable land will be opened up and scores of new towns will be founded before the year is out. The increase in the consumption of all goods will be incalculable as a result of the railroad operations.

The growth of the West has exercised a wonderful effect on the industrial life of Canada. The wheat crop might be termed our trade barometer. If there is a bumper crop, conditions all over the Dominion feel the stimulus of prosperity assured; if gloomy reports are heard from the West, confidence falls with a suddenness that presages an industrial storm. And yet civilization has reclaimed but a small part of that wonderfull country. What will be the effect on trade when the whole of the land has been opened up and its wonderful resources trained to man's needs? It is impossible for the mind to conceive or grasp the full possibilities of the Canadian West.

To manufacturers, then, the growth of Canada has a significance which they cannot escape. Here is a land of unlimited promise, a field of unlimited growth. It is worth their full attention.

The artist, C. W. Jeffreys, has made a special study of pioneer life. He can depict camp and trail with an accuracy and realism which no other artist has yet attained. Mr. Jeffreys has, in the past, painted other covers for Hardware and Metal, but his last effort is the best that he has done.

THE INFLUENCE OF THE OWNER.

Ever notice the resemblance between a man and his store?

There are always points of similarity between a man and his common environment. Whether it is the effect of the man on the environment or vice versa is sometimes hard to say. However, the resemblance creeps in somewhere. Go into a store where the goods are kept in haphazard shape, where dust obscures the showcases, and the floors show scant acquaintance with the broom, and you will find the proprietor sporting a three days' growth of beard and a dirty collar. On the other hand, a man neat and tidy in his personal habits will have a neat and tidy store.

But it goes still further. The effect of the owner's personality makes itself manifest in everything about the establishment. A dealer from the far west made the statement recently that there were certain lines of goods which he took a big interest in and certain others which did not appeal to him in the least. His store records showed that sales of the former goods were continuously heavy, while the latter lines languished on the shelves. In other words, his likes and dislikes had been communicated to his staff and showed themselves in the record of sales.

Such being the case, every dealer should endeavor to make the influence, he thus unconsciously exerts, for the very best. He should consider that his store and business are going to be just what he makes them. He has the power to infuse energy, initiative and love of order

into his staff or to create a feeling of careless lassitude. His own example and personal influence will decide which it is to be.

A HELP TO SPRING BUYING.

One of the main objects of publishing a spring special number of Hardware and Metal is to give every assistance to the dealer in his spring buying.

The spring is the season when the hardwareman makes his most extensive purchases. He has to stock up for the heavy spring and summer trade. Now the buying end of the business is one of prime importance. The man who buys "not wisely but too well" is quite as likely to suffer reverses as the timid merchant who has not the courage to keep pace with the vagaries of demand and who buys on an extremely restricted scale. The successful merchant is the one who buys cautiously and yet sees that he is carrying everything that an up-to-date hardwareman should have.

He could not possibly have a better guide than the advertising pages in the Spring special number of Hardware and Metal. By studying them carefully he can learn a great deal about goods, their qualities and selling points. He can find in the advertising sections matter dealing with practically everything that is sold in a hardware store, hints on new goods and information as to selling helps. The special number serves, in fact, as a complete book of reference which the dealer finds of incalculable value in his spring and subsequent buying.

HOTELS AND CITIZENSHIP.

With travelers going before the Ontario Provincial Secretary protesting at the manner in which certain hotels are run, and with those who have to call at certain places once or twice through the year, carefully planning their trips so that they will not have to stay over night at those towns where they know the accommodation to be poor; it becomes very evident that this question of hotels is one which needs attention.

A bad hotel can do great harm to a city or town. A good hotel can bring the municipality much good. There is little proof of this needed. Anything which tends to keep people away from a place does that place harm. Anything which attracts people, and makes them desirous of getting to that place in preference to others, does the place good.

This being so, it becomes very evident that the business men of a city or town, are, or ought to be, interested in the hotel accommodation which is afforded. In many local option towns, where the regular hostelries have been closed or allowed to run down, citizens' committees have bought and operated hotels. They have done this not to secure direct gain, but to afford entertainment for visitors—to keep the town on the map.

If no improvement is brought about in the present hotel conditions it would seem that municipal hotels must become more common. Business men, by uniting to establish a good house, could make their town attractive, instead of repulsive to visitors. They could get fair interest for the money they had invested, and they would get the greater benefit which would result from making their town an attractive place.

To-day, when there is so much traveling, hotels mean much to the life of a community. When, therefore, the citizens become awake to the fact that they as citizens have an interest in providing for the proper accommodation of the visitors, a better day will have dawned for all.

GROWTH OF BRITISH IMPORTS.

British imports into Canada have been steadily on the increase. The improvement has been particularly marked of late years. Even in the far west the demand for British-made goods has been growing. Distance apparently is no obstacle.

The fact of the matter is that the development of the Dominion has been on such an unprecedented scale that this country presents a splendid field for commercial exploitation. The west is expanding so rapidly that in many lines the consumption has been doubled, trebled, even quadrupled, within the last few years. New towns are continually springing into existence. It is no wonder, then, that British manufacturers are awakening to the fact that the Canadian field is one of unlimited possibilities.

THE LONG ARM OF HARDWARE AND METAL.

The press has a long arm. It reaches to all parts of the world. It has frequently and truthfully been said that, in Hardware and Metal "you can talk across the continent for two cents a word." As a means of disseminating or collecting information, a newspaper with a national circulation has striking power.

This has been demonstrated by the response to queries published in the "Letter Box" department in Hardware and Metal. On countless occasions, replies volunteering information have been received from points in the extremes of east and west. Here is an instance. Two weeks ago a query was received as to the maker of Lundstrom tailor stoves. As the desired information was not available, a note was inserted asking if any readers could supply it. Three replies were received inside of a week from points in the Maritime Provinces, giving the information.

The "Letter Box" has been the means of bringing to light most interesting information on many points. It is true that an answer can be obtained somewhere to every question. If the editor cannot find it, some reader of Hardware and Metal is certain to do so.

The "Letter Box" has become a most interesting department of the paper. It is being extensively used and questions of all kinds are being sent in. We have received questions varying from the sale of hay in Scotland to the management of a state asylum. Readers are invited to send in questions on any knotty problem that crops up. We will do our best with them. If the information cannot be secured, some other reader can be depended upon to come to the rescue.

REGARDING TRADE MARKS AND PHRASES.

A certain newspaper, it is stated, prohibits mention of the Bible, claiming that to do this is to advertise the American Tract Society. This brings to mind the story of a managing editor who clipped a picture of the Rock of Gibraltar from his paper and sent it to his city editor, with this note: "Don't use Gibraltar again; the insurance people don't advertise."

Instances like this are somewhat amusing, yet they have underlying them a great principle. That insurance company, for instance, has so rung the changes upon the phrase, "as strong as the rock of Gibraltar," that a picture of Gibraltar naturally brings to many minds the thought of insurance in general and of that one company in particular. Ideas are so associated that it is necessary this should be so.

It is hard to estimate the value of a trade mark or phrase. Think of the far-reaching advertising worth of

these words: "Alas, my poor brother." Think of the trade marks, a glimpse of which brings to mind a whole story. These are the things which remain constant in every advertisement of the product. They are the things which reach out and force the goods upon the attention of the passersby.

A good trade mark, or a good phrase, is worth much to the manufacturer, and it is also worth much to the retailer who handles the goods. Some people may not believe in signs, but there are few nowadays who do not believe in trade marks. It is by reference to these, in many cases, that the article wanted is identified.

FINDING THE LEAKS.

The article "Tinshop has been put to a test" suggests the thought that the retail dealer should always be in a position to tell what each department of his business is worth to him. There are countless hardwaremen who have no idea where their profits come from or where their losses occur. Their whole business is run loosely, and there is no way of tracing back results. Consequently, if there is a dead limb which threatens the continued safety of the whole, they cannot get to the seat of the trouble and find the remedy.

A small ailment will pull down a man's health and, if allowed to run on unchecked, saps his vitality. It is the same with one profit-draining department in a retail store. It must be located and put on a better basis or else dispensed with entirely.

SELLING PAINTS IN SPRING.

An important part of the spring campaign is selling paints, varnishes and specialties. The importance of this feature has, we fear, been overlooked by many hardwaremen.

It is significant of the growing demand for paint that the consumption in Canada has increased by 100 per cent during the time that the population has gone up by 20 per cent., and the world is only just beginning to waken up to the need and the possibilities of paint. Specialties are being introduced which fill long felt needs in house decoration. The value of paint as a preservative and as an insurance measure is being slowly but surely recognized. It is safe to assert, then, that the future will see a wonderful growth in the demand for paint.

The dealer should keep pace with the present development by improving his methods and by paying more attention to the line. In this connection, it will pay every hardwareman to read the articles on paint salesmanship appearing in this issue. Good ideas, followed by certain dealers with marked success, are outlined.

POINTED EDITORAIALS.

Let-well-enough-alone is next door neighbor to Stick-in-the-rut.

* * *

"Sap's risin'." So are stocks, and so, it might be added, are prices.

* * *

To be a good paint salesman, it is necessary to have more than a superficial knowledge of paints and painting.

* * *

It is a good plan to keep the stove stock as much together as possible. Scattering goods is poor policy.

Never let prejudice interfere with profits. After all, you are in business for profits.

* * *

Rope has advanced 25 cents a hundredweight. Giving a person too much rope will, therefore, be more costly than ever.

* * *

There is no keeping a good town down. Cochrane's recovery from the recent fire has been nothing short of marvellous.

* * *

You cannot improve on plain business terms in presenting a business proposition. The advertising writer should bear this in mind.

* * *

"The sale of gas stoves commences with St. Patrick's Day," remarked a Montreal dealer. The wearin' of the green probably reminds people forcibly of the coming summer.

* * *

The higher level which is being struck for some commodities is not to be wondered at. The strange thing is that the English coal strike has affected Canadian prices so little.

* * *

The motor craze is one of the most marked developments of the past ten years. It has created a tremendous demand for motor supplies, accessories and repairs. Is the hardwareman getting his share of the trade?

* * *

There are methods by which the depredations of slow pay and "dead-beat" customers can be checked. There is only one way to absolutely guard against them, however. Put the "Cash" sign up over the door.

* * *

It is quite apparent that hardwaremen are waking up to the possibilities of the gasoline trade. The demand does not come from owners of automobiles alone. The farmers are plowing and threshing by gasoline nowadays.

* * *

A small leak can sink a big ship. A small leak can wreck a big business. Watch out for leaks. They may seem insignificant at first but the larger the breach grows the harder it is to stop and the more disastrous the results.

* * *

"Fitting in" is the secret of success in business. Brilliant men frequently fail because they do not fit in with the work that falls to them. See that each member of your staff "fits in"—with the business, with you, and with each other.

* * *

A manufacturer states that the business in paint durthe past ten years has more than doubled. This speaks well for the educational work which has been pursued, for during that decade the country's population has increased only some 20 per cent.

* * *

In a Montreal hardware store is arranged a window trim bringing prominently forward curtain pole ends, coat hooks, window catches, and similar lines. Then at the back are shown skates. It would be hard to think of two classes of goods which would go so ill together. Window catches, coat hooks and such articles are in great demand now, but he must be a remarkable salesman who can dispose of skates.

EFFICIENCY
IN
BUSINESS MANAGEMENT

Some Benefits of the Cash System

Dealers Who Have Adopted This System Tell of Their Experiences—F. E. Hendershot, of Mount Forest, Has Found it a Success—H. J. A. Sylvestre, of Montreal, Draws the Cash Line Rigidly.

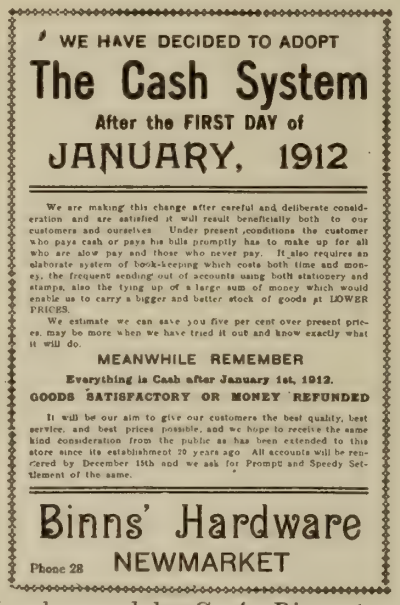
A MOOT point about the conduct of any retail business is whether the cash or credit basis is to be adopted. Hardwaremen are agreed that the cash basis is the ideal method of doing business, but they are not agreed on the practicability of the same. Many frankly disbelieve in the possibility of doing business permanently on the cash plan.

It is true, nevertheless, that many firms are doing this. There are scores of the best hardware stores in Canada in which charge slips are unknown. Every week or so it falls to Hardware and Metal to chronicle the fact that another dealer has "taken the plunge." While some firms have gone back to the credit system after trying out the cash plan of doing business, the number is comparatively small.

It is quite true that in some localities it would be difficult, almost impossible, to refuse credit. In the long run, however, there are few dealers who could not make the change if they could summon up the necessary courage.

The experience of many dealers who have changed over from credit to cash constitutes perhaps the strongest possible argument which could be adduced in favor of the latter. Last winter F. E. Hendershot, of Mount Forest, Ont., decided to sell for cash only, and, after giving due notice to customers, the change was effected. Mr. Hendershot now writes: "So far as general hardware and all counter goods are concerned, I am still operating a cash system and consider it a success."

In this connection, it might be pointed out that the locality in which Mr. Hendershot is located is not an ideal one for the operation of a cash business. A good percentage of his trade is drawn from the country surrounding Mount Forest, and farmers, as a class, expect a certain amount of credit. Many hardwaremen, who declare that local conditions preclude all possibility of their making the change, have nothing more adverse to contend with.



WE HAVE DECIDED TO ADOPT

The Cash System

After the FIRST DAY of

JANUARY, 1912

We are making this change after careful and deliberate consideration and are satisfied it will result beneficially both to our customers and ourselves. Under present conditions the customer who pays cash or pays his bills promptly has to make up for all who are slow pay and those who never pay. It also requires an elaborate system of book-keeping which costs both time and money, the frequent sending out of accounts using both stationery and stamps, also the tying up of a large sum of money which would enable us to carry a bigger and better stock of goods at LOWER PRICES.

We estimate we can save you five per cent over present prices, may be more when we have tried it out and know exactly what it will do.

MEANWHILE REMEMBER

Everything is Cash after January 1st, 1912.

GOODS SATISFACTORY OR MONEY REFUNDED

It will be our aim to give our customers the best quality, best service, and best prices possible, and we hope to receive the same kind consideration from the public as has been extended to this store since its establishment 70 years ago. All accounts will be rendered by December 15th and we ask for Prompt and Speedy Settlement of the same.

Binns' Hardware

Phone 28 NEWMARKET

Circular used by G. A. Binns to announce impending change.

The experience of Mr. Hendershot is noteworthy in another respect. When he first made the change, he attempted to conduct the whole business on the one basis. It was a case of cash for everything. He found that this did not pay in some departments. In the stove line, quite a little business was lost because people were not in a position to pay the whole price "on the nail." Accordingly, he modified his terms somewhat. With stoves and a few other heavy lines, which run into big sums, he makes terms with the customer and generally takes settlement by rental agreement or note. The same plan is carried out with reference to contract work. In all other lines, however, the cash provision is still enforced.

Is Trying System.

A more recent convert to the cash system is G. A. Binns, of Newmarket. Mr. Binns started at the first of the year and has not had time yet to "try it out" thoroughly, or to speak of the results. So far, however, he has found no reason for going back to the old way of doing business.

Mr. Binns took the precaution of preparing his customers well in advance of the impending change. It is not considered wise to change over without due warning.

Draws Line Rigidly.

J. H. A. Sylvestre, of Montreal, is one of those who does not believe it a very hard thing to change from a credit to a cash system. For years Mr. Sylvestre gave goods to all and sundry without any immediate return in money. Then he decided that this system was working against his best interests. At once, without even warning his customers, he changed his mode of procedure, and from that day to this—some five years—he has sold goods only when money has been given in exchange. Nor, according to Mr. Sylvestre's own statements, has he suffered as a result of this change. He has lost a few accounts. He has, on the other hand, gained some, and the leakages caused by bad debts have been stopped.

How, some will wonder, was trade gained by the adoption of the cash system? Here is the answer as Mr. Sylvestre himself gives it:

There is a good trade with small contractors in the district in which Mr. Sylvestre's store is situated. When he adopted the cash system he feared he might lose a part of this trade, yet be determined not to give credit even to these men. He had a reason for coming to this decision. It was this class of men who had been responsible for a number of his losses.

But the cash basis did not result in the loss of as many contractors' accounts as might have been expected. Here is one instance, however, where an account was lost. It is one of those instances for which any dealer would be thankful.

"A painter came in here last fall," related Mr. Sylvestre. "He looked over my stock and said, 'Your prices are the best.' Then he said, 'I suppose you give thirty days to contractors?' 'No,' I replied, 'I do not. You men are some of the worst risks we have. You may be worth $20,000 to-day. In thirty days you might not be worth anything.'"

It was plain speaking, that, and the contractor went away without leaving his order. But in thirty days he had made an assignment, and Mr. Sylvestre was shaking hands with himself to think that he had escaped.

"Oh, there are some disadvantages to the cash system," remarked Mr. Sylvestre, "but the advantages more than counterbalance these. I have had larger profits and more peace of mind since I adopted this system."

Where Advantage Lay.

One dealer who made the change over ten years ago and who has stuck to his guns ever since, explains his reasons in this way:

"When I allowed credit, I always had large sums of money out. Sometimes there would be as much as fifteen thousand dollars on the books. That may seem a pretty stiff figure, but it is correct, nevertheless. I was always losing a certain amount through bad debts, and estimated that three per cent. had to be written off every year on that account. So I decided to turn over, and during the first year my business fell off some. The lost business, as far as I could estimate, just balanced up what I had been losing before on bad debts. In reality, then, I was not losing and had, in addition, the advantage of getting the cash down on all that I sold. My financial worries were considerably less, I can assure you. At the end of the first year I figured the change a success and decided to stay with it. Each year since the conditions have improved. The business came back in short order and has stayed ever since. I meet my bills on time, and my surplus is a whole lot better than it was in the days when I let every slow-pay customer in the country run up accounts with me."

Comprehensive Summary.

A good summary of the situation was contained in the notice sent out by Mr. Binns. It read in part:

"We are making this change after careful and deliberate consideration and are satisfied it will result beneficially, both to our customers and ourselves. Under present conditions the customer who pays cash or pays his bills promptly has to make up for all who are slow pay and those who never pay. It also requires an elaborate system of bookkeeping, which costs both time and money, the frequent sending out of accounts, and also the tying up of a large sum of money which would enable us to carry a bigger and better stock of goods at lower prices."

System Which Limits Credit Accounts

How Purvis Bros., of Sudbury, Put a Check on Credit Buying —Slips are Used on Which all Time Transactions are Entered and Submitted to the Firm for Approval—Some of the Advantages.

WHILE all dealers concede that to do business on the cash basis is infinitely preferable to any other system, they are not unanimous in their belief that they personally can undertake it. "It may be all right in some places, but not here," scores of dealers will tell you.

Some will even assert that it is impossible to do business on the cash basis anywhere permanently. They are wrong. It is only necessary to point to instances where it has been done—they are very numerous—to prove that the cash system has been found wonderfully effective.

It is probably true that there are some sections where it would not be advisable to absolutely refuse all credit. In a manufacturing district many good accounts would be lost. The average mechanic needs credit at times, and he is honest enough to pay—in a large majority of cases, that is. Instances are known, however, where hardware stores have been conducted on a strictly cash basis in districts which were literally credit hives.

For sake of argument, however, let it be conceded that there are cases where the hardware man could not afford to demand cash on every purchase. It is obvious that he should lose no time in adopting the next best system, viz.: a proper method of limiting credit.

Unlimited credit is synonymous with bankruptcy. The dealer who never lets his right hand know what his left hand is selling on a time basis, who sells everything and everybody promiscuously, is skimming under a full head of sail for the reefs of insolvency. The bigger the business he does, the faster will his Nemesis overtakes him.

One of the best systems for the limitation of credit is that followed by Purvis Bros., of Sudbury. James Purvis will be remembered by all who attended the convention at Guelph, where he took a prominent part in the discussions, and showed considerable accumen and shrewdness. That the same qualities are shown in his handling of the business is evidenced by the plan adopted to keep down the bad debt percentage.

Credit slips have been prepared, which must be made out before any goods can be sold on a credit basis. The salesman who is handling the transaction enters the name and address of the customer and the amount of the goods, and then submits the slip to the proprietors. If it comes back signed, the transaction goes through. If the firm signature is not obtained, the customer either has to pay cash or go to another store.

The advantages of this system will be patent to all. It precludes the possibility of any member of the staff giving credit on his own responsibility. In fact, no account can be started or added to without the firm's consent. The system serves as an automatic check on credit customers. The proprietor sees the slips as they come along and, if any name is found on too many of them, the clamps can be at once applied. In fact, further credit can be refused just as soon as it is thought a customer has been allowed as much credit as is safe.

Without a system of this nature, book accounts accumulate with bewildering rapidity. Customers keep on purchasing and requesting that the amounts be entered on their bills and the dealer, not knowing to just what proportions those bills have attained, accedes. When he looks over his books at the end of the month, he is astounded at the amount of goods some of these slow-pay customers have managed to secure without any payment. He collects all—in time—on some accounts. But his losses cannot help but prove heavy. The law of averages proves that a certain number of the people who run accounts are "dead beats," and the more accounts the dealer has on his books the wider

Purvis Bros., Limited
Sudbury, Ontario.

Memo About Customer Opening a New Account.

Date .....

Name .....

.....

Address .....

P. O. .....

Reference .....

Amount of Credit .....

Authorized by .....

Credit sheet used by Purvis Bros., Sudbury.

his experience with the dead beat element is going to be.

Would Rather Pay.

There is another point which emphasizes the value of the system followed by Purvis Bros. It is the easiest thing in the world to pocket your parcel. murmur a half-apologetic request to "charge it to me," and slide out of the door. Many otherwise respectable citizens with the cash in their pockets to pay for the goods, will do this. It is so easy. And it postpones the evil day of settlement.

But it is a different thing to make your request to a clerk who pulls out a printed slip, takes down your address and other particulars and then sends the slip on to the office, where the proprietor is sitting in judgment on yourself and similar delinquents. There is the delay, the feeling that the proprietor is "sizing you up," the natural shrinking from making a formal appeal for assistance from the dealer; for that is exactly what it amounts to. Most men would be willing to make every effort to secure the necessary cash rather than to go through this formality.

The system should serve, therefore, as a most effectual check on the fast-ordering, slow-paying customer. It should help to place a good proportion of the business done on a cash basis.

Purvis Bros. have found it to be eminently successful. While not inclined to turn over to the cash basis, they are still less inclined to let irresponsible persons run away with the profits of the business. They have found that the credit slip plan does away with most of the losses.

Office Methods Safeguard the Dealer

Forms Adopted for Checking All Goods Purchased, and the Payments on Same, and Also for Keeping Track of Sales—Office Methods Which Make for Efficiency.

TIME after time men have found their business going behind, and why they could not tell. Faulty buying and selling has occasionally been given as the cause; but in nine cases out of ten the trouble has been with the office system—the system of keeping track of what is done, so that waste may be avoided, and so that advantageous deals may be repeated and foolish deals avoided. Success or failure, indeed, depends in no small degree upon a proper system of bookkeeping.

Many—the majority of hardwaremen perhaps—are now running their offices upon thoroughly up-to-date methods. But there are a number of whom this cannot be said. They will welcome some suggestions, while even for those who have a systematic method of procedure there may be suggestions in the following description of the methods employed by Taylor Bros., Ltd., of Carleton Place.

Special Order Sheet.

Frank Taylor gives special attention to the ordering end of the business, and that he may check this better, and that he may secure certain rights to which he believes himself entitled, he writes every order upon their especially prepared order blank. Never does he use the traveler's order blank. Copies of the order issued are kept, and carefully filed away on a special binder.

In the course of a few days, when the invoice for the goods comes in, this is checked with the duplicate of order. Then the record is entered in a book set aside for the purpose, called an invoice book, while the invoice itself is filed on the top part of cabinet.

The goods arriving are at once checked with the invoice and put away with other invoices, and should an error be detected, notice of this is at once sent the shippers so that the mistake will be rectified at once and not at time of settlement.

Speaking of accounts, by the way, brings to mind a peculiarity of Mr. Taylor's systems. He will accept no draft, claiming this to be a great nuisance. On his order blank it is clearly specified that payment shall be by check only.

JOHN D. TAYLOR, PRESIDENT — C. F. R. TAYLOR, VICE-PRESIDENT

TAYLOR BROS. LIMITED Order No. 2551

HARDWARE AND COAL MERCHANTS

CARLETON PLACE ALMONTE LANARK

PLEASE PUT THIS NUMBER ON YOUR INVOICE

CARLETON PLACE, ONTARIO, CANADA 191

Please ship to our address at ..... as follows:

Via When F.O.B. Terms

Quantity	DESCRIPTION	Price	Per

State exactly when goods will be shipped.
Send statement of account the first of each month.
Cash discounts will be taken in all cases. No drafts will be accepted.
No charges allowed for packages and cartage.
Foreign shippers must send two additional invoices properly certified for customs purposes.

Yours truly,
TAYLOR BROS. LIMITED
per .....

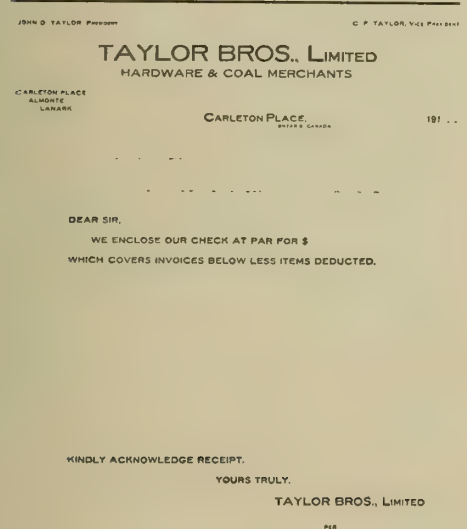
Special order form, of which copies are always kept.

Only by special arrangement with their bankers their checks go at par.

This payment, however, must be made within the thirty days allowed, and to see that no delay occurs the invoices are carefully written into invoice book above, according to date. So, as the thirty days come around, they are promptly paid.

With the check is sent a copy of the form reproduced below. This enables deductions to be made for any damage which may have been done goods, or for any other just causes.

The check being sent, a note of this is made in the invoice book, in which was earlier entered the arrival of the goods. The use of this big book is very apparent. A glance at it shows exactly what goods have yet to be paid for. This enables Mr. Taylor to ascertain quickly what are his obligations. He takes care to have things in such shape that he can tell equally quickly what


JOHN D. TAYLOR, President C. P. TAYLOR, Vice-President

TAYLOR BROS., LIMITED
HARDWARE & COAL MERCHANTS

CARLETON PLACE
ALMONTE
LANARK

CARLETON PLACE, ONTARIO, CANADA, 191 . .

DEAR SIR,

WE ENCLOSE OUR CHECK AT PAR FOR $

WHICH COVERS INVOICES BELOW LESS ITEMS DEDUCTED.

KINDLY ACKNOWLEDGE RECEIPT.

YOURS TRULY,

TAYLOR BROS., LIMITED

per

Notice sent with check—It is possible to deduct amounts which it has been agreed shall not be paid for but which may have been .. charged in the account.

funds are available to meet these obligations.

Keeping Track of Uncashed Checks.

Not only is it necessary to know what funds are in the bank. A cursory glance at a pass book will show this—but it is also necessary to know what checks are out against that bank balance. Otherwise checks might be issued for a larger amount than is really on hand; and such a state of affairs, as every business man knows, may be exceedingly embarrassing.

But precautions can easily be taken. Mr. Taylor adopts a simple method, and one which is quite commonly used. The stubs of the checks are all kept, and as the amount for which they were made out is drawn from the bank account, this stub is checked off with a

TAYLOR BROS. LIMITED Invoice No.

Carleton Place, Ont., 191

Bought of **TAYLOR BROS. LIMITED**

Invoice which is made out with every sale—This enables weekly and monthly statements to be compiled readily.

blue pencil. So, when checks are to be made out, Mr. Taylor can easily see what he has on hand to pay these with. He consults his bank book, and finds the balance there. Then, by referring to the check books, he sees the checks which are unmarked. He knows the money to meet these has not yet been taken from his account, so by a sum in addition he finds the value of the checks out against him, and by subtracting this from his bank balance he finds the exact funds which he has on hand to settle his bills.

Care of the Selling Branch.

The foregoing part of this system relates to the buying end more especially; but Mr. Taylor also keeps close track of the goods which he sells. For every sale made an ordinary check book is used. Now notice the use that is made of these slips. Every day the bookkeeper totals the sales of the day before, and every morning she lays this statement before Mr. Taylor. He can compare with the corresponding date of the year previous. This is not very enlightening, for weather or some similar conditions might account for a big discrepancy in the transactions. But these daily sales are totalled for the week and month. Then they can be compared with the corresponding period of the year preceding, and the dealer is enabled to see how his sales have grown.

Estimating the Profits.

"I do not try to ascertain the exact profit every week," said Mr. Taylor, when speaking on this point, "but I can estimate this roughly. For instance I know that my profit was, say 5 per cent. on gross sales last year. Taking it for granted, therefore, that the rate will be about the same now, I can tell what my profits on the week's business will be. It is not accurate work, as I have said, but it gives me an idea—gives me something to go upon."

Figuring the Selling Price of Goods

How to Reach Prices Which Will Cover all Expenses and Leave a Fair Margin—Some Common Mistakes Pointed Out—How to Determine the Cost of the Goods and the Cost of Running the Business—Application of the Rule.

ONE of the most important considerations that every hardwareman has to face is the fixing of selling prices. A merchant might have a genius for salesmanship, he might turn over an immense amount of stock in the year; but if he had failed to figure correctly how much his goods had cost him and at what price he ought to sell to make a profit, he would "fall by the wayside," nevertheless. His skill as a salesman would avail him nothing.

It will thus be seen that the dealer who aims at success must have a proper system of figuring and cost accounting. Free-and-easy methods will never bring success. Some men in an off-handed way add a certain amount to the cost of the goods, putting it high enough, as they believe, to cover all possible expense and still leave a margin of profit. Not having gone to the root of the matter, they have no idea what it is costing them to do business and, although they may add what looks like a liberal margin, in nine cases out of ten they will fall short of the requisite amount.

Take for instance the problem discussed in last week's issue of Hardware and Metal. It was, briefly, as follows:

> "A certain article costs $1 wholesale. What will it have to be sold for to allow a profit of 10 per cent., after allowing 22 per cent. for cost of doing business?"

The free-and-easy figurer would think he was fixing a pretty safe price if he marked the article at $1.40. "I am allowing the 22 per cent. for business expenses and 18 per cent. profit for myself," is the way he would probably figure it out.

As a matter of fact he would be making less than 10 per cent. profit. Figured on a proper basis he would have to charge $1.47 to make a 10 per cent. margin.

The Proper Method.

The first step in arriving at the selling price of an article is to determine accurately the laid down cost of the ar-

ticle—what it has cost when it reaches the store.

The cost of the goods should be determined on the following basis:—The invoice price, less the trade discount but not less cash discounts, plus the freight or express and cartage but not plus demurrage charges or breakage losses.

The cash discount must not be deducted from the cost price if the merchant desires to be fair to himself. Cash discounts constitute a profit accruing to the merchant who runs his business on a proper financial basis. It does not affect the cost of the goods either one way or the other. If the dealer writes the amount of his discounts off the cost of the goods he is giving away something that he has earned for himself and is losing the interest on his money. If he fails to secure the discount, he does not add it to the cost.

On the other hand it is not fair to add demurrage charges or losses through breakage. In the first instance, the charge is due to negligence on the part of the dealer himself and cannot rightly be charged up to the goods. Breakage cannot be added to the cost of the goods; such a course would demoralize the dealer's whole price system. Suppose that he gets in two consignments of glass of equal value. One arrives safe and sound but the other is damaged to the extent of $20. If he adds the $20 on to the cost of the goods in the second consignment, he will have two different charges on glass of the same value. Breakage charges must be looked after under the head of business expenses. The dealer must estimate an amount to cover the breakages during the year and add that to his overhead expenses, thus spreading it over his whole stock in trade.

Overhead Expenses.

Having determined the cost of the goods, the next step is to arrive at the cost of doing business. This is an extremely important phase of business management. The dealer must reckon on every possible expense which he will be compelled to meet during the year He will have to be guided largely by past experience, for many of the items can be estimated only. He knows, for instance, what his rent is, what he pays each member of the staff, and what the telephone bill is going to be. But he cannot tell to a cent what his office supplies will cost him, what his lighting and fuel bills will total or what the total of breakage losses will amount to. These items can be estimated with more or less exactitude by referring to the books of past years and taking into account the expansion of the business.

It is important that all expenses should be accounted for. Under the head of business maintenance cost comes Rent; salaries to clerk, bookkeeper and driver; extra help during the busy seasons; taxes, if any; light, heat, water and ice; telephone charge, long distance calls, telegrams; office supplies and stationery; advertising; donations; insurance; association fees; breakage losses; depreciation on stock, fixtures and properties; bad accounts; proprietor's salary and incidentals. Some items may have been omitted but that list covers the important charges.

Some of the items may require a little explaining. Many dealers, for instance, do not allow themselves a salary. This is misguided philanthrophy. The merchant earns and deserves a salary as much as anyone else. The profit he makes over and above all is seldom larger than he has a right to expect in the way of interest on his investment. If he contents himself with that and does not allow himself a salary, he is losing the benefit either of his investment or of his personal efforts.

It is important that a fair amount should be allowed to cover depreciation and bad debts. A certain amount of stock is bound to lose its selling worth in the best kept-up stores; and the fixtures depreciate steadily, necessitating substitution in due time. A certain percentage of bad debts are also bound to creep in no matter how closely the proprietor may watch.

The next step is to estimate the probable amount of business which will be done during the year. This can be arrived at by comparing past records and watching the trend of trade closely. If the locality is averagely thriving, a dealer can reasonably count upon a certain increase in his turnover each year.

Now suppose that a certain hardwareman did a $35,000 business last year with running expenses of $7,000. The town is growing, however, and he is continually seeing new faces in the store. He feels justified in counting upon an increase in business and estimates that he will do a $40,000 trade during the present year. To arrive at a correct estimate of expenses, he must allow for a certain expansion there also. The head clerk deserves a raise. That will cost an extra $100 a year. Taxes will be a little higher. Altogether, he decides that it will cost him about $200 more to run the store than it did last year, making the total $7,200. In other words, his cost of doing business is just 18 per cent. of his yearly sales. Quite apparently, then, this 18 per cent. must be figured in when fixing the selling price of goods.

What is Fair Percentage?

There is a wide divergence of opinion on the subject of the cost of doing business. Some dealers declare that it costs them as high as 28 per cent., while others stoutly asseverate that they can get along on as low as 7 per cent. Expenses will differ, of course, according to the location, the nature of the business and the methods followed. It is impossible, therefore, to set a percentage which would apply to all stores, but it is quite safe to assert that the dealer who lets his expenses creep up as high as 28 per cent. of his yearly sales is skating on thin ice, while the man who figures on 7 per cent. is either out in his figures or is running his business on a cheap and penurious scale which eliminates all hope of expansion.

Finding Selling Price.

The dealer has now found the cost of the goods and has estimated his cost of doing business. How is he to use the figures at his disposal in order to arrive at the selling price?

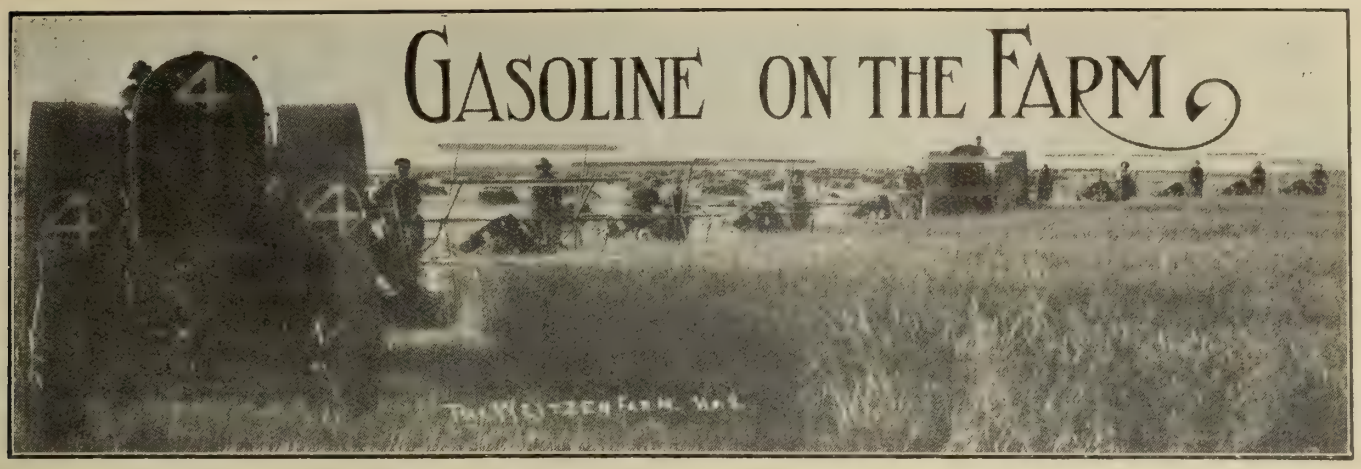
Suppose for purposes of demonstration that he has an article which has cost him $1. He has decided that it is costing him 18 per cent. to carry on business and that he is entitled to 10 per cent. over and above everything for profit. Should he mark the goods to sell at $1.28? We trow not.

The proper method to pursue is to add the percentages for cost of doing business and profit together (28 per cent), and deduct from the 100 per cent. which represents the selling price. What is left will represent the percentage that the cost price of the goods must bear to the selling price. In this instance $1 will represent 72 per cent. of the selling price. The selling price is, therefore $1.38.

Application of the Rule.

No rule can be followed rigidly in the conduct of a hardware store. In the matter of the selling price of goods, a difficulty at once presents itself. There are some staple lines which custom has decreed must be sold at a low figure. There are a few lines which the hardwareman sells on which he does not make a red cent. If he figured the selling price of these goods on the basis outlined above, his sales would be few and far between, for the simple reason that people would be able to buy much cheaper elsewhere. It is clear, therefore, that until hardwaremen get together and decide to ask a fair profit on everything they sell, there will be some goods which will have to be figured on a basis of their own. This brings up another point. The scales must be balanced somewhere. If certain lines are sold without the margin of profit which is required to insure the dealer a fair financial return, the loss must be made up in another direction. Most dealers balance it up by charging more for other goods on which a better price can be asked. This is a matter which every merchant must adjust for himself.

GASOLINE ON THE FARM



Threshing by traction engine on a 10,000-acre ranch, which boasts of only four horses.

A New Force Which is Solving the Knotty Problems of Agriculture on a Large Scale—A New Link Between the Hardwareman and the Farmer—The Experience of One Western Hardware Dealer.

A TEN thousand acre farm and only four horses on it. To the easterner, who has been accustomed to see ploughs drawn by teams; produce brought to market and wheat taken to the barns by the same means, such a condition is hard to understand. Yet there is a ten thousand acre farm in Saskatchewan which has but four horses upon it. That farm, and others like it, has opened a new field for the hardwareman of the West. It is a new kind of agriculture out there. It is a new kind of hardware business which furnishes the farmers with the necessary supplies.

The real old time easterner, who has never strayed far from the back fifties, will be inclined to scratch his head in disbelief at this statement that there is a 10,000 acre farm upon which only four horses are kept. He will scratch his head and quote, "How can them things be." Even the traveled easterners, who have seen something of the new methods, will be surprised. Gasoline, they know, has taken the place of horse flesh to a great extent; yet few have thought of its being so all sufficient.

Largest Wheat Farm in World.

It is near Rosetown that this great farm is situated. It is said to be the largest grain farm in the world; is owned by The Weitzen Land and Agricultural Company; comprises sixteen sections, or 10,240 acres, over 5,000 of which were under cultivation last year.

And the work of this farm—the word seems inadequate to describe such a place—is done almost entirely by gasoline. Gasoline It is the moving force of the new agriculture. It is to the farm what electricity is to the manufactury. It is the white coal of the fields.

Can they thresh by gasoline? will be asked. They can. Moreover, they do. In the West the farmers are mindful of that ancient saying, "If the mountain won't come to Mahommet, Mahommet will go to the mountain." The threshing outfit goes to the grain. Traction engines move the threshers. Steel granaries are drawn to the spot by traction engines; and in these steel granaries the wheat is stored.

Traction Engines Draw Binders.

But they can't cut the grain by gasoline, it will be said. Again the answer is yes. This is the method which is becoming more and more general. To traction engines the binders are harnessed. Not by horses are they drawn, but by horse power. The odor of gasoline has pervaded the land. Where horses would draw one binder the traction engines draw several. They go steadily along, mowing down the golden wheat, the number one hard of the West.

But the ploughing. Yes, that is being done by gasoline, too. Great motor

Scenes from a land of growth and contrast. 1—The main street of Rosetown. 2—A general store in a new territory. 3—Ploughing by gasoline. L. F. Heartwell is the figure in shirt sleeves.

ploughs have been installed. With these the difficult work of breaking land is done. With these, land once put under cultivation is returned.

And the marketing—for it, too, gasoline is used. The horses seem necessary only for the "chores" now. They do the light work. The odd jobs. But as for taking goods to market—well what impression could four horses make upon the product of 5,000 acres. No, the grain must be taken to the railways, fast, and the means of transportation is the traction engine which has power to draw many heavily laden wagons.

A study in contrast—Ploughing by oxen with a $14,000 modern schoolhouse in the background.

Huge Sales of Accessories.

It is a great change this—a change which has come suddenly; and, as has been said, it has necessitated a change in the western hardware business. Accessories which are needed on these motor-run farms are now in great demand. Why, in Rosetown—a place which was not, in 1909, but which now boasts 600 inhabitants—L. F. Heartwell, a dealer in hardware, sold, last season, 30 cars of gasoline. Thirty cars! Why in the old days a man in a place of 600 inhabitants would have considered he was doing fairly well if he had sold 30 gallons. Times have changed indeed.

But gasoline is not the only thing. There is belting, too. Belting must be supplied for all those traction engines, and lacing for the belts. So these lines have to be stocked and stocked largely by the hardware merchant. He must carry other things also, parts, and tools with which repairs may be made. Then he needs the smaller motors, for gasoline is not limited to the fields. It is used about the houses. They are coming to do nearly everything by gasoline in the West.

A Land of Contradictions.

Yet it is a strange country. Within a few miles of Rosetown there is to be seen a little mud hut—a general store it is, and one in which those who know it say a fair business done. In Rosetown itself, a new $14,000 school house has just been erected; yet on a homestead near this fine modern building a yoke of oxen do the drawing.

A land of contradiction this, yet a land that is taking the lead in many ways. In the east, gasoline is being used more and more daily. But out there it is rather a case of other means of operation being used less and less. The traction engine, the gasoline plough, are coming to be the thing.

The Rapid Recovery of Cochrane and its Hardware Stores

How Hardwaremen Have Helped to Build Up the Fire-Swept Town—Recuperative Power Shown is Typical of the West—Good Stores Built in Record Time.

TO one acquainted with the country known as the Canadian West, nothing seems quite impossible. The spectacle of towns growing up to thriving proportions in a few months, of whole new tracts being opened up and settled in a season, is becoming common. Railroads are shoving ahead into new territory with wonderful rapidity. Business is growing by leaps and bounds.

The great recuperative power of these western towns has never been so strikingly demonstrated as in the case of Cochrane. Strictly speaking Cochrane is not a western town but it lies in the northwestern belt of Ontario where development is quite as active as in the provinces beyond the Great Lakes. The chronicles of Cochrane do not date far back but they contain records of no fewer than three big fires, the last one of which wiped the town right off the map.

For about two weeks only. As soon as the smoke had cleared away, those hardy pioneers were at work building up again. In a few days they had temporary buildings erected. In a couple of weeks the work of reconstruction was on in full blast. In seven

Scenes in the "come back" town of Cochrane—A view of the place two we eks after the fire and two of the hardware stores—Frank Child shown in centre.

weeks, the town was back again, looking quite as lively and thriving as ever.

The hardware merchants of Cochrane showed that they possessed to the fullest degree the "come back" qualities which have made Cochrane famous. Frank Child was doing business in tents one week after the fire swept through the town. The intervening seven days had been spent in getting the tents and the new stock into Cochrane. He was one of the first to start rebuilding and about two months after that date, was moving into his new store building.

The Geo. Taylor Hardware Co. started in business immediately after the fire, also getting their store put up in remarkable time.

The hardware business has been brisk and these dealers have probably been rewarded for their energy. The upbuilding of a town means a heavy call for tools, building and contracting supplies. The sale of stoves in and around Cochrane has been something enormous since the conflagration

The accompanying illustration shows some scenes in Cochrane. The central figure is Frank Child. The top scene is a photograph of Railroad street looking west just two weeks after the fire. Buildings were starting to grow up on all sides. To the left is seen the store of the Geo. Taylor Hardware Co., and to the right that of Mr. Child. Both are stores of good size and large stocks are carried.

The Child store is 32 feet by 60, and is equipped with all the latest devices. It contains store ladders, modern fixtures and oil tanks and is lighted by electric light. It is, in fact, more complete than will be found in many stores in old established districts.

Early Days On The Road

Reminiscences of a Pioneer Salesman.

D. A. Kennelly Travelled Over New Territory Many Years Ago—Went to the Rockies and to Edmonton Several Years Ahead of the C. P. R.—Arduous Experiences on the Road—Carried a Stove as Sample to the Maritime Provinces.

An old-time scene in the west—A caravan of hardware and provisions arriving at Portage la Prairie in 1879.

ONE hears much of the hardships of the traveling man's life. He is depicted as rising at an unearthly hour every morning to catch trains, making impossible connections, lugging huge grips, eating his meals at railway lunch counters; we picture him devising expedients to gain interviews with crusty individuals and vieing with cunning competitors; and so on, ad infinitum. Far be it from us to affirm that the picture is not true in every essential respect; but we desire to state that, when one stops to consider what the traveling man of fifty years back had to endure, the conclusion is reached that the salesman of to-day is in clover. He travels in a parlor coach instead of by buckboard and team; telegraph and telephone enable him to make appointments ahead of time and to keep in touch with headquarters; he travels a well-defined route and his work is part of a capably directed system. But what of the traveling man of yesterday?

No one is in a better position to speak of traveling conditions as they were when the Dominion of Canada was in the swaddling clothes stage than A. D. Kennelly, Toronto manager of the McClary Mfg. Co. Mr. Kennelly was one of the first travelers to go on the road for McClary's, and for a long time he acted in the capacity of "pioneer man." Like Joshua, who was sent to spy out the chosen land, Kennelly would be called upon to make the initial trip into any territory, which the company decided to invade. He would have to map out his own routes, find out for himself the likely customers, the best hotels, the local likes, dislikes and prejudices and the "colloquialisms of trade"—if such a term be permissible—in that section. The way of the pioneer is hard; as any traveler who has made the first trip into new and unexplored territory will attest.

Crossed the Continent.

One of his early trips was to the West to open up that territory for the Winnipeg branch. If we were writing this sketch from purely a romantic standpoint, we would undoubtedly head this phase of his experience, "Cross Continent on a Buckboard." He beat the C.P.R. into most sections of the West by several years, going as far West as the Rockies and as far north as Edmonton. It required a Spartan nerve to travel in those days, for the roads were never good and frequently impassable. It was not hard to lose the way, especially in winter when the snow drifted across the trail and made direction purely a matter of individual opinion

All Night on Prairie.

Many's the night that he spent on the prairies, sometimes alone, more frequently in company with other belated traveling men. When the trail was lost and night close at hand, they would know it was useless to hope to reach shelter and would proceed to make the best of it. They would turn the horses adrift and crouch down under the heavy robes in the bottom of their sleigh. Sleep would be out of the question, of course; and sometimes they found it pretty hard to fight off the fatal drowsiness. Those long waits through the intense cold were an experience that few men would care to pass through; but it was a frequent occurrence in those early days on the road.

Drank Drug Samples.

Mr. Kennelly tells of one experience which has its funny side now; though it was grim earnest at the time. He was stalled for the night just out of Brandon with three other travelers. It was bitterly cold. The mercury had fallen so

A. D. Kennelly, who had some interesting experiences on the road in the early days.

low that it could hardly have gone any lower without crawling out of the bottom of the glass altogether, (a mere figure of speech insomuch as they hadn't a thermometer with them). The need for inner nourishment was keenly felt and, as one of the party was a grocery traveler, they soon demolished his samples. One of the other men traveled for a drug house and he had bottles in his case, containing nearly every known drug. During the night, the party drank everything that he would guarantee was not poison. Their wholesale libations helped warm them up and had no evil effects, for the party managed to get into Brandon the next day little the worse for wear.

Mr. Kennelly estimates that he swallowed enough medicine that night to safeguard him against every disease on the medical calendar and a few hitherto undiscovered ailments and complications as well.

Good Territory Then.

The West was good territory even then. The western dealers bought freely and, we presume, sold just as freely. Certainly the traveler who covered the prairie route deserved all the business he got, however.

Mr. Kennelly was the first man to travel through the Maritime Provinces for any western (Ontario was the "West" in those days) stove firm. He went on his intial trip with a full sense of the difficulties that lay before him. Down in the Maritime land, they had not at that time very much appreciation of "Canadian" goods. They handled English and American imports to a great extent. Most of the cities had a fixed license fee for traveling salesmen. When Mr. Kennelly struck Quebec City he had to enrich the civic coffers to the extent of $60 before showing a sample. Other cities had the same welcome for the commercial man. It cost money to solicit the trade in those days.

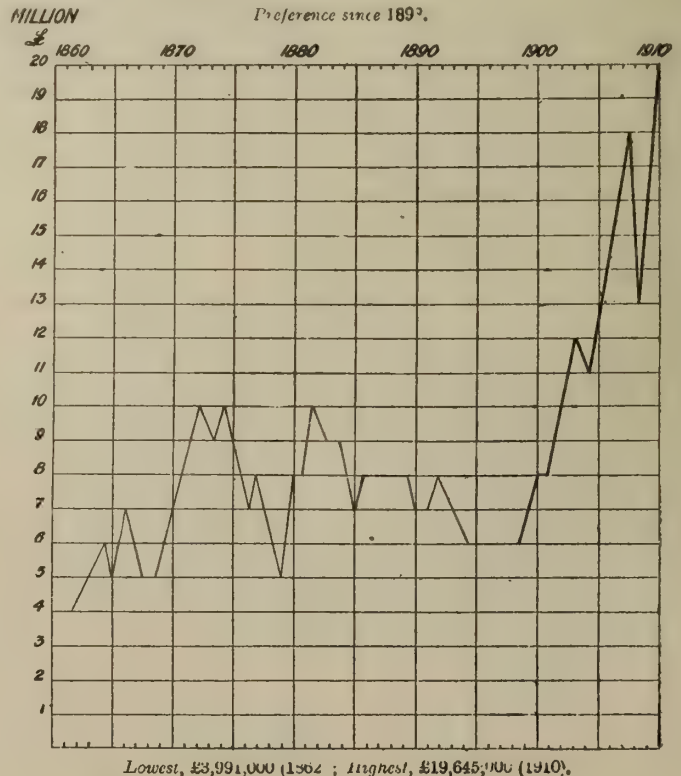
As samples, Mr. Kennelly carried several trunks of tin, and enamelware and a stove—a full size, full weight base burner! Think of it, ye traveling salesmen, who sell from catalogues, think of shipping a stove from place to place, loading and unloading, carting it from station to store, in those days of primitive railroading! This was the first, last and only time, we believe, that an actual stove was carried along as a sample by a stove salesman.

It was a heavy burden but it accomplished its purpose. The dealers throughout the Maritime provinces became convinced that a man who would come hundreds of miles to see them, pay their heavy commercial taxes and actually bring one of his stoves along with him, must have a proposition worth presenting. Mr. Kennelly's knack of deftly presenting his goods went a long way, but that stove was a clincher; it was the one convincing argument that broke down the Bluenose skepticism.

When in a reminiscent mood, Mr. Kennelly can give many interesting anecdotes of those early days. He tells of the "stages," then a regular fixture on all sections, and the wayside hostelries, identical in every way with those famous old stopping places where Dickens' "bagmen" put up. Traveling was laborous work but it had one or two advantages which do not exist now. On reaching a town the salesman did not find three or four representatives of rival houses ahead of him. He had to contend against the obstacles of the road rather than trade opposition. Perhaps, who knows? he did not have it much harder, except in a physical sense, than the man of to-day, who finds his district worked over with the fine tooth comb of modern commercial thoroughness.

British Imports Into Canada

The accompanying chart shows the amount of manufactured products from the United Kingdom imported into Canada since 1860. It will be noted that in 1910, British imports were largely in excess of any previous year. The principal commodities in 1910 were:—Woolen and worsted piece goods, £2,632,000; iron, iron and steel manufactures, £2,493,000; cotton piece goods, £1,683,000; woolen and worsted manufactures, £933,000; cottons, miscellaneous, £798,000; apparel, £568,000; machinery, £534,000; British and Irish spirits, £463,000.



Lowest, £3,991,000 (1862 ; Highest, £19,645,000 (1910).

Veteran Figures in the Hardware Field

No. 12.—Aaron Sweet, Winchester.

IN the evening, after work was done, a coterie of Winchester young men were wont to gather in Rennick & Broder's store, and there enter into competition to see who could kick the highest—the measurements being made upon a post which stood in the centre of the store. In these contests a lad—Aaron Sweet, by name—usually came off victorious. He touched the highest point on the post—inches above his nearest competitor.

All this was many years ago, but the point of interest is that later events have seemed to indicate that there is some relation between high kicking and climbing—for Aaron Sweet, the high kicker, has climbed somewhat too.

Mr. Sweet, all travelers know, is one of the leading merchants of Winchester. He is, perhaps, the largest buyer, and sells in large quantities. He handles practically every line, but is particularly fond of hardware.

Aaron—the name has a biblical sound. But such names, it would seem, run in the Sweet family. Recently Mr. Sweet went to Montreal on a visit, and when he was registering at the hotel he noticed the names of Moses Sweet and Solomon Sweet. This surely looked like a gathering of the clans. Mr. Sweet, of Winchester, thought that these otner biblical characters must be some relations of his, so he set out to find them.

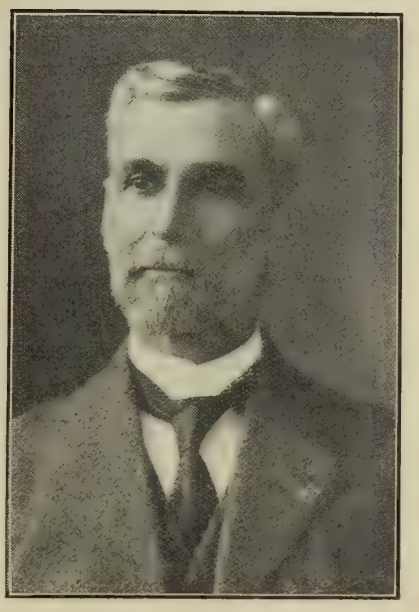
But alas there was no relationship at all. Aaron Sweet, who is a staunch Methodist, was somewhat grieved to find Moses a Scotch Presbyterian. Solomon proved to be a customs house officer. Probably the Government thought that as namesake of the man with the many wives he should be onto the smuggling ways of women.

There is another story which Mr. Sweet, of Winchester, enjoys telling. The event occurred a summer or two ago when he was in Vancouver. He had been invited to a friend's house, and there a new acquaintance said: "By the way, Mr. Sweet, are you any relation of the Sweets who live here?"

"I don't think so," replied the Winchester man, "but what are their names?"

"Paul and Silas," came the reply; and again, though Mr. Sweet found there was no relationship, he came to the conclusion that there is a divinity which shapes the front names of all Sweets in a biblical groove.

Mr. Sweet has been in Winchester



There is Some Relation Between High Kicking and Climbing, for Aaron Sweet, the High Kicker, Had Climbed Somewhat Also.

something over 42 years. It was in 1870 that he moved there from Morrisburg, starting work with the firm of Rennick & Broder. This was about the time that the kicking contests were the events of the evening.

Later, the firm changed to Broder & Brother, but Mr. Sweet remained in the store. Then in 1877, there came another change, the firm becoming Broder & Sweet. A new mark had been made on the kicking post.

But things were to change again before long, and in 1883 Mr. Sweet took over the store himself, operating it since that time under the name of A. Sweet & Co.

This store is both Mr. Sweet's business and his hobby. He is ever on the watch for new lines which he may profitably add. Recently he has started carrying factory and motor supplies. The result already has been satisfactory. There are a number of small factories in the district, and for these, belting, lacing and engine valves are often wanted. Motors are getting common on the farms There are batteries and fittings needed for these, and Mr. Sweet can supply them. The very fact that he can supply them brings him trade in other lines.

But Mr. Sweet has not confined all his attentions to his store. Municipal politics have attracted him. He was the Reeve of Winchester the first year that it was incorporated. He has bee in the council since.

A movement—hardly political, yet creating a stir greater than that caused by many political campaigns—came recently in Winchester. Local Option was carried. Now Mr. Sweet had not been certain what effect the passing of the measure would have. But the measure once carried, he determined—with many others in the town—to do what he could to make it a success. Nor was it long before there was need of some action—for fires occurred, as the result of which both the hotels in the place were burned to the ground.

This left Winchester practically hotelless, and everyone knows that a town without a good hotel is a town shunned of traveling men—a town more or less cut off.

Obviously there was need of speedy action, and a number of the business men got together, subscribed $28,000 stock, and built a new house. For this they secured a manager, and since that day a good hotel has been running—a hotel in which a good table and the law is kept.

This hostelry has a board of directors to see that all is properly done. On this board is Mr. Sweet. He and his fellows have done their work so well that the house is paying good interest on the money invested. It was not started as a money-making concern; but it has developed that those who stood by the town in its hour of need, determined that it should not be cut off from the world because of poor accommodation, will not suffer any financial loss by reason of their loyalty.

By the way, it was in 1870 that Mr. Sweet came to Winchester. Say he was seventeen or eighteen at the time, he must be nearly sixty now. No one would think so from his appearance—nor even from the likeness reproduced above. But no one believes in the Osler theory anyway, not even Osler himself, who says he never said it. Why a man at sixty—if he be the right sort of man—is in his very prime. He has both experience and vision, and in the particular case in question, he has also a great old biblical name—a name which dates back to the days when a man was considered somewhat of a youth at one hundred and twenty.

EFFICIENCY
IN
THE STOVE DEPARTMENT

Keep Stoves in One Part of Store

The Wisdom of Maintaining a Stove Department, Instead of Scattering the Stock all Through the Store—The Experience of Geo. Mathewson, of Toronto—Some of the Advantages Enumerated.

A GREAT deal depends upon the location of the stove department in the store. The effectiveness of a dealer's campaign can be, and very frequently is, seriously impaired by the lack of proper facilities in the store for display. Lack of room compels many dealers to place their stoves any old place they will fit in. You find a range here, serving perhaps as a counter for a variety of articles; a heater farther back; a row of gas stoves lined up against a rear counter. The effect is bad, to put it mildly.

In some cases it is not the dealer's fault. He has not sufficient room to enable him to set aside a large section of the store to be used for the display of a good stock of stoves; and he lacks, perhaps, the capital to move into larger quarters or to extend. Every effort should be made, however, to get all the stoves together. It should not be a difficult matter, except in very exceptional cases, to effect a rearrangement of the interior which would centre the stoves in one place. In any case, the practice of placing other goods on top of stoves should be discontinued. It gives the store the appearance of a junk shop, and it makes it considerably harder to effect a sale. The prospective customer cannot feel any desire to own a store which is encumbered with stew pans, package goods and kegs of nails.

The best position of all for the department, perhaps, is at the rear of the store, and on a higher level than the front. There is a double advantage in this. The goods can be displayed to the best advantage. The average customer likes plenty of time to talk over and consider a stove purchase. This cannot be done when the stock is placed near the front of the store, with people bustling in and out and more or less confusion the whole time. When the salesman can get the customer off in a quiet place and talk the matter over without interruption, he has a much better chance of making the sale.

Some dealers even go to the length of putting their stove stock on the floor above the main store. A few put them in the basement. The object in each case is the same: to give customer and salesman an opportunity to discuss terms without interruption.

A western dealer emphasizes the importance of having a section of the store devoted exclusively to stoves. "It gives the salesman double the chance," he explains. "If the goods are scattered through the store, people look them over carefully and you cannot tell if they are interested or not. If you question them, they frequently put you off. Now, my department is placed at the rear of the store up three steps. When a person goes up there, it is a sure sign that they are interested. We go after them hard, and the steps cut off their retreat. They can't edge away."

Geo. Mathewson, Queen Street East, Toronto, decided last fall that he needed more space. An extension was built at the rear, a raise of several feet being put in. The stove stock was then moved back to the new section.

A view of the stove department in the store of Geo. Mathewson, Toronto.

The accompanying illustration shows the stove department as at present arranged. Mr. Mathewson keeps only a few samples of each line on the floor. The rest of the stock and the second-hand stoves are in the basement.

The problem which faced Mr. Mathewson was pretty much the same as that which most dealers are called upon to solve, in housing their stove stock. He states that the new arrangement has been satisfactory in every respect. It not only gives him a splendid opportunity to display his stove stock, but it greatly improves the rest of his store as well. The elevated section serves the purpose of a stove showroom to best advantage. It is possible to show the stoves from every angle and to demonstrate their advantages.

Put in Elevator.

Another innovation made at the time the addition was built on was an elevator at the rear of the stove department. This has since been found invaluable for the handling of goods. "Don't see how I ever got along without it before," comments Mr. Mathewson.

Methods of a Successful Stove Dealer

How W. C. Stearman, of Vancouver, Has Built Up a Splendid Trade—He Specializes on Stoves and Advertises Strongly—To Satisfy the Customer is His Great Aim and Object—Fairness to Other Dealers is Striven for.

SPECIALIZE in stoves. Though a sale is the temporary aim, make the satisfaction of the customer the ultimate object. Adopt a standard of dealing and live up to it. Don't knock your fellow-dealer; remember every one may not prefer your stove. These are some of the mottoes W. C. Stearman, of Vancouver, has before him in handling the stove trade. That he has managed to make a record not only for Canada, but almost for the States, indicates the common sense of his fundamental rules.

Last year Mr. Stearman sold 982 ranges in all. Early in March, he had sold over 3,000 ranges in the aggregate. He hopes by the end of the present year to have reached the 4,000 mark. To show his belief in his own ability and that of his staff, he has placed an order for twenty carloads to be delivered in 1912. Each car holds from 56 to 62 ranges.

How does he do it? Mr. Stearman frankly states he has no secret of success, his various rules being simply an amplification of a basic fair dealing.

After the range is placed, the buyer is told that if it is not satisfactory, money will be refunded. This has happened but once, but the firm is ready at any time to show their good faith. No exchange is made, for all the stoves are alike, and the money is forthcoming immediately.

Money Was Refunded.

Three years after the purchase of a stove, the buyer came into the store and asked Mr. Stearman if he would do what he said. Without any hesitation, the man was assured that that was the first policy of the store. "Well," he said, "I bought a range three years ago, and I have to change my place of residence. I have not time to offer it second-hand any place. You told me you would give me $35 for it, three years after I bought it."

That afternoon the range was in the firm's warehouse. It was cleaned up and sold a few days later to a buyer who wanted a second-hand stove. Perhaps only a dollar or two was made out of it, but nothing was lost, and the goodwill of a buyer was gained.

Not many second-hand stoves are available though. This is shown by the fact that there is a waiting list for these, with four names on the list at present. Sometimes a second-hand range is picked up in odd places, and it is overhauled and sold at the least possible reasonable profit.

A Good Advertiser.

Advertise! Advertise! Stoves are advertised by the whole Stearman store staff. Advertisements are placed in all the papers and principal publications that reach the crowd. Mr. Stearman reasons that there is no use having a good thing if its merits are not made known. The statements made in his advertising matter are straight, explicit and brief. Evidently they impress, for the store has been able to sell eleven ranges in one day. That he gets stoves on the minds of people who want something in that line was shown by the first clerk at the store one morning finding a man seated on the step at the front door.

"I'm waiting to buy a range," the early bird announced.

Perhaps it is as much of the man as his method that the staff are enthused and the people interested. Still, the elements of success are the same, and may be adopted by any one. Application of these fundamentals need not be limited to special lines, but the same principles may be used in general dealing. There is only one way to get success and that is, see that the customer is satisfied.

In this connection the story is told of a young man starting up business, with small capital. He had to borrow and went to the bank. He was promised consideration. That afternoon, the manager of the bank, unknown to him, bought a small article in the store, and going outside ripped it with his knife. He took it back and pointed out the defect. The young business man saw at once that it could not have been like that when it left his store, but without question he gave the money back. That afternoon he was told that he could have all the money he wanted, and never knew for a long time after just why the banker was impressed. He was told that if he had haggled over the goods he would not have got his loan.

Be fair to other dealers is another rule of Stearman dealing. If a man wants another kind of stove he is directed to the place where it may be bought. A woman one day traveled many blocks in the heat only to find that she had got the wrong place. Her disappointment was apparent on her tired face. She was told to rest a minute, and in a few moments a taxicab was at the door to carry her to the store she wanted. She went to the other store, looked at the goods and though there was really nothing against them she returned to the first place to buy. Such an act is the inspiration of the moment, but it is always a winner. These inspirations come to the man who starts in with the determination to be thoroughly and constantly alert. Continued thought along certain lines is productive of ideas.

W. C. Stearman was formerly with McLennan & McFeely & Co. He formed a partnership with R. C. Hodgson and this continued until a couple of years ago, when Mr. Hodgson started up for himself in the sheet metal and furnace business. Both are successful men. Mr. Hodgson is one of the most prominent figures in the civic life of South Vancouver. He was defeated for the reeveship, but was re-elected president of the board of trade. This year, Mr. Stearman was able to spend seven weeks' holidays in California. He may not have an automobile yet, but a lengthy holiday in an expensive tourist section would lead to the belief that the honk honk is not far away. Even in holidays, Stearman specializes. When in the South, an enterprising man with a patent washing machine found that a leading hardwareman from Vancouver was about and solicited an interview to display the merits of his apparatus. The reply was "to see me in Vancouver; no business here."

Gas Stove Salesmanship a Live Subject

Spring the Great Season in This Line—Windows Are Being Used With Good Results—Satisfactory Demonstration Rendered Possible by Having Stoves Connected With Gas Mains—Price a Great Question.

FOR weeks the manufacturers have been disposing of their gas stoves. Now it is the retailers' turn. They, up to the present, have been stocking on faith. They have not felt any demand for the ranges. But now the householders are beginning to make their wants known. The dealer can see that he has not stocked in vain, and the manufacturer can perceive where he will get further orders.

Spring is perhaps the busiest season of all in gas stoves. In other ranges, fall rivals if it does not surpass spring—but not so with the gas models. They are essentially designed for summer. The reduce heat to a minimum, and they enable the housekeeper to obtain the desired results very rapidly.

Using the Windows.

This, then, is the season when the hardwaremen handling gas stoves may well bring them to the front. This is the season when the dealers may well plan how they are best to explain the advantages of the particular models which they handle. This is the season when gas ranges are finding their way into the store windows, and when they are being shown prominently on the floor.

One dealer in Montreal has planned an attractive window display, using not only a gas range, but a variety of aluminum ware pots. The range is set up as in a kitchen. The aluminum ware is to be seen in the oven, and on the top of the stove. The window is not over-crowded. It is made to appear as much as possible like a kitchen in a well ordered house, and as such it is inducing people to go inside and inquire prices. It is interesting many in aluminum ware as well as in gas stoves.

"Hitching Up" Stoves.

But there are many good window displays of gas stoves at the present time. Some merely show the various patterns to be purchased inside. These are what is wanted by those who have gone down town to see about gas stoves; but a more unique display would probably be better to attract the attention of those who are not quite sure whether they need a gas range or not.

Windows, however, are not the hardwareman's only care. He who would sell a number of stoves must have the inside of his store so arranged that the customers can be shown the strong features of the various models. In one store the possibility of a careful demonstration has been improved by "hitching up" some samples. These can be actually lighted. The prospective purchaser sees how the match is applied. If it is a model where there is a special device to prevent danger of an explosion this can be shown.

Then the burners on the top of the range can be well explained if they are burning. Their distance from the kettle or frying pan can be shown. Their temper can be explained. Reference may be made to the "Cherry Red" test. Few purchasers know of the great heat to which these parts are subjected before they are put upon a good stove—all will be interested and impressed to hear the truth.

Judging a Customer.

Then there is tthe question of price and model. Some makers are turning out their stove in two or three different styles—some in a still wider variety. The dealer, therefore, has to decide what will best suit each customer—what will best meet the needs in the kitchen, and what will best meet the needs of the purse. There are some people who look at a $50 or even a $75 gas range without a quiver. Lucky people. They would hardly appreciate being shown a $25 range. On the other hand there are many who come after gas stoves—perhaps the majority—with whom expense is a very real consideration.

Lo, the Poor Freshman.

People who have had this experience know how the college freshman felt when he went to the boarding house which had been recommended him by some kind-hearted Sophomores. "Fifteen dollars a week," gasped the freshie after being told the price of rooms by the proprietress. Then an inspiration came. "Have you a garage?" he inquired. The answer was in the negative, and the Freshman left sorrowfully, not because of the high rent, of course, but because of the lack of a garage to store his imaginary motor car.

Yes, it is very necessary for a salesman to size up the customer. He must estimate about what he would be willing to pay and then show that class of goods. But he may pass by some models, which are a little more expensive. By showing the advantages of these—showing where they will same time, labor and gas, he can often effect a sale.

The orders for gas stoves have started to come in now. Those who are expecting to take up house-keeping are having their stoves put in. Those who are moving to new houses are determining that they will seize this opportunity to add a gas range to the kitchen equipment. Many who are not moving have decided that they can make the kitchen more pleasant during the summer by installing a gas stove. They do not intend to wait until the hot weather comes before they buy, so they are now making inquiries of the stove men. One man who has just added gas stoves to his line has already had a good number of inquiries, and his stoves have not been in two weeks. Those who have a connection—built up as the result of years' work—have already sold a number of models. But brisker business is coming. To the man who carefully plans his course of procedure the majority of the business will go.

Hardware Letter Box

Manufacturers of Aluminum Goods.

Nobert & Lymburner, Trois-Rivieres.—"Can you give us names of manufacturers of aluminum goods?"

Northern Aluminum Co., Toronto; Household Convenience Co., Toronto; British & Continental Agencies, Ltd., Toronto; Steffens & Nolle, Montreal, Que.

Hollow Steel Drum Lawn Rollers.

Johnson & Co., Brandon, Man.—"What firms manufacture hollow steel drum lawn rollers?"

J. W. Dunham & Son, Bered, Ohio; Erie Iron Works, Ltd., St. Thomas, Ont.; W. & S. Summerscales & Sons, Parkside Works, Keighley, Eng.

Manufacturers of Tea Chests.

Doherty Bros., Kinmount, Ont.—"Who are the manufacturers of tea chests, capacity 50 pounds?"

McClary Mfg. Co., London, Ont.; Thos. Davidson Mfg. Co., Montreal, Que.; McDonald Mfg. Co., Toronto.

Aluminum Metal Buyers.

Van Eps & Van Alstine, Port Hope, Ont.—"Kindly advise us who would buy a quantity of old aluminum metal."

Toronto Metal Co., Toronto; Montreal Smelting Works, 675 St. Paul St., Montreal; Chas. Sisenwain, Ltd., 124 William Street, Montreal.

EFFICIENCY
IN
INTERIOR ARRANGEMENT

A Suggestion for a Model Store

One Hardwareman's Idea of How to Arrange the Interior of the Store to Get Best Results— A Suggested Lay-out for Each Department of the Hardware Business.

ONE of the problems which every hardwareman faces continually is that of arranging his store space so that he will be able to display his extremely varied stock to the best advantage. It is a difficult problem in most cases, for hardwaremen generally have about half as much space as they could conveniently use.

In order to secure some idea of what a model store (if such be possible) would be like, Hardware and Metal asked a prominent dealer to give his idea of it. The answer that he gave and the sketch of his plan for a model store interior arrangement are appended.

"You have set me a difficult task," he writes. "I doubt if it is possible to plan a perfect store. In the first place, there are so many different sizes and shapes. Stores vary from about 18 feet wide to 50 feet. Then some merchants carry lines which others do not touch, and it would be impossible to design an interior arrangement which would suit all cases.

"I suppose others will disagree with my ideas, but I have laid out a plan which, in my experience would best suit the requirements of an up-to-date hardware business. My own store was built a few years ago, and I spent much time planning out the arrangement. Some of the ideas worked out in my store are embodied in the plan I am giving you, but there are many changes which have come to mind since—ideas which I would put in a store if I were building again.

"The plan submitted is for a store somewhat wider than the average. It is 32 feet by 80 feet. It is designed for the conduct of business along the established lines—hardware goods, cutlery, enamelware, paint, sporting goods, stoves, etc. I would prefer a wider store myself, but must remember that this is supposed to be an average establishment.

"In the first place, the windows should have back casings. Good displays are much easier made in that way.

HINTS IN A NUTSHELL.

Keep attractive goods to the front.

Utilize tables for display of 5, 10 and 15 cent goods.

Have paint stock on view free from obstruction.

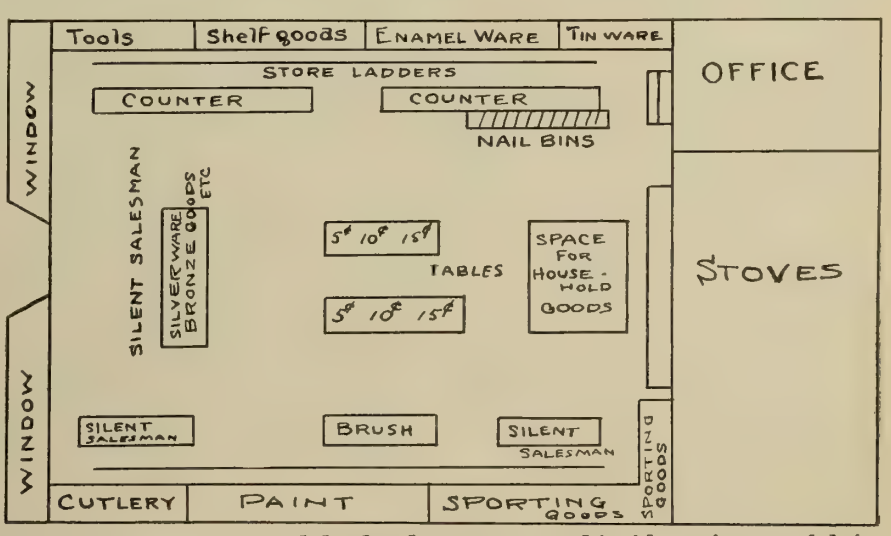
Have stove department at rear and above the level of the front.

Do not use ceiling for display purposes.

"To the left, on entering, the wall is filled with shelves for tools, shelf hardware, enamelware, tinware and such goods. A store ladder runs the full length. I have placed counters almost the full length of this side of the store, my idea being that at intervals the counter space could be used for display stands, cash register, etc. The nail bins are under the rear counter. The tool section is placed at the front.

"The shelves along the right side of the store are given over to cutlery, paints and sporting goods. Silent salesmen are placed in front of the cutlery section at the front. I have placed only a small brush counter in front of the paint section, as I believe that it pays to expose the full stock to view, with as little obstruction as possible. The sporting goods are at the end. This, I believe, is a wise move, as the purchasers of athletic supplies like to handle the stock, and, as a general rule, test the quality of the article. It would be much better if the sporting goods could be housed in a separate or partitioned off section of the store, but in a very large majority of cases this is not feasible.

"Now, for the centre. At the front and facing the entrance, I would have one or two silent salesmen containing an assortment of cutlery, silverware, brass goods, clocks, cut glass and such lines. These goods should be featured prominently, and certainly you could not find any way of featuring them more conspicuously than the method I have suggested. Behind the showcases, there are a couple of tables placed lengthwise with the store, for the display of 5, 10 and 15 cent goods. I am a firm believer in the wisdom of this method of selling off the multitude of small lines which the hardwareman handles. Exposed to view and priced in this way, the articles sell much more rapidly. Furthermore, the trouble of handling and storing is minimized. You can keep an almost complete



Lay-out of store suggested by hardwareman as his idea of a model interior.

assortment on these tables, and do not have to find places for keeping such lines as mouse traps and toasters. And that is an important point.

"Behind that again I have blocked off a space for the display of household goods. I would show here such articles as refrigerators, lawn mowers, ice cream freezers, vacuum cleaners, screen doors, go-carts, churns, washing machines and other articles of a more or less bulky nature. Goods here could be changed to suit the seasons. In the fall and winter, for instance, part of the space could be used for showing blankets, rugs and snow shovels. In the spring, it could be used for rakes, spades, hose, rolls of roofing, sprayers and so on.

Stoves at the Back.

"The stove department should be at the rear and raised above the level of the rest of the store. I am very much in favor of this idea. A stove customer wants the time to look around without interruption. The steps cut the department off from the rest of the store and give customers a certain freedom from restraint. I would have a chair or two placed around for the convenience of customers.

Electrical Goods.

"If the dealer handles electrical fixtures—I do myself—they could be kept in the stove department. Suspended from the ceiling, they would add to the attractiveness of that section of the store. The two lines would not clash at all. A line of mantels and grate supplies could be shown along one side of the stove department also.

The Ability to Change.

"I am a believer in changing stock around to fit the seasons. If a line of goods is found to be selling particularly well, I believe in shoving it to the front. The store arrangement I have suggested makes this quite possible. If needs be, the whole centre of the store could be temporarily cleared and the space used for the display of a certain line. This plan could be followed at Christmas time for instance.

"Finally, I do not believe in hanging goods from the ceiling, except in the case of electrical fixtures. I prefer to keep stock in the warehouse or cellar rather than to thus keep out the light and mar the appearance of the store."

Undoubtedly there are many good points in the above. It may be that other dealers could suggest improvements or objections to the ideas suggested. The width of the store being wider than the average makes the arrangement one which could not be followed out to the letter in a large number of cases. But, on the whole, a store planned along these lines would be well fitted for business and would combine attractiveness with utility.

The Rest Room as a Business Getter—Its Place in the Hardware Store

Said a man, speaking on salesmanship: "The dealer who can invent the most features to attract people to his store is the dealer who is going to get the most trade."

Every hardware merchant must admit the force of this statement. A man or woman once within the store door—whether having come to make a purchase or not—is likely to see something of which he or she feels the need. The article once seen and a sale is in sight. The great thing now-a-days is to bring people face to face with the goods. The goods—in many cases—will sell themselves.

Perhaps it was the knowledge of this which lead James & Reid, of Perth, to establish a rest room in their fine store. Whether they had this in mind or not this room has been responsible for a large number of sales.

Every one who has been in market towns knows how women have to sit about waiting for their husbands to finish their business. They will go from store to store—buying a little here, a little there. The waiting is hard on them and not exceedingly good for business. It is these women who take advantage of the room prepared for their convenience in this Perth hardware store. They can go up to it for a rest. There they can write letters. They can read the papers which are left on the table. They can converse with one another. The room, indeed, is a rendezvous. Many a man leaves his wife, saying he will meet her at James & Reid's. He knows she will be comfortable there.

Naturally, those taking advantage of this room get an opportunity to see the various lines shown in the store. Their husbands, coming for them later on, see the stock, too. If they want any article it is there they get it, and passing through, they find they want many things, the need of which they had not felt before.

This rest room, a corner of which is shown in the accompanying cut, is situated on the second storey. To reach it, the women must mount a flight of stairs, but the way is pointed out to them. A sign bearing the words, "This way to the Rest Room," hangs just at the foot of the steps. By means of rope and pulleys this is attached to the side door, and every time it is opened and closed the sign lowers and rises. Thus, attention is attracted. All see the sign, and whether they use the room or not they must feel pleasure at the thought that their comfort is regarded.

Corner of rest room in James & Reid's Perth store.

VENTILATION OF RESIDENCES.

In a recent letter to the St. Louis Post-Dispatch, Valentine A. Fath says:

"Where the house is heated with a warm-air furnace and the cold air is taken from outdoors and heated by the furnace and the warmed air is discharged into the rooms, and where the rooms have ventilating registers in the baseboards near the floor line and the foul and impure air, which falls to the floor, is then drawn into these ventilating flues and carried up and discharged out through the roof, such a heating plant is an ideal system of heating and ventilation combined.

"Now, if such a house is well weatherstripped it not only makes the house more comfortable, but also more economical to heat, and really is a good thing."

ELECTRIC OVENS.

Electric ovens for bread baking are beginning to make their appearance in some of the large cities of Europe, and the central electric stations are promoting their use. The Vienna electric plant is making arrangements with the bakers' syndicate to have electric ovens adopted widely throughout the city, and it offers to supply the current for this use at special reduced rates. As the bakers' ovens run all night this provides an outlet for current during the hours when the load is normally low. There will soon be a trial oven put in operation in order to test the method.—Scientific American.

A Model Interior Store Arrangement

A Description of the Store of Emerson & Fisher, St. John, N.B.—Handsome Fixtures Are Used With a Special Eye to Effect—Stove Department Raised at Rear—Store is Departmentized.

THE idea of not only being up-to-date in every particular, but of being as much ahead-of-date as is conveniently allowable, is a characteristic of the hardware firm of Emerson & Fisher, which has been a feature of their policy, tending to bring them the distinct standard of success they have attained during the years they have been in business in St. John, N.B.

Their handsomely furnished premises in Germain street have been improved from time to time, and pains have been taken with the object of installing only the latest suggestions in fixtures, showcases, lighting, etc., for the purpose of properly and temptingly displaying their goods. On entering the large store from the front, one obtains a glance without obstruction to the very rear, the view embracing a varied assortment of lines ranging in nature from the small wares on the "5 and 10 cent counters" to the commodious stove department elevated to a level with the suite of offices in the back portion of the store.

The interior arrangements of the premises are carefully attended to and an intending, or prospective, purchaser on going into the shop is at once impressed with neatness and exactness of detail, and the striking view of goods presented to the eye in elaborate wall and floor fixtures. Along the length of the walls there are nicely furnished fixtures with sliding doors of glass and suitable backgrounds for presenting the various lines, and these are attractively and appealingly displayed on the shelves ranging inside, the bottom to the top, each well filled with goods calculated to catch the eye of the visitor. Sliding ladders are placed on either side of the store along the front of the wall-fixtures with the shelves inside and these are an important factor in lessening the work as well as in aiding to quickness and ease in attending to the wants of a purchaser.

Colors Carefully Considered.

As regards the colors used, the woods are nicely stained, while the silverware in the more valuable grades presents an attractive spectacle, richly displayed beside the brownish hues of the wooded finishings, and to a certain extent mounted on a background of dark touching. In this way the firm displays its superior standards of silverware such as silver services, tea sets, butter coolers, sugar bowls, trays, and other articles of this nature, reserving for the purpose several of the many rows of distinct fixtures. This is on the left hand side on entering, while here are also to be seen the better lines of clocks nicely displayed and with care as regards the colorings used in featuring them. For instance a clock finished in dark colors is shown on a background of a much lighter hue so that the outline and shades are more striking apparent than would be the case, if a darker touch were used in the groundwork. Some other lines in the higher class goods are presented towards the rear in the fixtures referred to on this side of the store, a fine display of enamelled ware being noticed towards the back.

Stove Department Raised.

In the rear of the lower floor of the store the stove department is situated, and the floor space reserved for displaying and demonstrating these very necessary articles is elevated slightly from the main body of the premises, so that the stoves are seen immediately on entering the front of the store. While quite a number of stoves are shown in this department there are also a number on the second floor of the building, but it is on the main floor that the selling and demonstrating are chiefly conducted.

Arrangement of Tools.

On the right hand side of the store are fixtures quite similar to those in position on the opposite side and these are well stocked with sundry articles, ranging in variety from carpenters' and builders' tools, to locks and other wares, finally reaching the front part of the store where a particluarly striking display of sporting goods is shown. In the centre of the store are numerous silent salesmen, showcases, etc., in addition to other floor fixtures, many in bracket form, as well as a fairly liberal featuring of show cards scattered throughout.

A view of the interior of the store of Emerson & Fisher, St. John, N.B.—Efficiency in interior arrangement and fittings is presented here.

The stove department in the store of Emerson & Fisher, St. John. N.B.—It is at the rear of the store, and is elevated above the level of the front.

A Departmentized Store.

Because the firm of Emerson & Fisher are strong believers in the plan of departmentalizing a store many of the numerous lines carried in stock are grouped in charge of one of the clerks. For instance one of the staff has control of the silverware, cut glass, clocks, etc., or what are known as the finer lines, while another is placed over the sporting goods, another over the builders' materials, another in the paint and glass department, and another is given control of the stoves. In this way, the writer was told, better results are obtained, for the interest is much keener among the clerks, the responsibility is divided, and the sales are much steadier. The firm is well pleased with the results already not only in the increase in sales, but in the efficiency of the clerks as well.

Featuring Sporting Goods.

Of late years the house has been promoting sporting goods until they have developed their lines to quite an extent. Up-to-date ideas in sporting wares are kept in stock and special attention is paid to interest those actively engaged in sporting life. The returns from the sporting goods department last year were particularly inducive to developing this branch of the business in future.

A feature of the policy of creating sales with this firm is the frequent changing of window displays. Much care is exercised in attending to this matter. Special sales in many lines are conducted in slack seasons and when this is done the lines which are specialzed upon are shown to advantage in the large windows in Germain street, with the discount prices plainly exhibited. The space in the newspaper which is a medium of their advertising much used by the firm is devoted entirely to "boosting" the goods and the advantages of making a cheap and reliable purchase. During January and February, particularly, these special sales are conducted in lines in which an overstock is noted, and this serves to makes the returns much more than they would ordinarily be if extra inducements were not offered.

Price Tags Are Used.

On all the goods carried in stock price tags are attached, or in ninety-five per cent. at least. This is considered advantageous in many ways. When on one counter there are a number of the same kind of articles exhibited a show card is suspended above with a suggestive lettering and it is the instrument by which the price is given, that is the individual price tag is not used, the price being shown on the card.

Conferences Are Held.

Conferences are held quite often with the clerks and from these excellent results are obtained. An hour or so is occupied in this way, and one familiar with a certain line on which it is desired to particularize dwells at length upon its uses, the arguments for selling, its qualities, etc., so that the other clerks become more intimate with it than might otherwise be the case. For instance just a short time ago the firm became interested in "pushing" a kitchen cabinet upon the market and at a conference of the clerks, its uses were explained, and many points concerning it shown, while the same idea is adopted in connection with other lines, such as paints, roofing, etc.

Original Methods of Displaying Goods

Store Kinks Adopted by Ingenious Dealers—new Methods Found of Storing Certain Lines of Goods—How Defects in Store Arrangement Are done Away With.

EVERY hardware dealer has his own store kinks. There is an ever present necessity for some method to enable the dealer to store his goods in a way which will economize on space and yet show the article to the best advantage. Many ingenious devices are worked out from this cause, for truly "necessity is the mother of invention."

Talking about efficiency, brings to mind many novel ideas which hardware dealers have put into effect to improve the arrangement of their goods.

Convenient Arrangement of Tools.

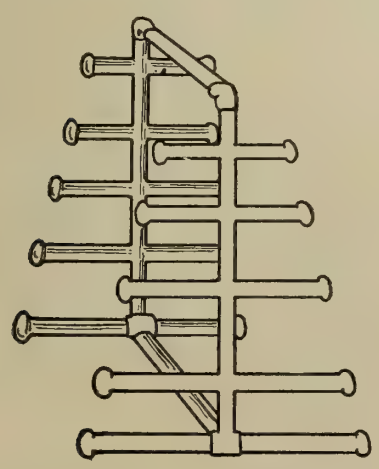
To get the best out of the tool trade, it is necessary to display all lines of tools prominently, and yet keep them free from dust and exposure.

There are many good ways of doing this, among others the method adopted by D. W. Douglas, of Campbellford. Mr. Douglas does not altogether believe in having his tool samples shown behind glass. He thinks it is better to have them in an open rack, from which a tool may readily be taken down and shown to an eager customer.

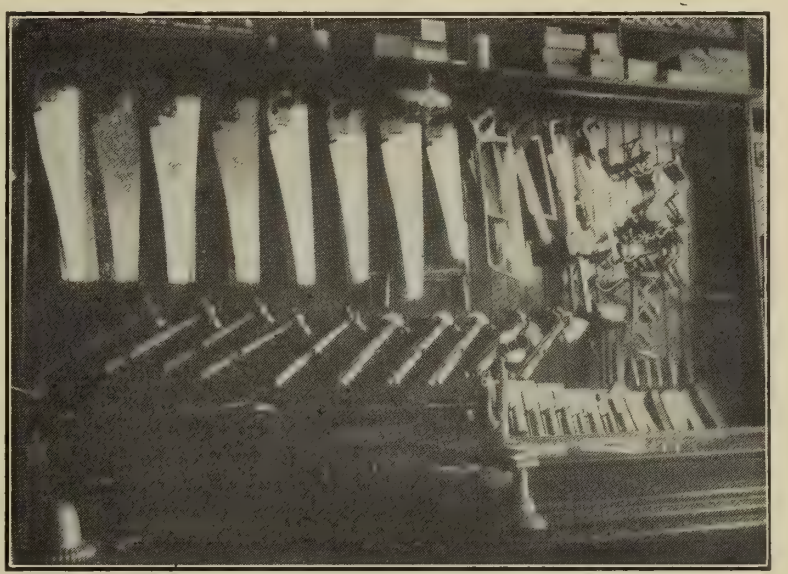
The case shown in the accompanying cut is set in the wall, and stands near the front of the store. The tools, apparently, are regularly kept in the orderly style shown, for the picture was taken by a Hardware and Metal representative who dropped in unexpectedly. The way in which the saws, hammers, bits and trowels are arranged is worth study. Planes, bits, and other lines, are shown in shelves below the hammers; but these do not stand out very well in this picture which was taken by a rather poor light, late in the evening.

Used Old Pipe.

An economical use for a number of odd lengths of lead pipe, which had accumulated around the premises, was found by P. H. Finkle, Queen street west, Toronto. By using them in the manner shown in the accompanying illustration, he constructed a rack for the storing of different sized rolls of poultry netting. Other racks were constructed on much the same plan with lead pipe, among others being a stand for axes.



Rack made by P. H. Finkle, Toronto, out of odd lengths of pipe.



An economical arrangement of tools in store of D. W. Douglas, Campbellford.

Display Prevents Unsightliness.

Many dealers there are who complain of their stores. They would like to arrange them well—to have good floor space and effective methods of display—but how, they ask, can this be done in the room they have at their disposal? Now Clarke & Lewis, of Smith Falls, while their store is large and up-to-date, yet have one difficulty to contend with. The way that they have faced this may give some of the dissatisfied retailers a valuable suggestion.

In the centre of this store is placed the hoist on which heavy goods are carried to and from the cellar, and to and from the floor above. This hoist might be somewhat unsightly, but to avoid this a careful arrangement of paint samples has been made. Shelves have been erected on three sides of the hoist. Upon these cans of lead, mixed paints, and varnish are arranged. This display immediately attracts the attention of customers entering the store. They never notice the hoist. They see only the paint department. They are attracted by it, and many sales are secured as a result.

The picture here reproduced gives some idea of the manner in which this hoist is hidden. It does not show, however, the open space left at the rear by which ready access may be had.

The picture also gives a hint of the back part of the store. The manner in which the spades and cross-cut saws are brought prominently forward, yet without taking up any space, is worthy of attention. But it is the paint department which offers the most hints to

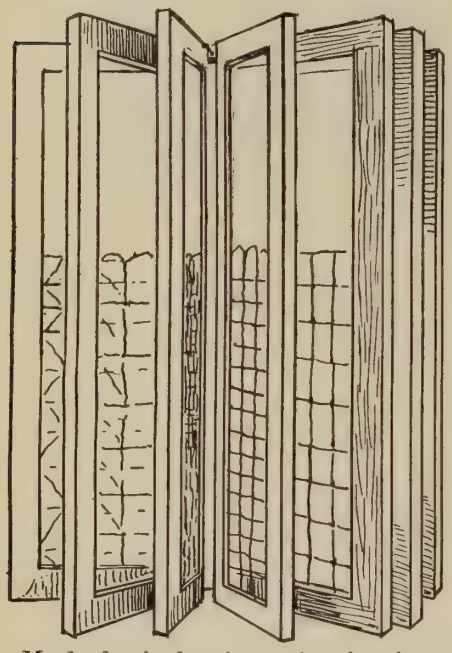
Paint department used to cover hoist, which otherwise might have a bad appearance in the centre of the store.

other retailers. Paint of course is a covering, but here it is used to cover in a different sense.

Showing Wire Fencing.

How can wire fencing be conveniently stored and how can it be displayed? Here is a method that serves very well.

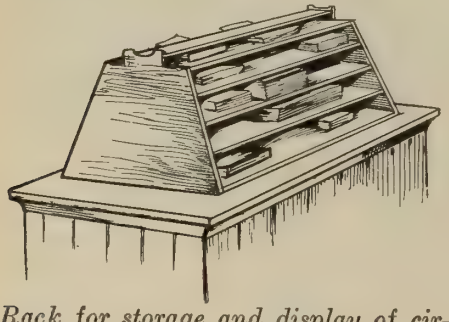
The accompanying illustration shows a method pursued by an American firm. This rack will accommodate every style of fence that may be carried in stock. It is constructed of wood 5 feet long, 2 feet wide and 6 feet high. It is possible to swing any number of doors on this frame, swinging them on hinges placed on each side, so that the doors open from the centre. Furthermore, this rack can be placed on casters, so that it can be moved from any part of the store to another.



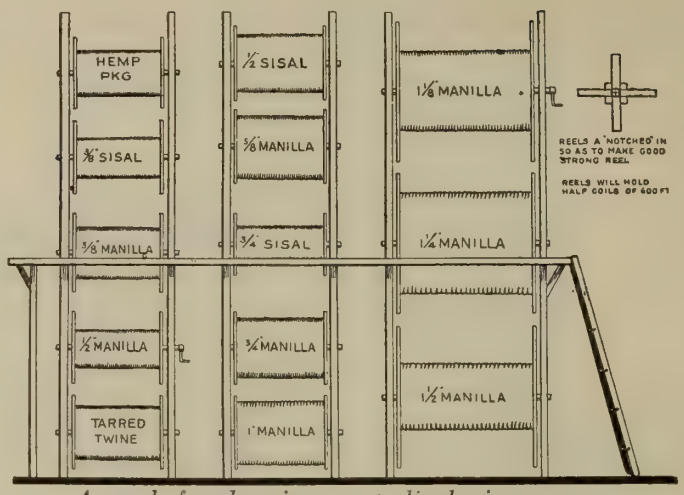
Method of showing wire fencing.

Storing Advertising Matter.

Here is a good idea. Most dealers believe in the efficacy of distributing advertising matter supplied by the manufacturers and of having supplies on hand, so that customers in the store can help themselves. Few have any definite way of effecting this, however. Here is one method.



Rack for storage and display of circulars and reading matter.



A rack for keeping and displaying rope.

The accompanying illustration shows a rack which could be used for the storage and display of advertising matter. It consists of a number of shelves built in pyramidical formation, which can be placed on any counter or in any position. A card could be placed above this rack, inviting customers to help themselves.

Farm Tool Racks.

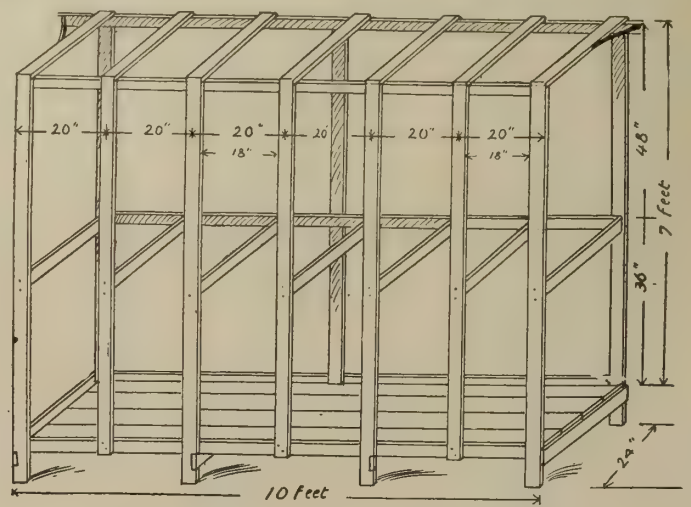
The Hardware Dealers' Magazine shows the following simple but useful device for showing farm tools: Rakes, hoes, pitchforks, brooms and long handle shovels, are hung upside down from the top, while scoops, D-handled shovels and spades stand on the floor of rack. There is a total capacity of several dozen each. The rack is 10 feet wide by 24 inches deep and 7 feet high. The net space between uprights is 18 inches. The rack can be placed against a wall or put most anywhere in the store, as conditions may warrant.

Rack for Storing Rope.

The same journal gives the following description of a method for getting over a very common difficulty:

"Without a rack or special arrangement, rope around the hardware store takes up a lot of room and is inconvenient to handle. Last year E. B. Roberts, with the Anniston Hardware Co., Anniston, Ala., got up the rope rack as shown in the accompanying illustration. The floor space occupied is 5x12 feet, somewhat less than it takes to carry rope in coils. It is in the rear of the store. The cost of material for the entire rack did not exceed $10, and the time occupied by Mr. Roberts and an assistant was but two days. He states that now the convenience of the rack is so evident they wonder how they got along with the former inconvenient and time-taking method of handling rope.

"Everyone knows that rope 'runs' when opened from the right end and someone throws the coil upside down before the entire coil is sold. By this method few remnants are left. The assortment of sizes vary with almost every store, but the popular sizes are placed near the floor, as the reels run from floor to ceiling, a distance of twelve feet. The lath yarn is carried on the lower reel as it is more convenient to cut. Along the floor or aisle there is



A rack to be used for farm tools.

laid out a measure so that any length of rope can be readily run off and cut. The capacity of the rack is thirteen reels; three reels, 12 pieces 2x4 inches, 36 inches; and 12 pieces, 2x2 inches, 40 inches. Ten reels, 40 pieces, 2x4 inches, 24 inches; 40 pieces, 2x2 inches, 22 inches. In the construction of the rack there are used six pieces, 2x6 inches, x 12 feet of dressed lumber. Twenty-six blocks, 2x4 inches, 8 feet, 26 floor flanges, 1¼ inches. One hundred and four carriage bolts, ¼x2½ inches. Fifty-two 1¼x4½-inch nipples. One crank made of one malleable ell, one nipple 1x7 inches, one malleable ell 1½ inch and one nipple ½x6 inches. At a point 5 feet 6 inches from the floor a platform is erected, made of 1x12-inch, 12-foot lumber. This platform should extend across entire front of rack so that the salesman can stand on same when winding reels. The platform is readily reached by the ladder shown at side. The make-up of such a rope rack can be readily varied to suit the individual requirements of a store."

Practical Way of Showing Garden Tools.

In the Kingan Hardware Company, Peterboro', the manager, W. O. Labelle, has introduced a splendid method of showing shovels, forks, and other garden tools and equipment needed on the farm. In the early spring these are in great demand, Mr. Labelle, therefore, does not feel that he can be content with a small display. Neither does he believe it advisable to give up too much space to this class of goods. How, then, to show a variety without too great use of floor space has been the problem.

In this store the answer has been found in two racks. These enable forks and spades of all the styles carried to be hung in such a way that they may readily be seen. The purchaser may look over the entire stock in a few moments. He will be hard to satisfy, indeed, if he does not find the exact implement which he wants.

Another good point about this rack arrangement is that only a few yards of floor space are required at any time, and the racks being movable are relegated to the background after the big trade in gardening and farm tools is over. When refrigerators, lawn mowers and similar lines are being pushed the way can easily be cleared for them.

Racks used in the Kingan Hardware Company's store in Peterboro, to bring garden tools prominently before purchasers.

Jail-like, Yet a Fine Store

Sanders, Soule & Castleman's large one-storey store. Managers claim this peculiar construction has many advantages.

The jail, they used to call the store of Sanders, Soule & Castleman when it was being built in Chesterville. And indeed, the appearance, before the large windows were put in, must have been jail-like—a resemblance which the bricked wall behind would not spoil. But jail-like or not, on the outside, this store leaves little to be desired within.

The fire which burned out a good part of Chesterville recently made rebuilding necessary. Then the question of the style of store which should be erected came up. There was some talk of a two or three-storey building; but the final decision was against this. It was held that there is nothing to be gained by shooting a building in the air where land is cheap. The upper storeys can only be used as store rooms or lodge rooms. As such, in a place of moderate size, they may hardly pay for the heating and lighting.

The lack of store rooms above, the managers of the various departments in this store claim to be a distinct advantage. Goods have not a chance to accumulate. When the end of a season approaches, a sale is started, and if cost is secured for the remnants, all are satisfied.

There are stores of many kinds in different places, but it seems that somewhat strange looking building is admirably suited for business in this district. It would appear, though, that a sign bearing the firm's name might well be shown on the building. Doubtless, the owners feel that they are so well known that this is unnecessary; yet, Shakespeare to the contrary, there is much in a name. The firm name should be kept to the front.

PAID $25,000 FOR TACKS.

A dispatch from Sharon, Pa., says that just because he was unable to purchase a certain kind of tacks, Claude Reznor has purchased the Bodamer hardware store, the biggest store of its kind in Sharon, and will operate it in connection with his other enterprises.

Mr. Reznor walked into the store and asked for the brand of tacks he needed.

"We do not keep them in stock," politely replied the proprietor. "Well, if I had a store of this kind I would keep them on hand," replied Mr. Reznor. "Why don't you buy the store and lay in a supply?" he was asked.

"Name your price and I'll take the store off your hands," he replied.

Twenty-five thousand dollars was the price agreed upon at once. The new proprietor has ordered a large supply of the tacks he couldn't get.—American Artisan.

EFFICIENCY
IN
RETAIL ADVERTISING

Planning a Spring Advertising Campaign

An Early Start is Very Essential—All Spring Sellers Should be Given Attention in the Advertising Columns — Draw up a Schedule in Advance—Talk Quality and Service.

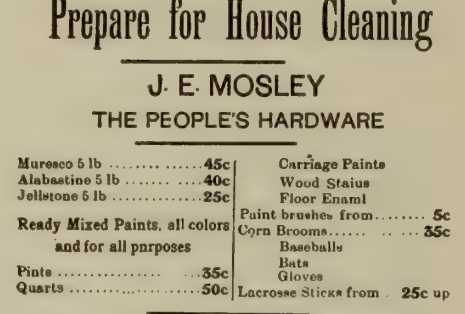
IN the hardware business the spring trade is of first importance. It is the big buying season of the year. Winter's fetters removed, industrial and agricultural activity is resumed. The mechanic needs tools, the contractor lays in supplies and the farmer has to stock up for his year's work.

It follows, then, that the hardwareman should make a special effort during the spring of the year; and, in addition to other special steps, conduct a live advertising campaign.

Spring advertising can be made unusually effective. There is a strong buying movement and advertising is not needed so much to create demand as to stimulate it. The demand is already there.

The publicity campaign should be started early. Many dealers wait until spring has actually arrived before they begin. Very frequently they are caught unprepared, for spring has an awkward habit of either arriving unexpectedly ahead of time or unduly postponing its arrival. It always indulges in a few false starts, however, and in that way inaugurates the buying movement. The hardwareman cannot do better than start to advertise his spring lines in March and keep it up right through. This will serve the valuable purpose of preparing people's minds and land their trade when the season becomes sufficiently advanced for the full tide of spring trade to set in.

The demand being of a widely diversified nature, advertising copy should be changed often. In this way only will it be possible to do justice to all the goods carried in stock. Consider for a moment all the goods which will require attention if the advertising propaganda is to



J. E. Mosly, Huntsville, is already advertising spring paints.

be complete. There are all variety and manner of farm tools and supplies, mechanics' tools, contractors' supplies, garden utensils, household goods, paint, housecleaning specialties, stoves, and so on almost without end. All are brisk selling spring lines, and all, therefore, demand attention at the hands of the man who prepares the advertising copy. It can safely be taken for granted that the advertising man is going to have his hands full. It is equally certain that daily changes of copy will be necessary during certain parts of the season at least.

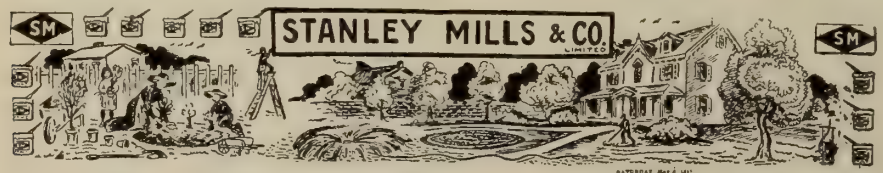
Draft up Schedule.

The writer is of the opinion that, to insure best results, it would be advisable to draft up a regular schedule of the dates when each article is to be used in the advertising space. For instance, arrange one week as follows; Monday, vacuum cleaners; Tuesday, mechanics' tools; Wednesday, paints; Thursday, housecleaning utensils, such as carpet beaters, etc.; Friday, farm tools, wire fencing and cordage; Saturday, roofing. The next week other articles could be brought in. The importance of dealing with a specific article or articles in each insertion is dealt with in another article. Suffice it to say, therefore, that the system outlined above would result in giving all lines the necessary publicity and would obviate the risk of neglecting any. The frequency with which the different lines were brought to the front would depend largely upon the class of trade done. In a country district, for instance, it would pay to dwell upon wire fencing, farm tools, implement repair tools, carriage and barn paint. In a city, household goods and factory supplies should bulk largely in the advertising.

Quality and Service.

Two points should be urged and emphasized in spring advertising matter—quality and service. As stated before, the demand is always in evidence. The farmer knows that he needs wire fencing, pitch forks and carriage paint and he intends to buy. What the advertiser must do, then, is to convince that farmer that a certain kind of wire fencing or a particular brand of carriage paint is just the thing that he needs. It is this kind of argument he is looking for and he is open to be convinced. It pays, therefore, to talk quality from first to last, filling the advertisements with the strong points of the goods carried in stock. With an article which will not be in general demand, it is necessary to direct arguments along the channel of creating the demand for an article of that nature. But with most spring lines, this would be quite superfluous.

Talk service. In many lines there is no distinct difference in the quality of various makes. A customer can get just as good an article from the opposition store as he can get from you; and he knows it. In such cases, it is service that counts — intelligent attention, prompt delivery and willingness to oblige. A store which builds up a reputation for good service has a priceless asset. Talk service in your advertising, therefore. It will bring customers to your store. And if you have made your store methods in keeping with the claims you have advanced, the customers will stay with you.



For the Men and Women Who Delight in Lovely Lawns and Gardens

And Who Want to Enjoy All Home Comforts This Summer: Your Requirements Are Here in Abundant Varieties, and Monday Will Be the Best Day to Buy

A clever and attractive heading for spring hardware advertising.

Hardware Store Publicity

Chapter 5--Seasonable and Specific Advertising.

TO be thoroughly effective, an advertisement must be both specific and seasonable. It must deal with some article or series of articles and must also be specific in the matter of price. It is equally important that the advertisement deal with goods which are most likely to interest at that season of the year.

How futile is the stereotyped advertisement so frequently seen which states the bald fact that "Smith & Brown sell shelf hardware, tools, stoves, paint, etc." If it is merely intended to insert a business card, that sort of thing is alright, but how often is it found that merchants will use large space to merely state that they carry "everything in hardware!" People reading an advertisement of this general nature are not reminded of any need, they are not impressed with the desirability of any article or convinced of the fact that Smith & Brown are the people to deal with. They are informed instead of the fact which they already knew; viz., that Smith & Brown handle hardware. To cull a phrase from the sporting pages, this kind of advertising "lacks the punch."

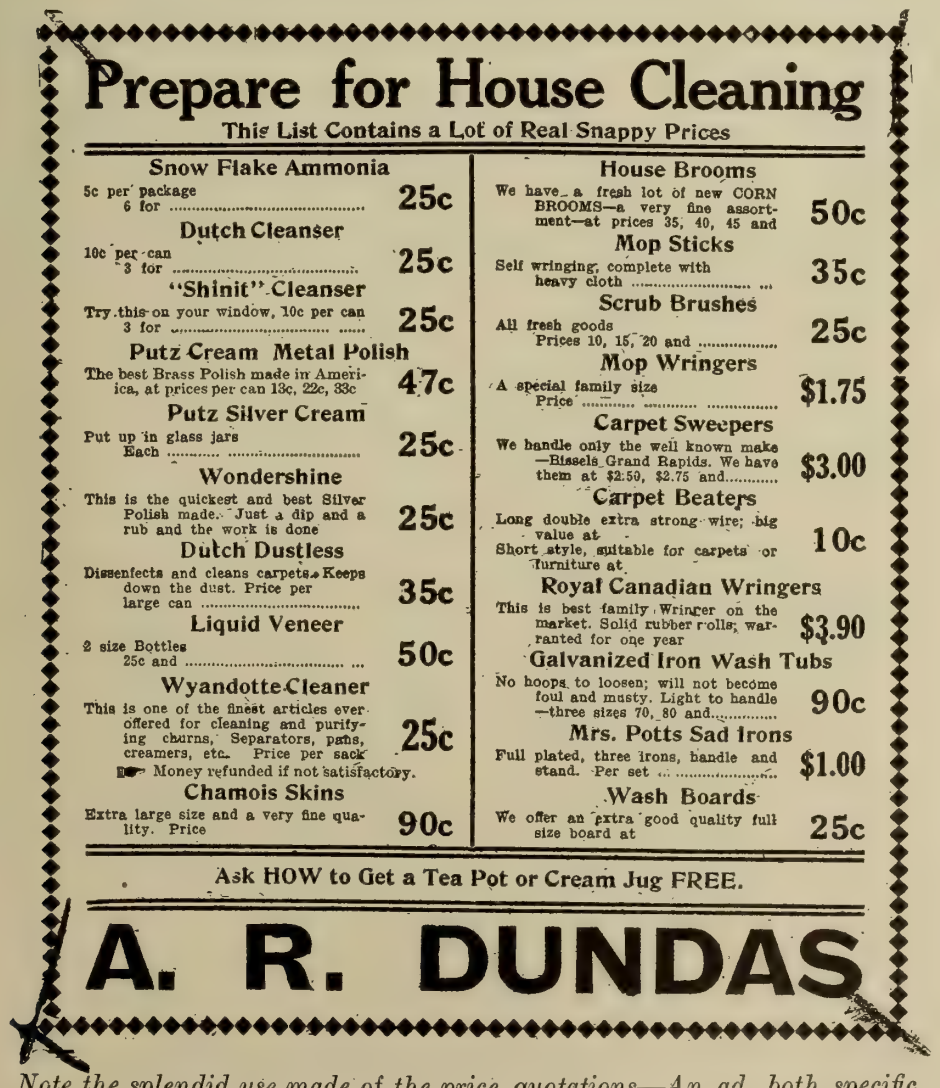
If a hunter desires to bring down the game, he does not blaze away at random. He trains his gun on one particular spot. The advertiser must do the same. He must select the vulnerable spot and direct the battery of his arguments in that direction. Around Christmas time, for instance, he aims to land the trade in cutlery, silverware, brass goods, skates and similar goods. In the spring he turns his attention to spades, rakes, fencing and the many other lines sold at that season. Another point arises here. In the spring there are so many goods which are seasonable that, in order to keep his advertising specific, the hardwareman must pick out certain lines for each insertion and specialize on them. One day, for instance, he devotes his attention to wire fencing, the second day to paints, the third day to lawn mowers and garden utensils. By following this method, it is possible to concentrate on the lines selected and to drive the arguments home. When the advertiser endeavors to run the whole gamut of his stock-in-trade in one advertisement, he cannot give enough space to any one article.

An advertisement which deals specifically with certain articles.

The accompanying illustration shows the better method of the two. Recognizing the fact that spring is near at hand, the Frazer Hardware Co., of Vancouver, have devoted their space to lawn mowers and garden supplies. People interested in goods of this description—and every householder is at this season—would be attracted at once by this "specialized" appeal.

The Procrastinator.

The procrastinator is a common type among advertisers. Dealers neglect to look after their copy, with the result that they let the old ads run until the type becomes worn and the matter sadly out of date. The writer has before him a number of ads. clipped from Canadian newspapers. One was used December 16, and was devoted to the interesting but scarcely seasonable topic of



Note the splendid use made of the price quotations—An ad. both specific and seasonable.

hammocks. Another is dated Jan. 16, and deals with Christmas goods, urging early buying! These are but two samples of a curious collection of somewhat similar mistakes in advertising which have been gathered up. An advertisement which lacks seasonability becomes a joke with all who see it.

Carter Bros. of Picton, are firm believers in seasonable advertising. The writer has before him a collection of advertisements used by this firm dating over a period of two months. The goods featured in each ad. reflect the change in the season with an accuracy which speaks for the close attention that Carter Bros. pay to this phase of their business.

The Value of Quoting Price.

Be specific. An advertisement which tells its story and tells the price is going to count. The most successful of all advertisers, the departmental stores, give prices for everything. They find it the most potent argument they have. People desire to know all there is to know about the article they contemplate buying, and they want to know what it costs more than all. The enclosed advertisement of A. R. Dundas, of Cobourg, is a splendid sample of specific advertising; and of seasonable advertising also for that matter. The prices stand out and the descriptions are brief and pointed. The housewife has the information required for her housecleaning purchases here in a nutshell.

Writing Readable Advertising Copy

A Plain, Businesslike Style is Always Most Effective—Avoid Exaggeration and Forced Humor—The Value of Good Illustrations.

The Way the Midale Farmers will Come to Town after the Bumper Crops

A good illustration catches the eye.

AN efficient ad.-writer is one who turns out readable copy. An advertisement is of no value unless it is read; and it will not be read unless it is worth reading.

What makes an advertisement readable? There are many things which go to make up this much-desired quality. An attractive lay-out will frequently do it. An offer of special price inducements is generally effective. A joke will sometimes serve the purpose, or an allusion to a current event of more than passing interest. But a dealer who presents his arguments to the same public day in and day out must depend upon something deeper and more permanent than any of these to capture and hold steady readers.

The fundamental secret of writing readable copy can be divided into two heads: First, have a proposition to present; second, present it in plain, businesslike terms.

It is highly necessary, of course, to have a proposition of some kind to present in the first place. People read advertisements in search of information which they can turn to their own account.

The more direct the proposition is broached the more effective it will be. Businesslike terms cannot be improved upon for presenting a matter of business. The advertiser who indulges in windy persiflage or who crowds his space with an exaggerated lingo punctuated with superlative adjectives, may carry readers to his last sentence, but he will fail to arouse their business interest. They may admire his aptness with words, but they may at the same time suspect the sincerity of the proposition he has clothed in such ornate manner. And the object of an advertisement, do not forget, is not to win encomiums on the literary style of the writer. An advertiser is a man with something to sell, not a short story writer.

There is the facetious ad.-writer who believes the sure way to win trade from a customer is to win a smile first. He may be right as a matter of abstract principle, but his mode of execution is usually so pitifully weak. Listen to this:

"Our old hardware joint is here unchanged, still with the same old mugs to throw you guff."

This was copied from the advertisement of a Canadian hardware dealer. Such jargon produces exactly the opposite effect to that intended. Most people resent this sort of "jollying." Those who may smile do so in a tolerant way.

THIS?

"The Government has changed, the weather has also taken a flop, but our old hardware joint is here unchanged, still with the same old mugs to throw you guff.

"In addition, we have imported direct from the factory a carload of stoves and ranges, the largest shipment of the kind ever dumped here. These we are offering at rock bottom prices for cash (don't forget, cash) no butter, eggs or cow skins taken in trade."

OR THIS?

"We give you good value, good price and good service. . . . A new carload of stoves and ranges has been received, the largest shipment of the kind ever made here. As we do business on a strictly cash basis, we can offer these to you at lower prices than can be obtained elsewhere."

But the jokesmith is harmless compared to the exaggeration fiend who looks upon the average person as credulous in the last degree and plays upon that imagined credulity with the most daring of assertions. Some advertisements are masterpieces of bombastic exaggeration. They claim a pre-eminence in stock and price inducements which exists only in a fertile imagination. There is something colossal about such barefaced statements as, "These values cannot possibly be secured elsewhere," "These goods are absolutely beyond compare," "You can buy here twenty per cent. cheaper than anywhere else." And such assertions are quite common.

Exaggeration does not make readable reading matter.

A plain statement of fact, written forcefully, directly and simply, is the most readable kind of advertising matter. A writer of copy should strive to tell his proposition in as few words as possible, introducing no extraneous matter and striking right to the point.

The Value of Illustrations.

An advertisement can be rendered doubly attractive by the use of illustrations—good illustrations. A picture catches the eye. A store with a neat front has an advantage over the shabbier establishments surrounding it. An advertisement with an attractive cut stands out from the pictureless ads. in the same section of the paper.

Good illustrations are effective always, but weak art attempts are a drawback. Battered and antiquated wood cuts do not add strength to copy. Rather they bespeak antiquated methods on the part of the dealer using them. A chain is no stronger than its weakest link and a business man is judged no better than any weak feature of his campaign for trade.

It should be borne in mind also that the cut used should have some bearing on the reading matter. An illustration without sufficient bearing or point to justify its use has no practical value.

Advertising in Hebrew for Jewish Custom

This Plan Adopted by L. J. A. Surveyor of Montreal, Brought Gratifying Results—It was not so Much that the Jews Could Not Read the Store's Advertisements Printed in the English and French Dailies, But They Felt it a Courtesy to Have Their Needs Brought Home in Their Own Mother Tongue—Special Appeals of this kind are of Great Value—They Establish That Feeling of Proprietorship in a Store Which is a Great Asset to a Dealer.

To reach the people. To tell them about something for which they have a need. To show them where they can get this. Such is the aim of retail store advertising.

It sounds simple, the above, doesn't it? Yet in cities of to-day it is not an exceedingly simple matter to reach the people, for there are so many different kinds of people. Some have a need for one thing, and some for another, while those whose needs are similar need to have these brought home to them in a different way. It is a recognition of this fact which has led L. J. A. Surveyor of Montreal to advertise in Yiddish. Yes that is what the advertisements represented below are. Scholars call it Hebrew, but the men who do the printing say it is Yiddish and surely the men who do the printing ought to know.

In Montreal, it must be understood, there are upwards of 40,000 Jews. Ten years ago there was but a small percentage of that number. But these people have grown rapidly, and indications are that their numbers will swell still more in the coming years. Some of these Jews live in the outskirts of the city—in the suburbs and in the fine residential sections. But the great majority have their places of habitation right down town, within a stone's throw of Mr. Surveyor's store on St. Lawrence Boulivard.

Jews are Good Buyers.

Now the Jews, as every one knows who has dealt with them, are good buyers. They buy largely of hardware as of other things, and so Mr. Surveyor determined that it would be wise to make a determined bid for their business.

"You see," remarked Hector A. Bernier, Mr. Surveyor's manager, "We advertise in English to show the English speaking people what we are selling. We advertise in the French papers for the information of the French speaking. So it occurred to us that it would be good policy to advertise in the Hebrew paper to tell the Jews about our goods. On several occasions we have done this, and the result has been good."

Advertisement used to secure the trade of Montreal's Jewish population, which now is considerably in excess of 40,000 *people.*

Looking at the advertisements reproduced here—advertisements which are among those which have been used from time to time—it is not hard to see how they brought trade. To the reader of this article they will not be very enlightening. He will only understand the pictures, and, yes, the name at the bottom of the ad. But if he thinks, he will also understand that a Jew—one whose native tongue is Hebrew—will feel it in the nature of a compliment to read an advertisement in the familiar language. Many of the Montreal Jews read French. Many more read English. They take French and English papers. Perhaps they read the advertisements in these. Undoubtedly they do. It may be, indeed that they have read Mr. Surveyor's ads. in these English and French papers, yet that reading will not have the effect upon them that will a glimpse at the ad in Yiddish. The very fact that it is printed in Yiddish is a graceful compliment. It shows the advertiser to be in sympathy with the Jews. He may differ with them on points of religion, but he likes him as a citizen and he is anxious to have dealings with him.

The Psychological Effect.

These things must appeal to the Jew reading the ad. of the French-Canadian hardwareman in the Hebrew language. They not only have it brought to their attention that this man carries certain classes of goods which they will want. But they also see that he wants their trade. He has come to them in their language, and they are led to go to him with their money. It is human nature all through. People like to think that they are receiving special consideration.

There are only a few cities and towns in Canada where the population is so mixed that it is necessary to employ more than one language in the pursuit of trade. But in every city and town the principle that lies behind these Hebrew advertisements applies. In every city there are people who like individual attention. That is what makes special sales so attractive. They appeal to special classes. A sale of brooms, carpet beaters, curtain stretchers—appeals to the women contemplating housecleaning. Sales of fishing tackle, of garden hose and garden tools appeal to the boys and to the men whose interest centres in their homes. An advertisement of automobiles accessories, or an announcement that gasoline is carried for the convenience of automobilists, attracts the interest of the class who own motors. It gives them a feeling that the store is their store. It is that kind of feeling which brings business. Not only do the sales of the particular lines pay, but they mean the securing of other lines.

There can be no doubt a special appeal can be made in many ways. It need not be through the use of an unaccustomed language. It must just be some step which shows a certain class that the store owner has them in mind—that he is planning to supply their need. This is what creates the sense of proprietorship in a store, and that sense of proprietorship is the thing perhaps most of all worth cultivating.

Special Advertising Prevents Dull Season

Bringing One Line at a Time Prominently Forward Meant a Good Winter's Business for the Hardware Department of a Montreal Department Store—Immediate Results Seen—Manager Emphasizes the Necessity of Planning Ahead.

Many dealers declare that advertising is a good thing, but lament that they cannot tell exactly how good, owing to the difficulty of determining whether it was the ad. or some other thing which brought people to the store. Here is the story of a hardware department in which the direct results of advertising did appear:

J. A. Jackson, who is in charge of the hardware department of Goodwin's store, Montreal, is a believer in advertising. "Oh, he might well be," some will say, "since he does not have to pay for the space used." Softly, softly, Mr. Critic. Mr. Jackson does not have to pay hard cash for the space he uses, but this is charged against his department. It is deducted from the earnings. It is a liability against which the manager must show more than corresponding assets. So Mr. Jackson does not go in for advertising recklessly, as one who does not have to pay; but thoughtfully, as one who is willing to make an outlay to gain a more than proportional profit.

One Ad., One Subject.

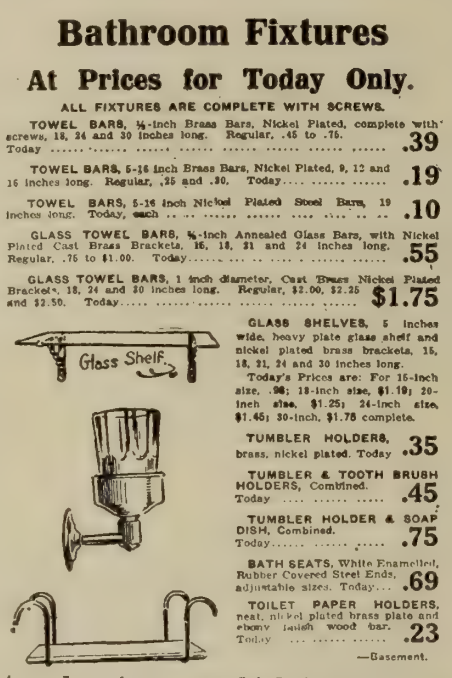
Perhaps the reason Mr. Jackson is able to tell the ads. from which he secured the results, is because he does not say a little about one line and a little about another on the same day. He hammers on one thing. A business letter, it has been said, should treat of but one subject. This rule, Mr. Jackson believes, applies equally to advertising.

The same opinion, it might be men tioned, is shared by others who have made advertising a specialty. W. J. Carter, of Picton, a man who has proved the results of newspaper advertising in a small place, declares that he always features one class of goods. He sometimes mentions others in a line at the bottom of the space used, but never more than that.

Lays Plans Ahead of Time.

January, all dealers will admit, is often a slow month. Mr. Jackson feared that it might be so with him, so to guard against this he laid his plans away back in October. New Year's came around and the quiet days seemed imminent; but then Mr. Jackson brought into effect some of the schemes he had laid weeks before. He advertised a special sale of graniteware, putting on his tables lines bought at an exceedingly advantageous market. As a result of that ad., over 2,000 pieces of this ware were sold.

Then Mr. Jackson advertised brass goods, displaying them prominently as he had the graniteware. The ad. appeared in the evening, and the first hour the next morning 300 pieces of brass goods



Bathroom Fixtures

At Prices for Today Only.

ALL FIXTURES ARE COMPLETE WITH SCREWS.

TOWEL BARS, ¾-inch Brass Bars, Nickel Plated, complete with screws, 18, 24 and 30 inches long. Regular, .45 to .75. Today ..... .39

TOWEL BARS, 5-16 inch Brass Bars, Nickel Plated, 9, 12 and 16 inches long. Regular, .25 and .30. Today ..... .19

TOWEL BARS, 5-16 inch Nickel Plated Steel Bars, 19 inches long. Today, each ..... .10

GLASS TOWEL BARS, ¾-inch Annealed Glass Bars, with Nickel Plated Cast Brass Brackets, 16, 18, 21 and 24 inches long. Regular, .75 to $1.00. Today ..... .55

GLASS TOWEL BARS, 1 inch diameter, Cast Brass Nickel Plated Brackets, 18, 24 and 30 inches long. Regular, $2.00, $2.25 and $2.50. Today $1.75

Glass Shelf.

GLASS SHELVES, 5 inches wide, heavy plate glass shelf and nickel plated brass brackets, 15, 18, 21, 24 and 30 inches long. Today's Prices are: For 15-inch size, .98; 18-inch size, $1.19; 20-inch size, $1.25; 24-inch size, $1.45; 30-inch, $1.75 complete.

TUMBLER HOLDERS, brass, nickel plated. Today .35

TUMBLER & TOOTH BRUSH HOLDERS, Combined. Today ..... .45

TUMBLER HOLDER & SOAP DISH, Combined. Today ..... .75

BATH SEATS, White Enamelled, Rubber Covered Steel Ends, adjustable sizes. Today ..... .69

TOILET PAPER HOLDERS, neat, nickel plated brass plate and ebony finish wood bar. Today ..... .23

—Basement.

An advertisement which brought 300 *sales in one morning.*

were sold. There does not seem any reasonable reason to doubt that it was the advertisement which drew that trade. Moreover, the remarks of many purchasers proved this beyond all possibility of disbelief.

Not a Dull Month.

Sales like these were continued in this store all through January, the newspaper advertising regularly emphasizing one line and one line only. The result was that January was saved from being a dull month. The business done, indeed, while not nearly as good as December, was yet somewhat better than that of November—and November is not regarded as a particularly slow month.

Later in the season Mr. Jackson determined to hold a sale of stoves. He advertised this, telling something of the stove to be disposed of and something of the price at which the models would go. The result was a little surprising. The very morning that the advertisement appeared, ten stoves were sold. Not one had been purchased the day before. It was not a heavy stove buying time, but the ad. had attracted the attention of those who felt the need of a range.

Bathroom Accessories Move.

Bathroom accessories was another line which proved a business-getter in the dull season. Several days a sale in these was advertised. The prices were attractive. The goods, illustrations of which were given, seemed first-class. The people were made to feel the need of these, and they visited that hardware department in large numbers. One day 300 accessories were sold, but this does not be gin to illustrate the results that particular advertisement, and others like it, brought.

Mr. Jackson declares that one great thing in advertising is to plan ahead. A man cannot, he says, sit down and in an hour map out a week's procedure which will be the means of bringing the best possible results. It is well to consider weeks in advance what people will be needing at a certain season, then to plan to bring that class of goods prominently forward. There seems much wisdom in this course.

MARK SELLING PRICE.

Mark the selling price on all your goods. To err is human—proprietors may err, clerks may err.

If the custom of marking goods is once established it will be little trouble; in the largest stores there is not one article which is not priced before going on the counter or on the shelf.

It takes time to do this, to be sure, but it takes more time to look up a price, while a customer is waiting, or the clerk must ask the proprietor, "How do you sell this article?"

It may occur that you are not in when some one comes to purchase, and your clerk may sell something too cheap.—St. Louis R.D.A. Monthly Bulletin.

PAINT FROM SMOKE!

The arrest has taken place of the promoter of an American concern known as the Universal Paint Co. The company was incorporated for the object of separating a material from coal smoke that would take the place of paint. Hundreds of investors in the eastern part of Pennsylvania bought stock from this promoter on the handsome prospects he prom. A prospectus issued recently states that "a conservative estimate of the profits from July 1, 1911, to July 1, 1912, on a basis of only one hundred plants in the entire United States on which our device has been placed is $900,000." He evidently had intentions of revolutionizing the paint industry, but complaints from the stockholders in his company caused his arrest.

EFFICIENCY
IN
WINDOW DRESSING

Two Essentials of Successful Display

System and Attention to Detail Are Necessary in Trimming Windows—Draw Plan of Windows First—How One Hardwareman Systemizes Results—Success Attained by Thoroughness in Detail.

SYSTEM and attention to detail are the rules laid down by a well-known window dresser for those who desire to achieve success in this work. It is quite true that artistic perception and originality of conception figure largely in the making of good displays, but behind that again is the great necessity of systematic work. A man may have an abundance of bright and original ideas and yet prove only a mediocre window dresser because he lacks the thoroughness required to carry the ideas out. The writer has seen many displays embodying unique ideas which have been flat failures nevertheless, because the necessary time and care had not been taken to work out the details and perfect the background. They were incomplete. On the other hand, we see every day window displays founded on hackeneyed and commonplace ideas which are eminently successful because they are made complete in every detail.

The window dresser should first plan out the general idea of his display. He should then get pencil and paper and work it out. The preparation of a plan enables him to decide matters of detail and precludes the possibility of carelessness later. Further than that, it enables the dresser to evolve more elaborate plans. Suppose that he is arranging a display of tools. He gets the general idea in his mind but if he gets out pencil and paper, a dozen new ideas for arranging the goods will suggest themselves as he works. He knows the dimensions of his window space and can figure out accurately what can be done. Having his ideas before him on paper gives him a clearer picture than he can possibly carry in his mind.

The accompanying plan was drawn by A. T. Black of the Bond Hardware Co., Guelph, in preparing the extremely handsome display which won a prize in Hardware and Metal's Christmas window. The display entered in the contest was in the left window. In the right, was shown a mammoth display of wagons, sleighs, skates, toboggans and similar lines. By following this careful method of preparation, Mr. Black was able to make his two displays absolutely complete. There was "a place for everything and everything in its place."

Keeps Book Records.

System in window dressing can be carried still further. The object of displays is, of course, to make sales. How then can the store windows be used to bring the most business at all times of the year?

The manager of a Western Ontario store has solved this problem. He compiles records of all window displays. A book is kept for this purpose and full details of each window are entered— all goods shown, the nature of the arrangement, the length of time that it was left in the window, the state of the weather during that period and the actual sales made on those articles during the time and for a week after. It means plenty of work but look at the possibilities of the idea. The actual worth of that window can be judged almost to a twenty-five cent piece. It is shown to what extent the display stimulated business. The relative value of different forms of display can be arrived at. By looking over his records, this energetic hardwareman can tell what goods are best to feature at certain times of year. He has, in fact, information at his disposal which enables him to plan his window campaign with a degree of certainty and exactitude not possible without such information.

Why not try this system?

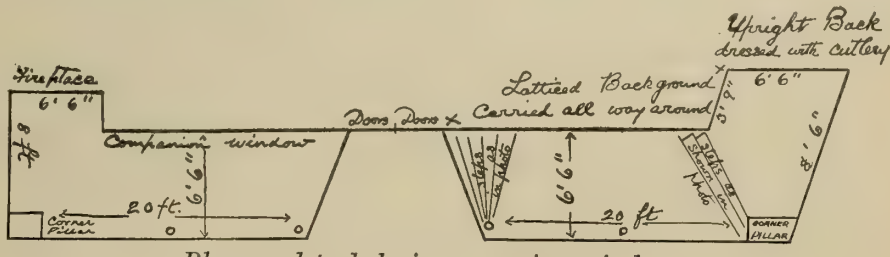
The Value of Thoroughness.

With regard to that other highly essential quality in window dressing, thoroughness, too much cannot be said. As stated before, an elaborate central setting loses at least 50 per cent. of its effectiveness if the minor details are neglected or carried out hastily. Some men use up all their energy and patience in devising a part of their display, and then finish the job off carelessly. In the opinion of the writer, a few square inches of rough board showing in the sides, rear decorations carelessly hung or price cards of doubtful neatness, detract most considerably from the value of a window.

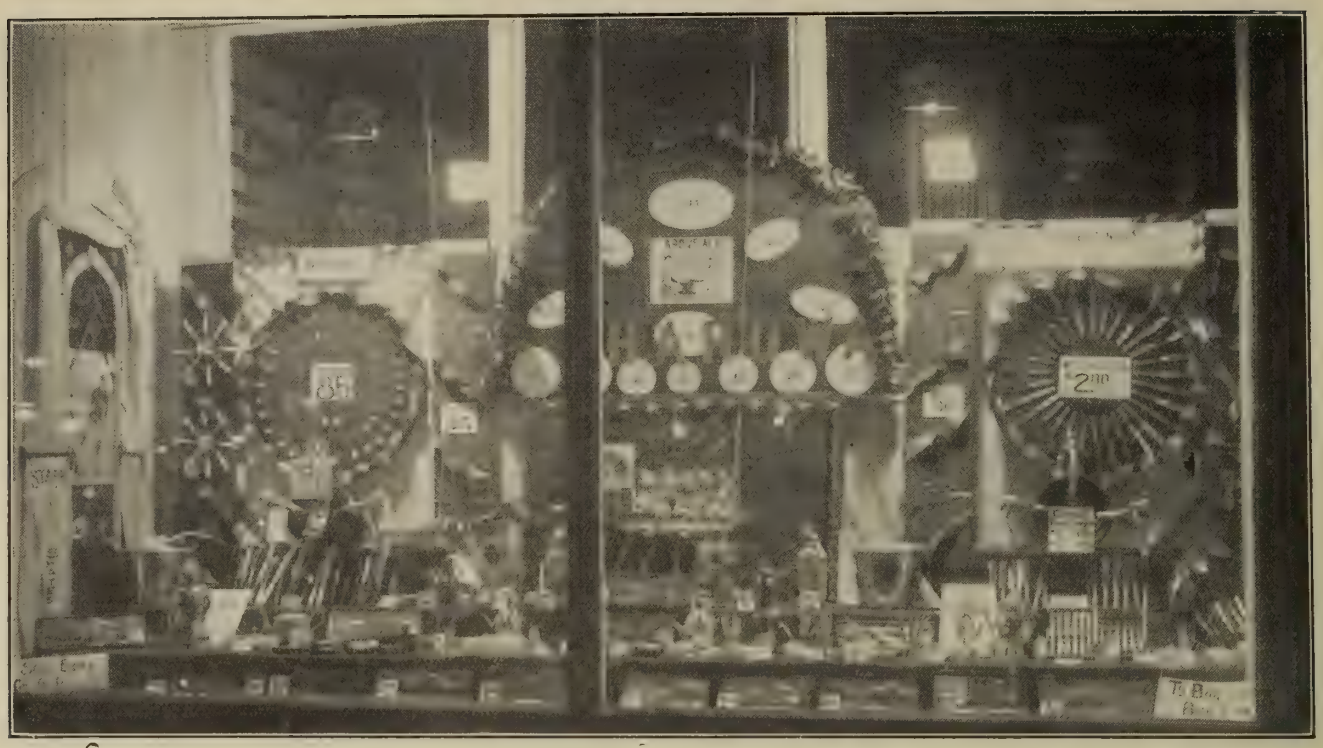
Detail of a Clever Display.

The accompanying illustration is of a display in the store of the Kingan Hardware Co., Peterboro. Its merit will be conceded by all. It will be interesting to follow the detailed system by which H. J. Hammell "built up" this window.

First as to the background. It was made of four one-inch boards (10 feet by 10 inches), and covered amply with crepe paper. A piece of white moulding was tacked at the top of each and green paper was twisted laterally across, thus representing four pillars from the front. The two end pillars each supported a circle 36 inches in diameter and covered with red crepe paper. Knives were arranged on one end circle and spoons on the other. In the centre a half circle, five feet across, was placed. It showed asbestos table mats with a card in the centre to remind the housewife to "above all protect your table." Below this again was a large plate made



Plan used to help in arranging window.



Careful attention to detail was show n in the arrangement of this splendid display.

by fastened together four one-inch boards, 4 feet by 10 inches, and covered with crepe paper with a green border. The centre was removed, leaving a space 12 inches by 16 inches which was filled in with white writing paper. Behind the paper an electric globe was placed. This was lighted at night and thus made an illuminated sign, throwing out the words "The Season's Greetings to all." Around this sign scissors and shears were arranged.

Building Up Window.

The window was 21 feet wide, 4½ feet deep and 12 feet high. It was built up with two rises, both 8 by 16 inches. On the base or floor of the window carving sets were placed to the left and fish sets to the right of the central pillar. Cards were placed in each corner. On the first rise were placed carving sets, percolators, tea pots, knives and forks, spoons, razors and safety razors. The second rise was used for the display of asbestos irons, sad iron sets, bread mixers, cake mixers, carving knives and forks. On the two ends were placed empty cartridge boxes and a peck measure in the centre, all three being carefully covered and used for the display of food choppers. It proved a splendid method, by the way, for the handles were so placed that they prevented rolling.

In the centre of the window was a hanging glass shelf with scissors, razors and shaving materials displayed thereon.

The inside wall was draped and skates and hockey sticks were arranged as shown in the photo. The color scheme of the window was red and green. Red crepe paper and green edgings were used.

It is by following out every detail in this way that the very best results are obtained.

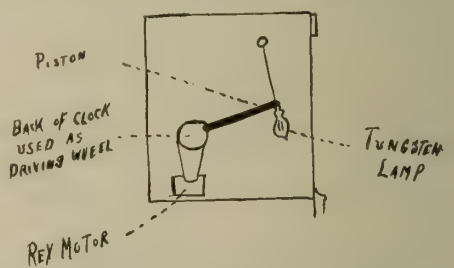
Put Proof in His Store Window

Device Was Used to Convince Public That Certain Style of Lamp is Not Readily Breakable—An Ingenious Idea Carried Out.

Much has been said about the saving in electrical current which can be effected by the use of the Tungsten lamp. Much has also been said about the fragile nature of these lamps. Some people seem to have the idea that they will break if they are given the least touch. This idea has had some result on the sales, and to show that breakages are not as common as some have supposed. C. F. Ready recently arranged a display in the window of R. Hawkins' Smith's Falls store. Mr. Hawkins handles these Tungsten lamps largely. Mr. Ready has been selling them, and so often hearing of their fragile nature, he determined to arrange a display which would make all the people of Smith's Falls see this light as it really is.

He put a two-watt lamp in the window, and using an old Clauss scissor hanger as a frame, attached to this the back of a clock, which was made to serve as a driving wheel. To the top of the Tungsten lamp, and to one edge of the improvised driving wheel, a piston rod was attached. Thus, when the back of that old clock revolved, the piston worked back and forth, shaking quite violently the Tungsten lamp in the window.

The next thing was to get power to move the driving wheel. Mr. Ready remembered that Mr. Hawkins had given his little boy a small Rex motor for Christmas. Wonderful to relate, nothing had happened to the toy motor. It was borrowed for the time being; and a string belt, attached to this and running around the grooved driving wheel,



Device used to demonstrate durability of lamp.

gave the necessary motion. All, therefore, that was necessary was to turn a switch and the back of the clock revolved, moving the piston rod and shaking the Tungsten lamp.

All evening, for several nights, this ingenious device was allowed to run. The Tungsten lamp, shaking every minute, stood the strain. All evening it gave off its clear, bright light.

Prize Winners in Christmas Contest

Window Displays Which Were Judged to Have Superior Merit — Descriptions Supplied by the Dressers—Price Cards Were Used in all Displays — An Extremely High Standard Set.

THE window displays which were judged to be of first merit in Hardware and Metal's Christmas window contest are herewith reproduced. The general excellence of the displays has been commented on in previous issues. After seeing the windows all will agree with what has been said, viz.: that hardware window dressing has of late years been set on a new and distinctly higher plane. It should be borne in mind that there were fully a score of other window displays entered which had almost as much merit as the prize winners, the margin being in many cases very close indeed.

Descriptions of the six winning displays, supplied in accordance with the terms of the contest, are appended.

P. Hymmen & Co.

First prize for places over 5,000 went to R. H. Thornhill, with the P. Hymmen Co., Berlin. It is described as follows:

"Window is 12 feet wide and 7 feet deep. The ceiling is covered with white pleated cheese cloth and sprays of holly are attached to it. The background is pleated green cheese cloth, and on this shears are arranged in circles with tinsel edge. Large pillars are at the back, to which shelves are attached, and on these shelves nickel and brassware is displayed. Above the background, below the ceiling is a trestle painted white, on which holly and tinsel are entwined. At each end of the trestle are two large covered rings, to which are fastened forks and holly sprays. In the centre of these rings is an electric light enclosed in a fancy shade.

"From the ceiling are suspended large covered rings, to which are fastened different priced pocket knives. From about the centre of the bottom of the window towards the back, steps are built. These steps, as well as the bottom of the window are covered with red cheese cloth. On the steps are displayed carvers in cases, brassware, nickel plated ware, etc. On the foreground silverware, sewing sets, manicure sets, safety razors, etc., are shown. Eight small pedestals were used to good advantage for display as also was one large one in the centre of window. Each article in the window had a neat price ticket attached to it."

USE OF PRICE CARDS.

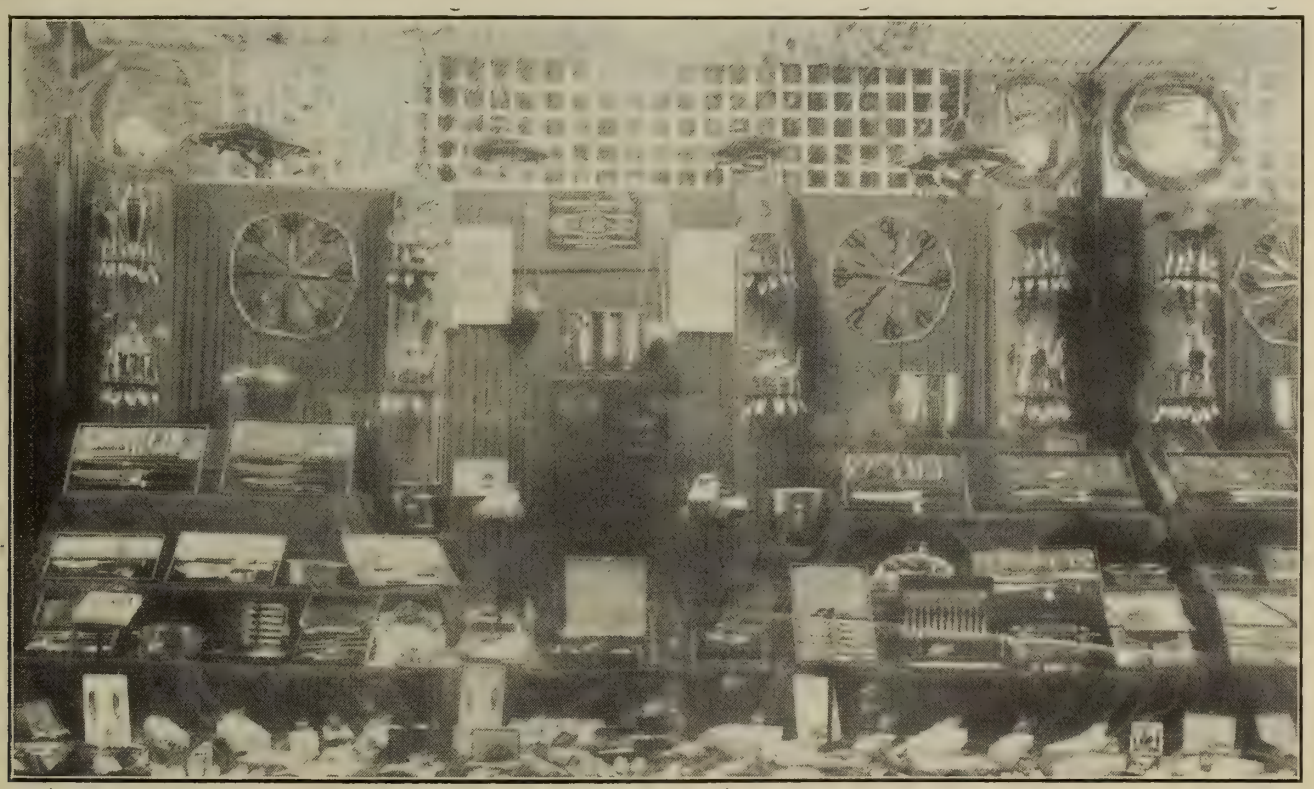
One of the outstanding features of the contest was the fact that the windows entered, almost without exception, contained plainly marked price cards. The window dressers paid strong tribute to the results obtained by this means. It seems to be now pretty generally accepted that the value of a display is brightened by the use of price cards.

Bond Hardware Co.

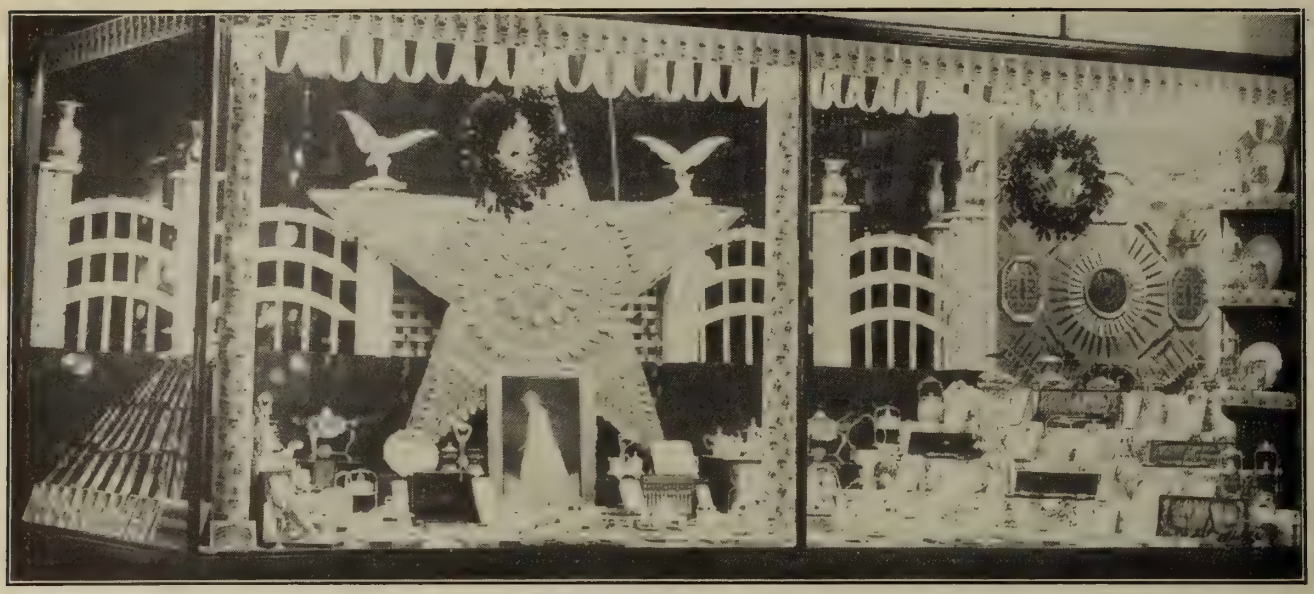
Second prize in this contest went to A. T. Black, with the Bond Hardware Co., Guelph. Mr. Black's description reads as follows:

"As will be noted, the window dresser was confronted with the obstacle which is the stumbling block in a good many windows, the matter of background, as our windows have only a low railing about 30 in. in height.

"Around this was constructed an arched fence and lattice work, the pillars, arches and uprights all being wound with crepe holley paper streamers, which material was also used in wind-



Window dressed by R. H. Thornhill, with the P. Hymmen Co., Berlin—Awarded first prize for places over 5,000.



Display arranged by A. T. Black, with the Bond Hardware Co., Guelph—Awarded second prize for places over 5,000.

ing around the iron pillars in the window front and draping from the ceiling.

"The lattice work, of which very little shows from behind the large star, is finished in gold bronze; the large star, measuring eight feet from tip to tip, is covered with green crepe paper, and outer edge is wound with silver tinsel garland. The end of the window, 6 ft. 6 in. width by 8 ft. in height, is covered with the same material with an edge of holly paper. Across the top of this end is worked in silver tinsel "Christmas greetings," the cutlery on this star and background show to the best advantage on this color. Electric bulbs in the centre of same add great brilliancy to these displays. The lower part of the

Window dressed by Harold Cook, with the Northern Hardware Co., Edmonton — Awarded third prize for places over 5,000.

Window dressed by Peter McNaughton, with Geo. W. Ecclestone, Bracebridge—Awarded first prize for places under 5,000.

Window dressed by Blake Phillips, for Sutherland & Stelck—Awarded second prize for places under 5,000.

background is covered with rich crimson crepe paper and the floor and end steps are covered with holly paper (red and green on white ground).

"As the base of the window is only about 15 in. above the sidewalk level the goods are all quite discernible.

"Two photos would really be necessary to show this window to the best advantage, as the window really faces two streets, and the goods in the base and on the shelves in the end section do not show at all in this photo, which was taken from the front.

"The front of the window was entirely devoted to the display of silverware, both hollow and flat, fine cutlery and cut glass in a well assorted and discriminately arranged manner. The end part of the window somewhat separated from the front by a diagonal stand running across the corner with steps down either side, was devoted to lamps, nickel ware. brass goods, bread boards, asbestos table mats, carpet sweepers and the more ordinary lines of cutlery.

"A row of miniature Santa Claus lithos extend around the entire upper part of the window glasses. The two central pillars in the background are surmounted by two white doves, the emblems of peace, and the great Christmas message extends between the two 'On Earth Peace, Good Will Toward Men.'

"Large holly wreaths are suspended and show in the centre of each window plate.

"At time of the photo being taken the Christmas motto and also the conspicuous price cards, which were later used to good effect, do not appear."

Northern Hardware Co.

Third prize was awarded to Harold Cook, with the Northern Hardware Co., Edmonton, Alta. The description is as follows:

"The base of the window is covered with cotton batting, sprinkled with silver flitter. Cotton batting was also used to cover the pedestals, which were made with three decks in the shape of a cross.

"From the top a number of articles were suspended, including the sign with 'Christmas Gifts' printed on it. An attractive effect was secured by hanging the tea pots in the centre of floral wreaths.

"The goods shown included all varieties of cutlery, silver and nickel ware and brass goods. Everything was priced on cards, bearing pictures of holly and Yuletide wreaths."

Geo. Ecclestone.

First prize in the contest for places under 5,000 went to Peter McNaughton, with Geo. W. Ecclestone, Bracebridge.

"The top is made up of white and green tissue paper twisted. The side is covered with plate mirrors, which added greatly to the lighting of the window. The background is three arches made of strips with nail keg hoops cut in two and covered with white paper. As seen, the arches are covered with holly. In the centre arch is a shape made of roofing covered with cloth, on which is wired tea, dessert and tablespoons, knives and forks. On either side in the two arches is displayed carving sets in wire holders made by myself.

"The front part of the window on the bottom is on a slope back about 28 in. with a raise of 6 in. Back of this I used glass and other packing boxes. Packing box boards were used in the construction of the window throughout.

"In the front is displayed flatware such as coffee, orange, sugar, berry and baby spoons, cold meat forks, butter, fruit and pie knives, safety razors, shaving brushes and soap, and also stropping outfits. Back of this is seen the hollowware such as butter, pudding, lemon, bread and cake dishes, silver coffee and tea pots, cream and sugar sets, casserole custard dish, biscuit jar, china and silver flower vases, silver tray, chaffing dishes, pearl handled knife and fork sets, also portable electric lamps.

"Each article was price ticketed."

Sutherland & Stelck.

Second prize was awarded to Blake Phillips, with Sutherland & Stelck, Dauphin, Man. The description follows:

Window dressed by Charles Byford, for G. A. Binns, Newmarket—Awarded third prize for places under 5,000.

"There is no casing at the back of the window, so it was found necessary to build it up some feet. The background, sides and floor of the window were covered with cheese cloth, as also were the pedestals and boards used for the display of cutlery, scissors, etc. Holly and mistletoe was used liberally throughout to give a Christmas air to the display.

"The goods shown included all varieties of cutlery, silverware, cut glass and brass goods. Each article was price marked in plain, large figures."

G. A. Binns.

Third prize went to Charles Byford, with G. A. Binns, Newmarket. The window is described as follows:

"The background was draped and pleated with green cloth and openings trimmed with white cloth, tinsel and holly. Small half circle shelves, stands, half moons, displaying knives, razors and scissors, were fixed on the background. In the bottom of the window with steps ranging to the back, was a covering of green cloth, with cotton batten and ground mica on the edges, which relieved the dullness of the green to a remarkable extent, and gave a bright appearance.

"A splendid variety of silverware, cut glass, carvers, safety razors, lamps were shown.

"In the centre was a windmill, which was set in motion by a small electric motor attached to the electric light.

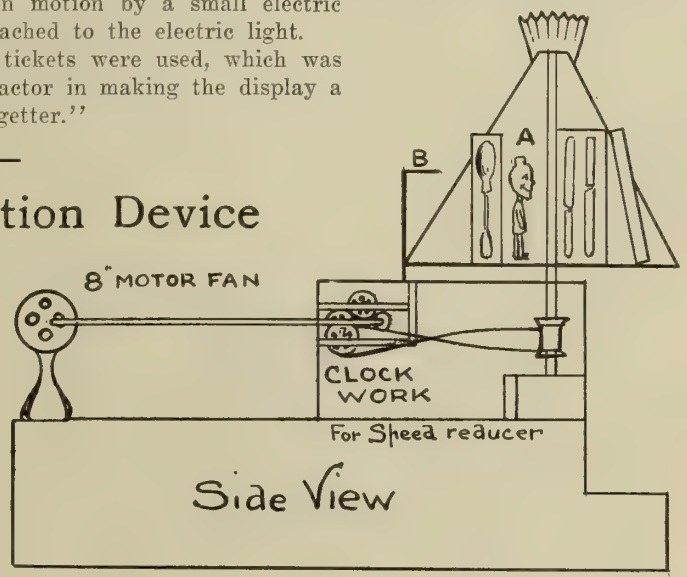
"Price tickets were used, which was a great factor in making the display a business getter."

A Clever Window Motion Device

THE first thing that a window display must be capable of doing is to attract attention. Once the passerby has been halted, other considerations arise. The display must interest and arouse the desire of possession. But the first consideration is an important one.

One of the most effective methods of gaining attention is to arrange a motion device of some kind. Something moving will arouse the curiosity of everyone, old and young, rich and poor, sufficiently to cause them to pause. People will sometimes hurry past the most elaborately and artistically arranged window displays without the passing tribute of a second glance. But put an effigy in the window that wags its head or a door that swings—even the most simple of devices—and everyone will pause. They may hurry right on again, but if they do it is the fault of the rest of the display. The moving device had done its work. It had focussed attention on the window in the first place.

One of the most clever arrangements of this kind that has come to the notice of the writer for some time was a device shown in a window of the Geo. A. McMurtry Co., hardware dealers of St. Thomas a few months ago. It was planned and made by Russell A. Hill, a budding young Edison, gifted with considerable ingenuity and a taste for mechanics.



How the device was operated—All the "works" were cleverly concealed.

A pyramid was constructed in the window which turned regularly, displaying a different line of goods with each side. On one side was a miniature figure of Happy Hooligan. The head was kept constantly in motion. The "works" of the device were skilfully concealed and it had, therefore, a double interest for everyone who passed. People studied it intently and wondered how it worked. Incidentally their gaze wandered to the rest of the window and took in the fine assortment of articles on display.

How It Worked.

This was how it was done. An eight-inch electric fan was rigged up in the rear, the fan attachment having been removed. The motor was then attached to clock works to reduce the speed and then to the pedestal of the revolving pyramid. The system used is shown in the accompanying sketch. The pyramid is marked X and the figure A is the miniature of Happy Hooligan. At the rear a stiff wire, marked B, was fixed, the top being bent out so that at every revolution the head of Happy Hooligan touched the end. This kept the head constantly nodding.

The window as it appeared from the front—The photograph does not show the pyramid clearly.

Lesson 11--Course in Card Writing

Flat Stroke Fancy Lettering, an Easily Executed Condensation of Old English, as Taught by the Edwards Short Cut Course—How to Make Illuminated Letters.

There are times when a fancy letter is desirable in show card writing, yet no fancy letter should be used at any time which cannot be easily read at a glance. The Old English letter in its original or correct form is not only hard to make, but is so decorative as to cause the average person some trouble to make out what it is intended for.

Absence of Frills.

The flat stroke fancy lettering as illustrated in the accompanying plate (No. 11) has the elements of the Old English with the absence of the frills or superfluous fine lines and ornamentation, which are not only unnecessary, but impractical.

This alphabet consists of a series of cymas, half cymas and crescents, with very few straight lines. This greatly facilitates speed.

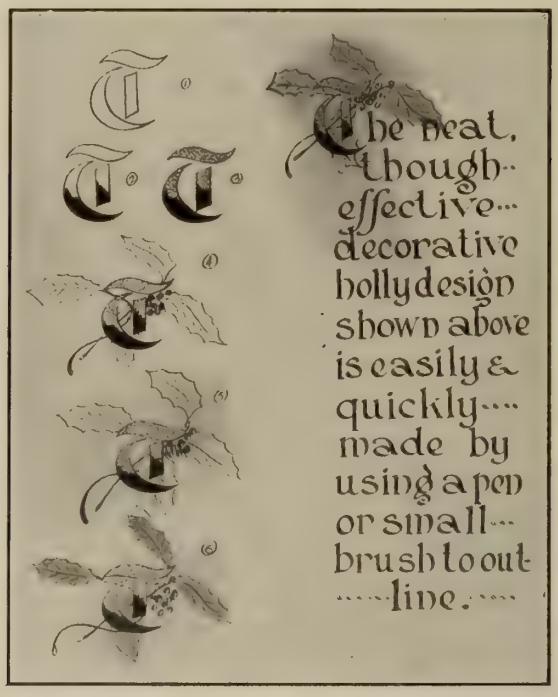
Where to Use This Letter.

Flat stroke fancy letters, like Old English, must not be used to any extent on any card, for it is not readable enough. At no time must a word be spelled in full in capitals. The capital letters are used only at the beginning of the word or as a fancy capital to be used at the beginning of a paragraph of Roman lower case lettering as is illustrated in the accompanying card. The lower case letters, which will be dealt with in the next lesson, are very much more legible and can be made with more or less speed.

An otherwise very plain card may be made attractive by the use of an Old English capital letter worked into a design at the upper left hand corner, as shown in the above card.

How to Make Illuminated Capitals.

The attached series explains fairly well how the design is carried out. In the first place, the letter is made in outline, as shown in No. 1. The second move is to fill in the lower portion of the letter in solid color, in this case black. Then the upper part is stippled or dotted with a pen or the end of a very small, pointed brush. The design is then sketched in in outline, being careful not to run over the face of the letter.



The illustration to the left shows the method employed in executing the illuminated capital designs as used in the accompanying card.

The design is a holly spray, with the veining of the leaves shown. It is very simple and quickly done. The next operation is the rubbing in of a dry color to give a shaded relief background. The dry color may be secured at any hardware store or paint shop. Either yellow, green or a mild shade of blue may be used to advantage. Dip a piece of cotton batting in the dry color and rub it out on another piece of card or paper to get it well into the batting before trying it on the show card. Then rub gently until the desired depth of shade is arrived at. Do not get too deep a shade, but a nice, even tint.

After you have rubbed the tint in well apply a stronger tint of green on the leaves by mixing the dry green with a little mucilage and water. If a different shade of green is desired, add a touch of yellow. Practice will tell you more than a pen can—blue and yellow make green. Try different proportions until you get the desired shade.

When you have the shade you think is most natural to the holly, apply it evenly, letting the veinings show through, then mix a little red for the berries in the same way. You will find that with practice you can get a very nice effect, which will illuminate a card and take off the plain appearance.

In some cases the first word may be made entirely of this fancy letter, using the capital and lower case.

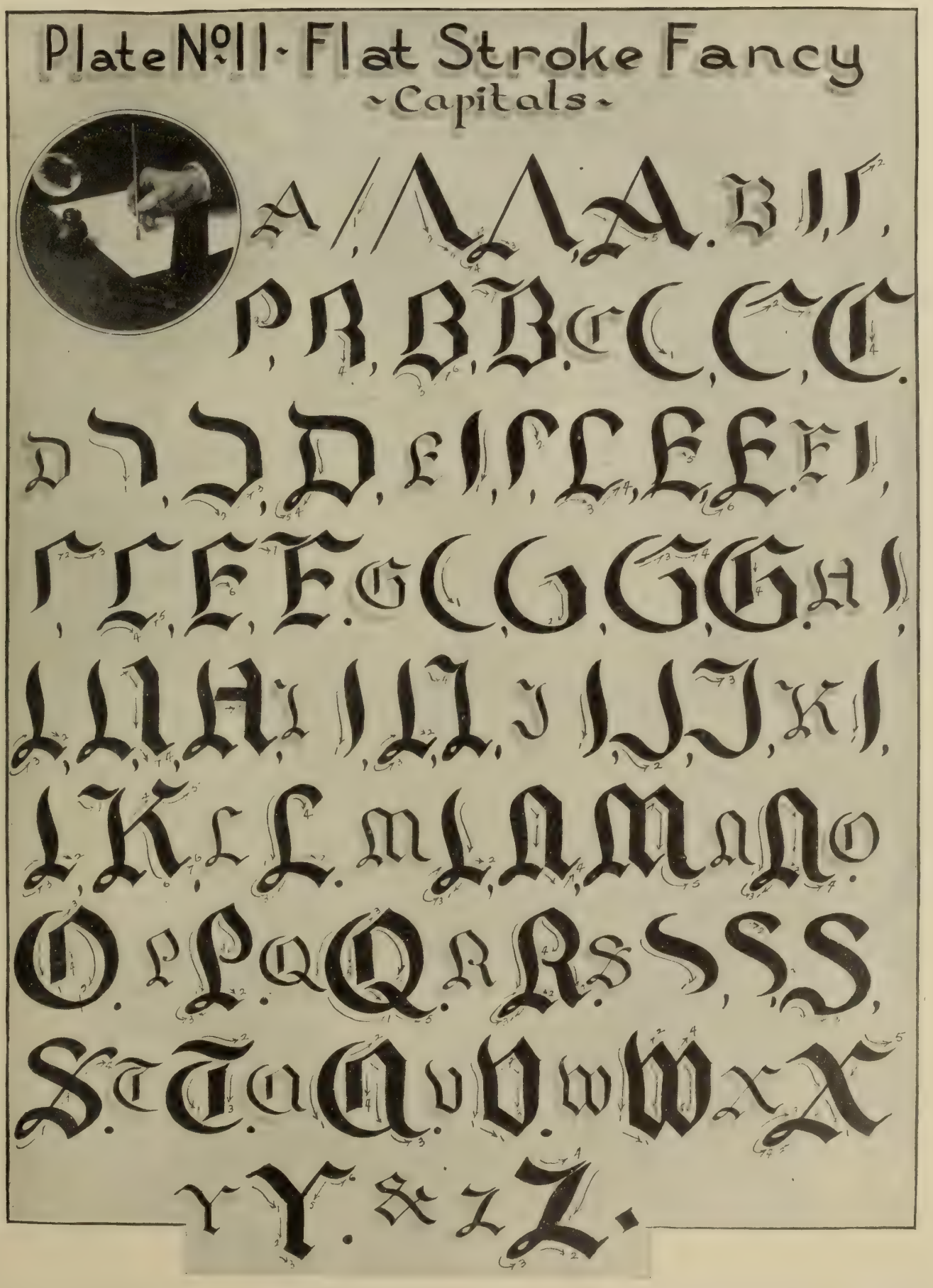
The Brush to Use.

A No. 7 red sable flat brush in albata is the brush used in lettering plate No. 11, which, of course, was about twice the the size of the reproduction here shown or a little less. Very little explanation is needed, as the arrows and numbers give a very correct idea how to proceed.

We might suggest the advisability, however, of practising the cymas and half cymas to quite an extent, as this style of letter is made up almost entirely of them. The cyma, as you know, is such a stroke as No. 5 in A, No. 4 in D, No. 1 in E, No. 1 in H, I, J, K, L, M, N, P, R, S and Z, and No. 2 in T; the half cymas is such a stroke as 3 in A, 5 in B, 3 in F, 4 in G, 3 in C, and so on. Every stroke is made with a flat stroke of the brush, except such strokes as 1 in A, 2 in B, 6 in B, 2 in F, 3 in G, etc. They are made with the edge of the brush, terminating in most cases with a half cyma, as in C. This is one of the simplest alphabets there is to make, though it looks difficult.

A little practice in keeping the brush always rubbed out flat, giving the stroke of the letter the full width of the brush, and ending with a sharp, clear cut point, will soon show itself in pen work.

For further information re brushes, outfits, etc., write to the editor of this paper, 143 University Ave., Toronto.



The flat stroke fancy lettering illustrated here has the elements of Old English, with the absence of the frills. It is a speedy letter when carefully practised.

EFFICIENCY
IN
TINSHOP MANAGEMENT

Tinshop Put to a Practical Test

C. F. Fawcett, of Tweed, Has Determined to Find Just What Profit this Department Brings Him — The Indirect Benefit Which is Claimed Can Hardly be Measured, But the Introduction of a Proper Cost System Will Enable Definiate Knowledge Being Secured of Operating Expenses and Earnings—How the Scheme Works Out.

Operating a tin shop in connection with a hardware store is, by some, considered an unwise proceeding. There are others who believe this to be in the best interests of the store. At the Ontario Convention of 1911, the question was considered at length, but the hardwaremen then meeting in Peterboro' were unable to reach a conclusion, though, perhaps, the majority of those who spoke were against the tin shop.

Now, C. F. Fawcett, of the Fawcett Hardware Company, Tweed, is taking steps to discover definitely just what the tin shop does mean to him. Mr. Fawcett, let it be stated right away, is one of those who believes the benefits accruing from carrying on this department more than counterbalance the disadvantages. But the statements of other dealers have caused him to consider, and he is now determined to ascertain the truth.

Some Advantages Hard to Measure.

It must be remembered that some of the advantages claimed by those who believe in the tin shop can hardly be measured. Mr. Fawcett, for instance, states that one way in which he believes the tin shop helps the hardware store, is that it enables a man to secure business in other lines. For instance, if a householder gives a firm a contract for putting an eavetrough on his roof, he is also likely to give that firm a contract for painting the woodwork and for supplying the builders' hardware. This is undoubtedly a benefit which comes from the tinsmithing department, yet it is a benefit which is hard to determine, or to accurately set down. But the expense of operating the tin shop, and the revenue derived from it, can be accurately ascertained by the introduction of an up-to-date cost system; and it is such a system that Mr. Fawcett has recently established.

His plan may be briefly set down.

A PRACTICAL TEST.

There are many questions facing the hardwareman involving questions of profit and loss, which could be solved if an attempt were made to secure accurate figures and facts. This is one of them. Does it pay to run a tinshop with a hardware store? C. F. Fawcett has decided to find out and is putting his tinshop to a strict test. Would it not pay hardware dealers to systematize their business so that they could tell the real value of each department?

As soon as stocktaking was over, Mr. Fawcett ascertained the exact amount of stock which there was in the tin shop. This was charged to the shop. Note was also taken of the tools used there, and of the plant. This, too, was put down as a charge upon the tinsmithing department. A rent is charged for the building used. All goods bought for the tin shop are set down against it, and all earnings made by that shop are credited to it.

The Problem to be Solved.

Here, then, will be the sum which must be figured at the end of the year. Have the earnings been sufficient to pay the rent of the building used? Do these earnings cover the wages of the men employed? Do they cover the cost of the material used? Do they cover a fair allowance for depreciation in the value of the plant? Do they cover the cost of new tools added during the year? Do they provide for a fair profit?

As here set down, the problem does not seem one which would be difficult to work out; but in practice there will have to be great care exercised. Moreover, the answer cannot be reached until stock is again taken—not until the amount of stock on hand is ascertained and credited to the tin shop; not until the tools in hand have been credited too. But careful account being kept of these things, a statement may be formed which will give Mr. Fawcett a definite idea of the benefit which his tin shop is to him. It will not, as has been said, account for the extra business drawn to other departments by the tin shop; but it will show exactly the cost of operating that shop and the returns which it has brought.

How Shall Charge be Made.

Yet there is still another question which has to be considered. The tin shop will, during the year, buy a good deal of material from the hardware store. This will be charged against the tin shop. Seems simple, doesn't it? But how will it be charged? Will the tin shop get the goods at cost price or will it give the hardware department a profit?

Mr. Fawcett did not reach a conclusion upon that point hurriedly. In many ways it seemed that the hardware department was justified in expecting a profit. Its earnings are to be judged as well as those of the tin shop, and had it a voice one might easily imagine it saying, "Here, why does the tin shop get these things from me at cost? I could sell them elsewhere at a profit."

But allowing the tin shop to speak for itself also, would it not say, "If the hardware store does not want to give me these goods at cost I will buy them somewhere else. I am a large consumer. I could get as good or almost as good a price elsewhere. Why, if I did not use so much of this class of goods the hardware store would have to pay more for similar articles which it sells to others."

Buys on a Cost Basis.

That is the argument, and after considering it both from the standpoint of the hardware store and the tin shop, Mr. Fawcett has determined to charge the tin shop only with the cost price of all goods secured from the hardware department. He does not think this will place either department at a disadvantage, believing that both are really benefiting by the lower purchasing price

Complete Course in Sheet Metal Work

By L. W. KOSER---Number 6

We will now leave the ornamental line for a while and take up pipe work and practical tinsmith problems.

We will now develop the pattern for a two-piece square elbow as shown by problem 1, plate 11.

We will say the elbow is for a 3 inch. pipe. The size of the pipe, however, makes no difference as the principle is the same for any size of pipe, either round or elliptical.

Draw a circle 3 inches in diameter, this represents a plan. See Fig. 1.

Above the plan and in line with it draw the elevation Fig. 2, which is an outline drawing of the elbow showing how it will look when put together. It also shows the angle of the elbow. The spaces A.B. and D.E. must be the same width as the diameter of the circle, viz. 3 inches.

Draw the line F.C. which is the mitre line or joint.

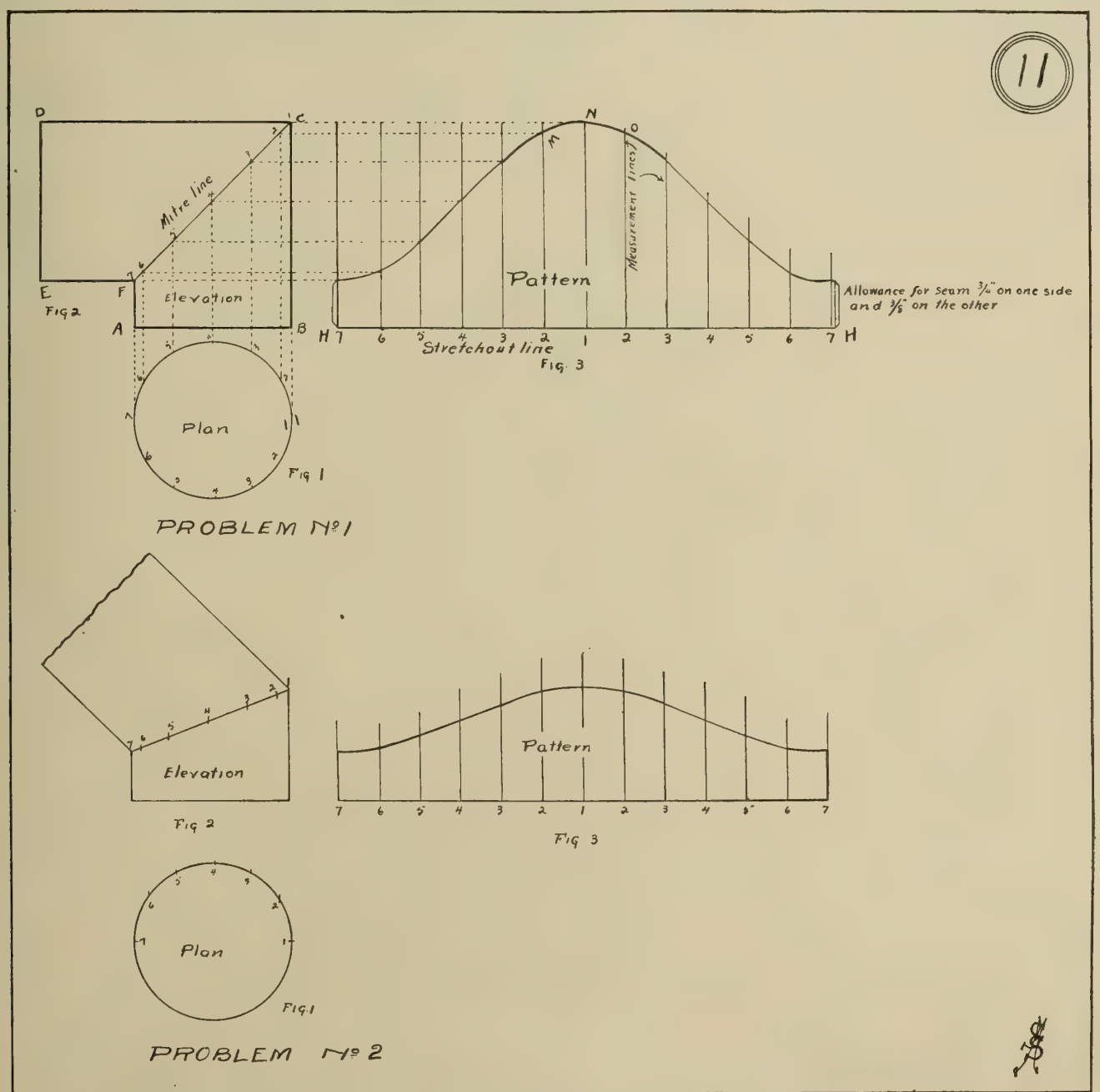
Off to one side and in line with A.B. draw a line H.H. which represents the stretchout line.

Now with the dividers step off one-half of the plan Fig. 1 into any number of equal spaces (in this case six) and number each point 1, 2, 3, 4, etc., as shown. It is only necessary to space off one-half of the circle as both sides of the elbow mitre are the same.

Now transfer the spaces on the plan to the stretchout line. H.H. Transfer twice the number of spaces stepped off, or the complete girth of the circle, and number these spaces the same as on plan. Start with No. 1 in the centre and number each way. Draw the usual measurement line through each number.

Now return to the plan Fig. 1, draw a dotted line from 7 on the plan to F on the elevation or else place the T-sqr. parallel to the line B.C. and carry each point on the plan to the mitre line F.C.

Then place the T-sqr. parellel to D.C. and carry these points out to the corresponding measurement lines and make a mark through each.



A line then traced through these points gives the desired pattern.

Problem No. 2.

Draw a square mitre for a 2-in. and 4-in. pipe.

Problem No. 2 is another two-piece mitre, the only difference being that the elbow is at an angle of 45 degrees instead of being at right angles. It will be noticed here that we do not draw the dotted lines from one point to another, we merely place the side of the T-sqr. against the number and make a small stroke through the point we wish to cut, thereby saving time and making the work simpler.

Draw two patterns for elbows of different angles.

Let us now take problem 3, plate 12. This is a 3-piece pipe elbow.

First draw the plan Fig. 1, then the elevation Fig. 2. The pattern for the parts A and B are developed the same as explained for problems 1 and 2, so they need no further explanation.

What we want to know now is how to develop the pattern for the gore piece B.

Having drawn the plan and elevation divide the plan into an equal number of spaces and number each.

Carry lines to the mitre line B.C. and mitre line A.D. by drawing lines parellel to D.C. Now draw the stretchout line N.M. at right angles to the line D.C.

Transfer the spaces from the plan to this line, number same and draw the usual measurement lines.

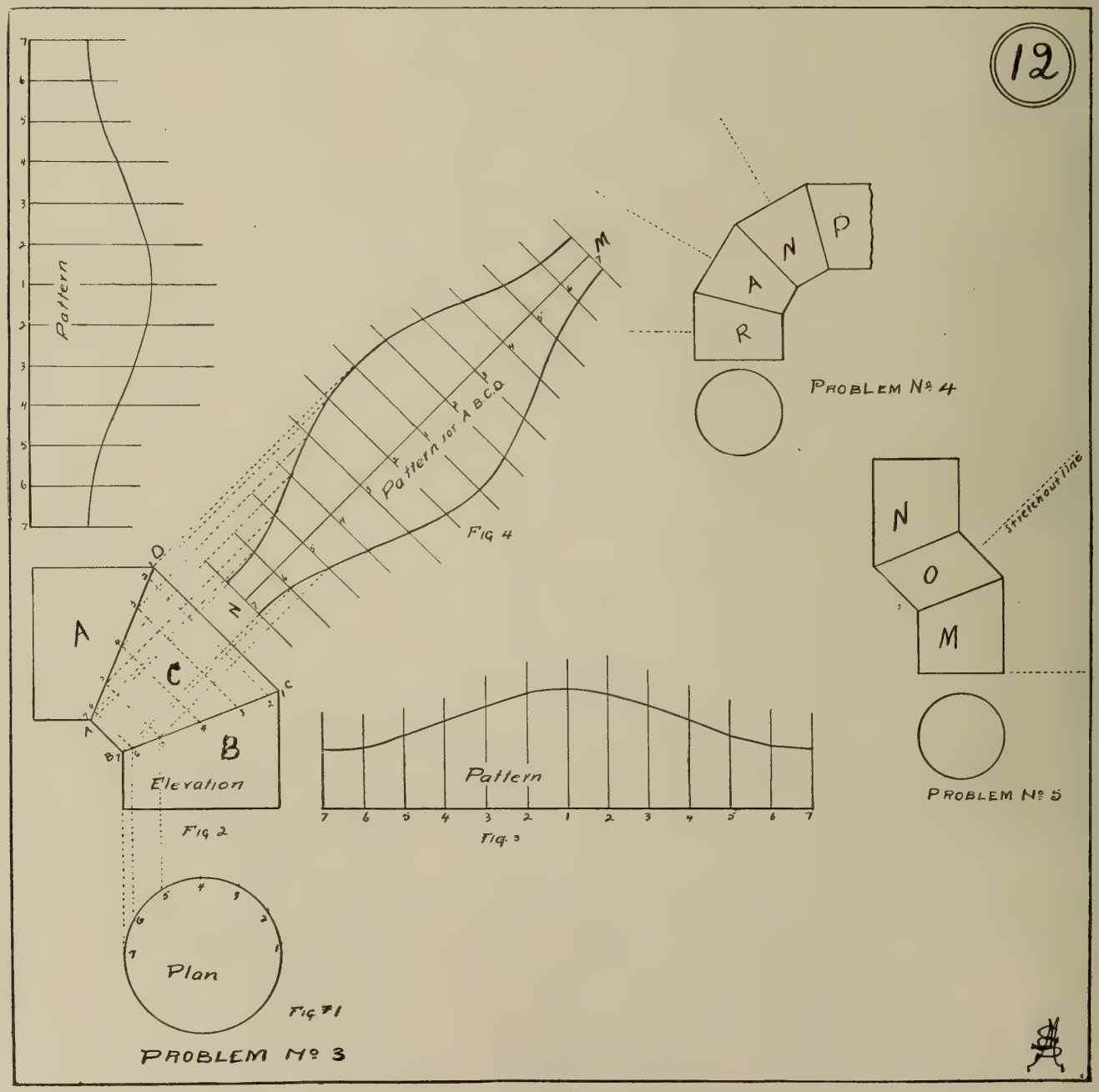
Now place the T-sqr. or side of the triangle against the T-sqr. so that its edge will run parellel to the line N.M. and carry each one of the points from the mitre lines A.D. and B.C. out to the measurement lines having the corresponding number. A line traced through these points gives the desired pattern.

Draw a pattern for a three-piece elbow 4 inches in diameter.

Problem No. 4 shows a four-piece elbow. The end pieces R and D are developed the same as explained for problem 1 and 2. The gore pieces A and N as explained for problem 3, draw a four-piece elbow for a 3-inch pipe.

Problem 5 shows a jog or off-set in the pipe. The parts N and M are obtained the same as explained for problems 1 and 2. The piece O. forming the off-set is obtained the same as the gore piece B, in problem 3 but the shape of the pattern itself is different.

Draw the patterns for an off-set for a 2-inch and 4-inch pipe.



EFFICIENCY
IN
RETAIL SALESMANSHIP

Planning the Spring Sales Campaign

The Many Lines to be Featured—How One Dealer Improved His Cement Business—The Metallic and Ready Roofing Business—The Field Has Widened—Feature Garden Tools and Household Goods.

ALTHOUGH March has not yet run its course, there are plentiful signs that spring is near at hand. Nature is beginning to throw off the shackles of winter. That indefinable spring feeling is in the air. The days of the overcoat, the muffler, the furnace and the snow-shovel are numbered.

All of which are so many signals to the hardwareman that he must start to "get busy." Spring means much to the dealer in hardware. Active trade begins with the melting of the snow, and continues right through until the arrival of warm weather.

Particular attention should be paid at this juncture to the farm trade. The needs of the farmer when the spring opens are many. He requires carriage and implement paint, nails for repairs from winter damage, pitchforks, shovels, implement repair parts. He requires seed—and there is no reason why the hardwareman should not supply him with this as well as the other goods he buys. In fact, before starting in to till the soil, Mr. Farmer has to stock up in a great many lines. His trade goes naturally to the hardwareman.

Some dealers are inclined to scoff at "outside salesmanship," prefessing to believe that it does not pay to go after business. It does pay. The hardwareman who had the hardihood to make excursions out into the rural districts during the first two months of the year, when there was not enough business doing to make his presence at the store imperative, will reap the benefit now. The acquaintances he made on his trips are ready to do their spring buying, and it is a safe wager that they will all pay him a visit.

It follows that Saturdays will be particularly busy days, and steps should be taken to insure good service. Some dealers make an effort to bring the city trade at other times of the week, concentrating their advertising on certain days with that object in view. Undoubtedly it pays to leave the Saturdays clear as far as possible for trade with the farmers, but it is not possible to break city people entirely of their Saturday shopping habit.

Cultivate the Contractors.

One of the surest signs of spring is the activity of the builders and contractors. Building work, delayed through the winter months, is now being resumed. Gangs are at work breaking the ground for new buildings. The rapid growth of the country is never so clearly evidenced as at the present time of the year, when industrial and building operations begin full blast.

This has a deep significance for the hardwareman. Building supplies will be needed steadily from now on. It is important to get early trade, for the contractors are likely to place their business with the same firm right through the season, provided that satisfaction is given. The dealer who secures the first order has a splendid opportunity to get the repeats.

The writer believes implicitly in canvassing the builders and contractors early. Persuade them to place an initial order and depend upon the quality of your goods and the efficiency of your service to keep them in line.

A good trade is done during the spring in building paper. A case is recalled where a young western hardwareman made a tour of inspection of the city, and stopped at every place where building work was being done. He canvassed either the owner or the contractor for building paper, and sold over $300 worth in less than a month. In addition to that, he picked up orders for other goods.

Feature Cement.

Cement will also be heavily in demand. Hardwaremen are commencing to awaken to the splendid possibilities of this line.

"Two years ago I sold 24 barrels of cement," said an Eastern Ontario hardwareman to the writer a few weeks ago. "Last year I disposed of over 800 barrels."

"That was quick work. Where did the difference come in?"

"A change of tactics. The first year I carried cement; the second year I featured it. It made all the difference in the world.

"The first year I had the cement in my warehouse at the rear of the store, and sales were made when anyone called in and asked for it. I realized last spring that there was a tremendous amount of cement being sold in town, but that I was not getting much share in it. So I decided to really push that line. I began to talk cement to customers and to advertise it. The contractors soon began to realize that I was carrying cement, and as I had a first-class connection with them in other lines, my sales doubled, trebled, quadrupled and so on right through the season."

There is a big difference between "carrying" and "featuring"—the same difference that there is between no profit and big profit. If you are a carrier of cement, make yourself a featurer this spring and watch the difference in sales.

The Roofing Trade.

The ready roofing idea is taking root. There is a rapidly growing demand in all parts of the country. The roofing manufacturers are conducting energetic campaigns of an educational nature, and are very effectively demonstrating the value of their products to the general public. The hardware dealer can assist the work materially, and can benefit himself by taking advantage of the manufacturers' campaigns.

Arrange a window display of roofing. It may not seem at first thought to be very well adapted for display purposes, but with a small expenditure a very creditable window trim can be arranged. One of the best methods is to put a miniature house or barn in the window, showing the roof and walls covered with roofing material.

Push Metallic Sheets.

There is a still larger field for the sale of metal ceilings, sidings and shingles. The owner of every building is a possible prospect. You know the faults every plaster ceiling has. It cracks, crumbles,

small particles fall down and do damage to furniture, materials in dry goods stores, groceries, etc. It needs repairs often and there is always danger that it may fall down on the heads of those working under it.

Now figure on the steel material. There is no possible way for it to crack and crumble. When it is put up it is there to stay. It can be washed each season and will look as good as new—and it is as good as new. They will outlast the building you put them in. They are the cheapest in point of service. They are fire-proof. We know of cases where fire has gutted an entire room, but went no further on account of the metal wall coverings.

Most people would be glad of the chance to have this same kind of wall coverings for their stores, their homes, office buildings, schools, halls, etc., if they knew of the great advantages it has over the plaster. It devolves on the hardwareman to see that every prospective customer is put in possession of these facts.

It is going to take some work but the orders will be like a bottle of olives—it is hard to get the first one, but after that they come easy. One satisfied customer will bring another. Others will bring many more. And every one can be satisfied. Manufacturers to-day have thousands of beautiful designs which can be used in most any kind of a room. The material is so made that it fits exactly and any carpenter can erect it.

There is in every man a desire for a plot of ground which he can use for gardening. It is the primitive instinct creeping out. All men were once tillers of the soil. The desire to tinker away with a few square feet of sod awakens regularly every spring and, although it may not last long in the face of discouraging results, blistered hands from the labor, etc., it lasts long enough for the amateur gardener to invest in the necessary tools.

A special effort should be made, therefore, to sell gardening tools at this season. The hardwareman should go a little further. The average city man likes to enjoy all the outdoor comforts that are possible in the city in summer time. This suggests hammocks and garden seats. How many garden seats have you sold in past seasons? Not half as many, we will warrant, as you could dispose of if you really went out with the object of selling them.

The subject of gardening suggests many articles which should be brought forward at once. Lawn mowers will be large sellers right through the spring and summer. Hose may not be very much in demand now but it does not take many days of warm weather to bring them to the front. Wire fencing and poultry netting are selling now and will continue active for some time.

Passing from the lawn to the interior of the house, numerous necessities present themselves. Window screens, refrigerators, ice cream freezers, electric fans, vacuum cleaners. Most of the articles named are summer goods but the retailer should get his supplies in bright and early.

Vacuum cleaners will be needed for housecleaning; and so will a multitude of other articles. As housecleaning is a question of the immediate future, the hardware dealer should turn his attention to these lines at once.

Plans for Selling Aluminum Ware

The Cochrane Hardware Co. Demonstrated the Merits of the Goods Very Successfully—Good Permanent Position in the Store Should be Granted to Aluminum Goods.

IT is a fact that in practically every phase of living conditions the luxury of yesterday, is the necessity of to-day. This is probably one of the real reasons for the high cost of living. People pay as a matter of course for things which a few years before they would not have purchased under any compunction.

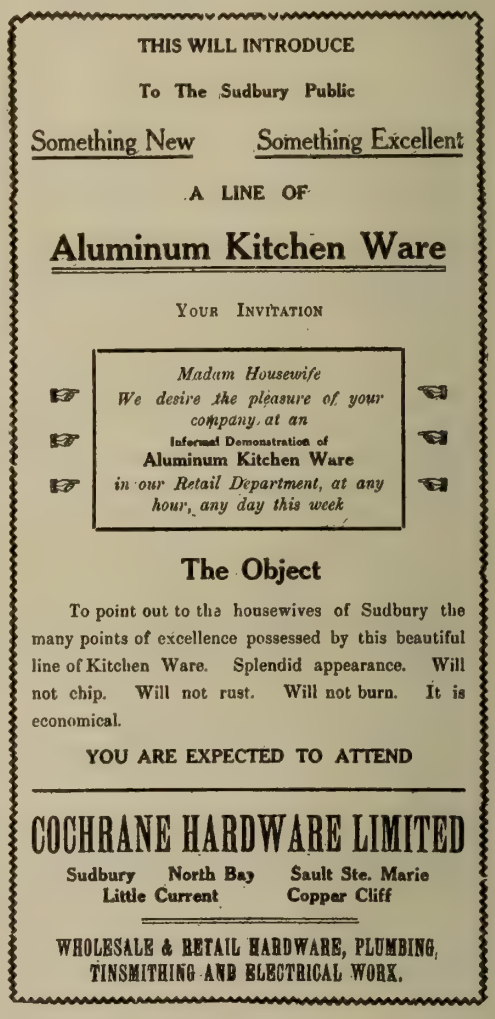
Price, is not necessarily any impediment now when people feel that the article in question is worth it. Pursuing the thought further, one feels certain that many articles now comparatively new will, before many years have passed, become regular features of the average home.

Aluminum kitchen utensils are gradually coming into favor. Hardwaremen who handle them invariably state that they have found a good market and furthermore that the demand is broadening out. Some dealers report that they have not found it necessary to devise special means of selling aluminum ware; that the goods have sold themselves. Others state that, while many of their customers have been induced to buy through the attractiveness of the ware, they have found it advisable to take steps to feature their aluminum stock. All new lines, no matter how attractive and how sure of finding favor, need clever exploitation in order to attain general use.

One of the best methods to employ in featuring aluminum ware is to conduct demonstrations. The demonstration has reached a wide vogue in modern merchandizing. It is a tangible appreciation on the part of the dealer of the Missourian in all of us; the desire to be "shown." People will take an interest in a thing, and reach a belief in the particular qualities ascribed to it, when they see it and have those qualities demonstrated to their satisfaction. The layer of skepticism which incrusts the average person can be pierced quickest in that way.

Demonstrated Aluminum

The experience of the Cochrane Hardware Co., Sudbury, is worth noting in this connection. Having laid in a stock of aluminum ware early this year, they decided that it would be necessary to take some course to acquaint the people of that section of the merits of the goods. The demonstration idea was decided upon but it was arranged to make this a permanent sales plan rather than to set any particular day or days aside



Two-column advertisement used to create an interest in aluminum ware.

for a demonstration. A general invitation was issued to the women of Sudbury, through the medium of the advertisement herewith reproduced, to call in at the store and see how the utensils could be used. No time was set, the invitation being for any day or any hour which suited each individual best.

This plan was followed with a satisfactory measure of success at the Sudbury and Sault Ste. Marie stores of the Cochrane Hardware Co. All women who responded to the invitation were shown practical tests to prove that the goods would do all that was claimed. It was demonstrated that the ware heated quickly, did not burn (either the food or the utensil) and did not crack or chip. Despite the fact that the line was a comparatively new one with them, they succeeded in selling quite a large amount.

Display Properly.

Another point to be borne in mind is that goods of this nature should be displayed to advantage. A permanent position of more or less prominence should be given in the store. Window displays are also an essential feature of efficiency in the sale of aluminum ware.

Making the Most of the Tool Trade

Do Hardwaremen Realize to the Fullest the Great Possibilities in This Line?—The Results Obtained by One Window Display—Goods Should be Kept Flawless—Salesmen Must be Well Informed to be Efficient.

IF efficiency is aimed at in the selling end of the business, attention must be given to all lines. Some men who have won reputations as crack salesmen are specialists purely and simply. They study methods of selling certain lines, and neglect more or less the regular goods which go to make up the hardware stock. Now, this kind of salesmanship is all right in its place, but it is neither efficient nor profitable in the average store. A good salesman recognizes the prime necessity of moving straight hardware lines as well as specialties.

Let us for a moment consider tools. What better line would a salesman desire for the display of his ability than tools? A good tool is just full of "talking points." There is a continuous demand. Any man with a mechanical turn has a deep-rooted interest in everything pertaining to the subject. He will study a show of tools with quite as much interest as his wife will take in a particularly fine display of millinery and, although he may not be led to anything like the extravagances that his better half may indulge in, he is just the same a fit subject for a bright tool salesman.

In the opinion of the writer, a great many hardwaremen do not pay as much attention to tools as they should. They have not realized just what a splendid opportunity this branch of the trade presents. Here is an example of what can be done:

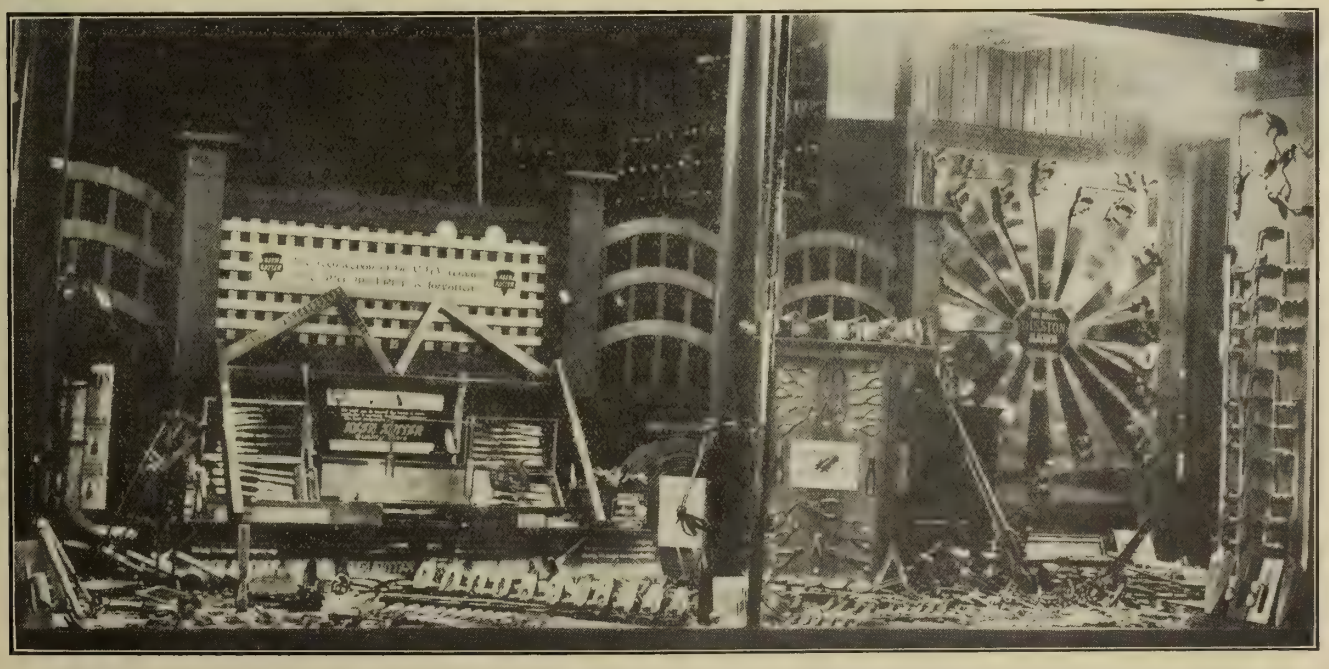
On the Friday preceding convention week, the Bond Hardware Co. used one of their fine, large windows for a display of tools. The trim was left in for the convention, and it aroused a singular amount of interest among the visiting hardwaremen. It was pretty generally conceded to be about the best tool window that any of the visitors had seen. But that is not the point. As stated before, the window was dressed on Friday, and the public took immediate notice. Saturday night saw a heavy demand for all variety of tools. In fact, the sale of tools constituted seventy-five per cent. of the total sales for the evening.

This is a striking evidence of what can be accomplished when an effort is made to feature tools in accordance with their real importance. It is worth thinking over.

Methods of Featuring.

A front position in the store should be given over to the tool stock. The goods should be kept neat and bright. A mechanic appreciates neatness, and he insists on the tools that he buys being flawless and speckless. If possible, all tools should be kept under glass or in casings of some kind. It takes at least 50 per cent. more effort to sell a dusty tool.

Window displays should be arranged frequently. If the store has two windows or more, one display a week should be devoted to tools. Window dressers frequently prefer to use other goods, believing that they can get better results.



A window display which brought tool sales up to 75 per cent. of total sales, and which attracted the attention of every male passer-by.

This is a delusion. Displays both elaborate and original can be evolved by the use of tools, and they can be depended upon to attract the maximum of attention. Fix up a tool display of special merit. Then stand at some place where it is possible to watch the passers by. If you take the trouble of counting the men who pass, you will find that every man will glance at the window with interest, while nine out of every ten will stop. This is not a mere idle assertion. It has been proven by test.

The writer devoted fifteen minutes during the noon hour one day in convention week to test out the window display previously referred to. Those who passed were men of all classes, with a preponderance perhaps of mechanics.

Sixty-five men passed during the fifteen minutes.

All glanced at the window but one. He had his head buried in a morning newspaper.

Fifty-four stopped and glanced over the display.

There was not one moment during the quarter of an hour when there were less than four men looking in the window.

Seven of them entered the store before passing on. It may have been to buy tools. We don't know.

You cannot have too many tool displays. A man's interest in them is always fresh.

Know the Goods.

At least half of efficiency in tool salesmanship is in knowing the goods. Every tool has points about it which must be understood. There are questions of temper, edge and construction. Watch a customer considering the purchase of a tool. He weighs it in his hand, holds it up and eyes it from numerous angles and minutely examines each part. Information volunteered on the different points that have quite apparently arisen in that customers' mind would go a long way toward selling the tool. The fact of the matter is that a man takes pride in his tools, and he won't purchase until he has been convinced that he is getting the proper thing. The salesman has to know enough about the line to convince him.

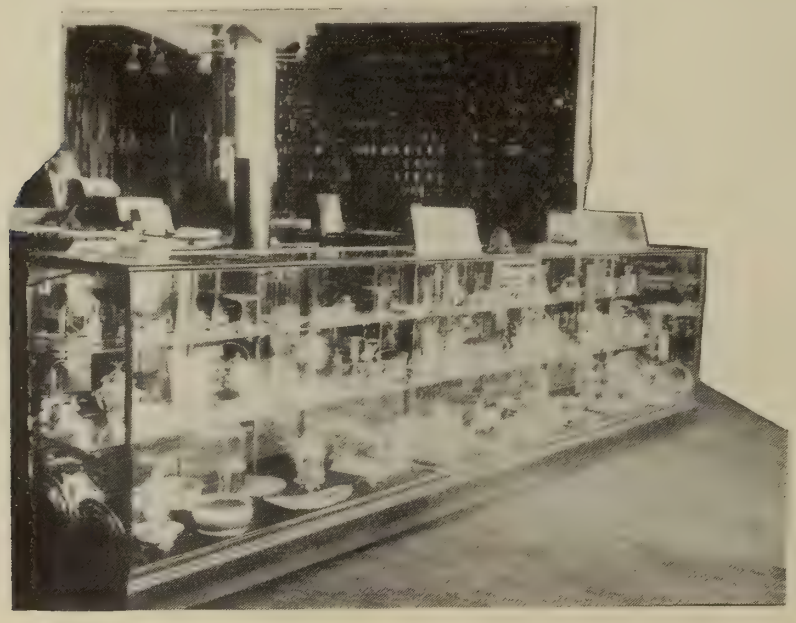
The spring is a particularly brisk time in this branch of the business. Every progressive dealer should begin, therefore, to feature his tool stock now, and to work for the large sales which it is always possible to secure.

Featuring Cutlery and Silverware

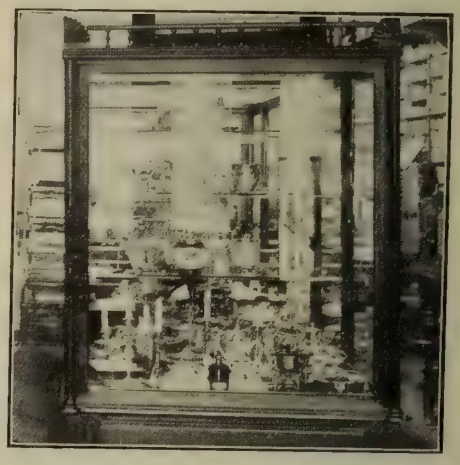
The Rapid Strides Made by the Hardware Trade in Handling These Lines—Hardwaremen Now the Chief Medium of Distribution—Some Effective Measures of Display—Make Campaign an All-Year-Around One.

CUTLERY and silverware are being sold more extensively in the hardware business to-day than ever before. In fact, the trade in these lines is becoming centralized in hardware stores. This may seem like a sweeping assertion to make but undoubtedly the facts point that way.

One of the largest firms in the manufacture of cutlery and silverware distributed sixty per cent. of their output a few years ago, through the jewelery trade and forty per cent. through the hardware trade. The figures are reversed now. A couple of years ago the manager of a manufacturing concern, specializing on dollar watches, paid a visit to Winnipeg and sold three orders of $5,000 each. One was to a jewelry wholesale house, one to a dry goods wholesaler and one to a hardware wholesaler. The jewelry house sold their $5,000 worth of watches. The dry goods firm succeeded in selling $2,500 worth only. The hardware jobber came back for more and disposed of $15,000 worth altogether.



The most effective method of displaying cutlery and silverware—A long silent salesman facing the front door.



Huge silent salesman used by the Peterboro Hardware Co. the year round to display silverware.

These figures are significant. They prove the selling power of the hardware dealer most convincingly. In every place, no matter how small, there is need for a hardware store and there are scores of villages and small centres which boast a hardware establishment but do not possess a jewelry store. The hardwareman, therefore, is the only medium for such lines.

Unprecedented Gains.

In the larger places where the competition is keen, the hardware dealer is

coming to the front also. Reports indicate that the Christmas trade of the hardwareman last year showed an unprecedentedly large gain. One dealer writes to Hardware and Metal as follows:

"Our business in some of these lines has not only been doubled, but trebled in many instances and, although our Christmas order in flat and hollow ware was the largest ever taken out of ———, we found it necessary to supplement it by two others almost half as big."

Another firm writes: "Our sales were the largest on record, exceeding those of a year ago by 100 per cent." A dealer in a small town declares that "Our Christmas trade this year was a record for us and much better than ever before." An Ottawa hardwareman declares that "Our business this year was a great deal better than last. The hardware store is the place for Christmas shopping, as the buying public are finding that the hardware people are giving them quality."

Follow the Example.

What these firms have done, others can do. Every hardware dealer can improve his sales in cutlery and silverware if he goes about it the right way.

The first essential is to properly display the goods, to bring the stock prominently before the people intent on shopping. This aim is accomplished in the store of the Peterboro' Hardware Company by means of a great silent salesman standing in the centre of the floor. Other schemes are employed too. Silverware finds a prominent place in the windows, and is not forgotten when advertising is being done; but pretty well the year round it is displayed in the great show case shown in the accompanying illustration.

"That display brings results," declared H. P. Morgan, manager of the store. "We did a great business in silver goods this Christmas. I think we did more than all the jewellers in town put together."

"Trade in silverware is not all at Christmas time or about June," added Mr. Morgan. "It continues with us the year through, and we find it pays us well to give this whole case, as well as other room, to this line."

The other illustration shows perhaps the most effective method possible of displaying the goods—a long silent salesman facing the front door. In many stores, this arrangement will be found and the reports received are invariably favorable.

Feature Cutlery Now.

The chief fault to be found with the methods employed by many hardwaremen in handling their cutlery and silverware lines is that they are not consistent. They push the goods hard around Christmas time and make good sales. They do not realize, however, that the goods can be sold the whole year around. It is not a one or two season stock. Proper attention and attractive display will maintain a steady demand.

Once this truth has been hammered home, the hardwareman can be depended upon to keep his average of sales up steadily.

With a trade growing so rapidly, the hardwareman has now realized the full importance of his silver department. He does not now look upon it as a profitable but rather difficult side-line. Instead. he has come to understand that a big field lies before him and that he has the opportunity of selling a line which has a wide distribution and carries with it a good margin of profit.

Outside Salesmen For Builders' Hardware

Robert Mulhall, of Ottawa, Says It Pays Well to Have Specialist Go Out to Interview the Architects and Contractors—Such a Man Can Suggest What is Needed for Each Room—He is of Real Assistance to Builders, and Gets Orders Readily—Cement a Line of Builders' Hardware for Which a Selling Campaign Should be Made Early.

As surely as the spring comes around there comes an increased activity in builders' hardware business. The fall may be a better time for selling this line, yet much of the goods then delivered and installed are ordered in the early months of spring. It is the early order seeker, indeed, who gets the lion's share of the business.

At this time, therefore, it behooves those who count upon the builders' hardware trade—and what wide-awake hardwareman does not?—to plan his spring campaign. Various men will have to bear in mind various things. Some dealers of great initiative are doing business in places which have little or no building operations. One of the best stores in Ontario is in a place where not one new house was erected last year. The owner of that establishment would be extremely foolish to prepare for a great building boom, yet he, and others like him, need not allow builders' hardware to earn him nothing. This class of goods can be sold to others than to those who are doing new work. Where there is little building it will generally be found that the houses in which the people are living are old. Some have been erected for many years. They need new equipment, and if the hardwareman in the district goes about his work in the right way, he will sell a great deal of builders' hardware. The owners are proud of their old places. They like to keep them as they have been, but they like also to have them equipped with modern conveniences, and they are only too willing to spend money on more up-to-date locks, door handles, swing door hinges, door fasteners and the like.

Important in the Cities.

But undoubtedly the builders' hardware trade is of greater importance to the man doing business in a centre where much building is being done—in some of the larger places of Ontario, Quebec and the East, and in the get-big-quick towns and cities of the West. Here large orders are to be had; and the great question which faces the hardware dealer is how best to get them.

As on many points of salesmanship, so here, opinions differ. Some men propose one course, some another. Possibly what would be the right method of procedure in one place would be absolutely wrong in another. Local conditions and local likes and dislikes must be considered. There are a number, however, who advocate going boldly after this builders' hardware business. They claim the extra expense which this course of procedure necessitates is more than made up by the extra business secured, and by the certainty which advance knowledge of these sales gives. They claim that it is about as necessary for retailers to have outside salesmen in this line, as it is for wholesale houses to be so served. There is food for careful thought in these opinions, and it may be well here to set forth some of the ideas which Robert Mulhall of Ottawa, has formed on this subject. Mr. Mulhall has worked up a big business in builders' hardware, and surely knows whereof he speaks.

An Expert Needed.

"I find," said Mr. Mulhall, in speaking of this question of builders' hardware, "that it not only pays to have a man outside looking up prospective buyers and taking orders, but that it also pays to have this man an expert in building hardware—a man who can give suggestions—who is capable enough to look over an architect's plans and give a good idea of what will be wanted."

"Many architects who have this building work in hand," continued the Ottawa dealer, "have only a general knowledge of builders' hardware. They have not considered this phase of the work particularly. They are leaving it until the main part of the job is finished. But if a man goes to them and is able to say—you will need this and that, for that room you will need a certain kind of lock and door knob—you will need this style of hinge, and that variety of window clasp—such a man will get large orders. Many architects are only too willing to have have an expert go over their plans room by room, and while they may not agree with all that he suggests, they will yet have confidence in him, and working with him will make out an order for all that they require.

"What is true of architects applies somewhat similarly to contractors," continued Mr. Mulhall. "These men perhaps understand builders' hardware better than the architect. But they are busy men. They have several jobs on their hands, and they are only too willing to be saved work. If an expert comes to them to discuss what they will need for their various houses, they will take the question up gladly. They will suggest certain things and listen to what the salesman has to say about them. They will object to certain of his proposals. Too expensive—they will remark. Then the salesman will either have to show that the cost of this high class fixture would not really be great, or he will have to suggest some other line—cheaper in price and yet of a grade which will give satisfaction.

Should Carry Samples.

"There have been cases," admitted Mr. Mulhall, "where the contractor preferred to come to the store and select what he wants. But more often he is quite willing to give his order in advance."

"Do you have your outside salesman carry samples?" Mr. Mulhall was asked.

"I think," he replied, "that is a good plan. Talk to a man about a certain lock or hinge and he will listen. Show him the lock or hinge and he will pick it up and examine it closely. Samples undoubtedly bring orders. That is another advantage of having an expert on this kind of work. When he first sees a building he can estimate approximately what it is to cost. He will know, therefore, about what class of fixture will be needed. He can pack up samples of this class of goods, and can show the builders the exact articles which he can supply him. Oh, undoubtedly samples are a fine thing."

In every community where building is being extensively carried on, there are private individuals who are having homes erected for themselves. They have engaged the services of some builder, but it is they who are deciding what is to be put into the house. They may be building a comparatively small house, and may yet want everything in it of the very best order. It is with such men that the outside salesman of builders' hardware find a particularly good business.

Go to Private Builders.

"My salesman," remarked Mr. Mulhall, "finds out from the builder who is the owner of the house which he is putting up. Then the salesman goes to that man, and quickly finds out what class of goods are wanted. He says he will bring some of the lines he has in stock. In practically every case the amateur builder is only too willing to look at these. He asks about the various makes. Perhaps he consults with the builder. He decides what he will want, and places an order. The goods may not need to be delivered for months but the order is secured and then all we have to do is to prepare to fill it."

The result of this early campaign is evident. It helps both buyer and seller. It guards against delay. If goods are ordered in May or June there should be no trouble about delivering them in August. The inside finishing therefore will not be held back at all, nor will the dealer have to lay in a great stock of these lines without having some idea of the quantities he is likely to need.

Go After Cement Trade Early.

There is another class of goods for which orders may well be taken early—a class which is not always considered as belonging to builders' hardware, but which is yet used in practically every building. This is cement. Early in the operations this is needed. Dealers who handle this line, therefore, have almost to anticipate the work of the contractors. They have to get after this business before excavations for the foundation are being made. Some men make this bid for business by personal canvass among the contractors. Many send out letters. All should remind those who bought this class of material from them the year previous that they are able to supply them again.

A Progressive Scheme.

There is great business to be done with the farmers in this line also, and the question of how to secure their trade is worth considering. An Eastern Ontario dealer, has done much to promote his sales of cement by putting his clerks in a position to explain its use. Recently this dealer moved his safe from the ground floor of his store to the basement. He wanted it placed upon a concrete bottom; wanted the walls to be made of concrete; and wanted a concrete run-way made from the hoist to the safe, so that the books might easily be wheeled into the strong box every evening. Some of the clerks were eager to do this work. The dealer r?adily complied, and those young men, who had never before done any thing with this material, turned out a job which would do credit to experts.

"How do you mix this cement?" a farmer will ask.

Every one of the young men who helped fix that safe chamber is ready to explain fully. Sales have been made already because of this ability to tell about the material. More sales will be made; for there is nothing which induces a man to buy cement like seeing what others, with no greater experience than himself, have been able to do with it.

There is a possibility that a canvass of the farmers might bring business in this line. Perhaps the work of securing the orders would offset the benefit derived from them. That is a question which each dealer must decide for himself. But certainly all handling this material would do well to advocate its use. They would do well to learn about it, so that they can intelligently explain how it is handled.

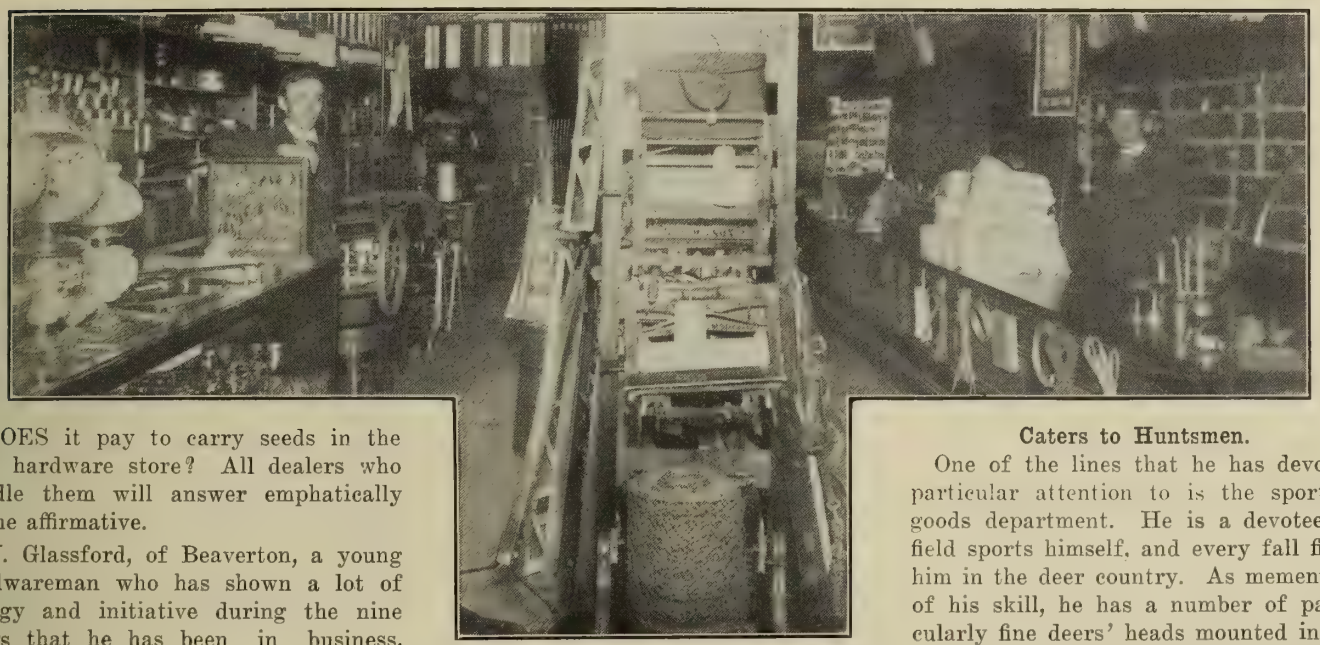
ASBESTOS IN SARDINIA.

Asbestos has been lately found in some quantities in Sardinia as a result of a geological examination, so that a good supply could be obtained there. The region containing the mineral lies around Mt. Aspro.

A game of squeeze—From the Montgomery Ala. Adventurer.

Some Advantages of Selling Seeds

A Successful Way to Bring Farmers to the Store for Spring Requirements—The Experience of W. Glassford, of Beaverton—He Also Does a Good Trade in Bicycles and Repairing.



An interior view of the store of W. Glassford, Beaverton, Ont.

DOES it pay to carry seeds in the hardware store? All dealers who handle them will answer emphatically in the affirmative.

W. Glassford, of Beaverton, a young hardwareman who has shown a lot of energy and initiative during the nine years that he has been in business, handles package seeds to a considerable extent. He has found it profitable from several standpoints. In the first place, there is a good profit in seeds and, in the second place, it helps to sell other lines. The seed trade centres pretty largely in the spring, and that is the time of year, of course, when the farmer [illegible] does the bulk of his hardware purchasing.

Handling seeds serves, therefore, as a means of bringing farmers to the store. They drop in to buy seeds and stay long enough to buy other articles; a scythe, perhaps, or some wire fencing or a keg of nails. It has been the experience of Mr. Glassford that the carrying of a stock of seeds is one of the surest methods of attracting the farm trade.

He carried also a number of lines of a somewhat similar nature, all having a special bearing on the question of farm trade—live stock and poultry tonics among others. As will be seen from the accompanying illustration, he keeps these goods in a prominent part of the store where they can always be seen. He has worked up a good connection, and sells in large quantities.

The chief advantage of carrying seeds in a hardware store lies in the fact that, by so doing, it is possible to supply practically all the spring needs of the farmers. They do not have to go to other stores to get supplies. Consequently, there is no inducement for them to transfer their custom in goods which they have always purchased from the hardware store.

Bicycle Repair Business.

Mr. Glassford has adopted measures in other departments which show energy and initiative. He has gone extensively into the bicycle repair business. There are excellent roads around Beaverton and "wheeling" is a favorite pastime. Everybody, that is everybody who is anybody, possesses a bicycle and there is, in consequence, a steady business in the repair line. Mr. Glassford devotes much of his spare time to it and finds that it pays him well. He carries a complete line of bicycle parts and repairs.

Skate Sharpening.

In some lines repair work is quite as profitable as selling goods. Skates, for instance, have to be sharpened at more or less regular intervals. Mr. Glassford decided that there was no reason why he should not reap the benefit of it, and he, accordingly, put an electric motor in and started in the sharpening line. It proved a good venture. There is always a certain amount of time during the winter when there are no customers in the store, and the hardwareman has nothing special to look after. The installation of the motor solved the problem for Mr. Glassford, and provided him with a steady occupation for every idle moment.

Caters to Huntsmen.

One of the lines that he has devoted particular attention to is the sporting goods department. He is a devotee of field sports himself, and every fall finds him in the deer country. As mementoes of his skill, he has a number of particularly fine deers' heads mounted in his home. He knows every hunter in the district, and, consequently, when they want a new rifle or a supply of ammunition, they just naturally drift over to Glassford's. In the sporting goods department, he carries baseball goods, lacrosse sticks, fishing tackle, tennis goods and a very large stock of hunters' supplies.

SOME FLAXSEED POINTERS.

Prof. C. P. Bull, of the Minnesota State Agricultural College says there is danger that American farmers will not sow flax as largely this year as they did last year. He sounds a note of warning to all crushers and others who are interested in seeing the market plentifully supplied with flax seed from the next crop to take such steps as they did last year to induce farmers to sow a great deal of flax seed. He says the fact that flax seed that is picked out for seeding purposes cost as much as $3 a bushel is likely to make many farmers disinclined to put in flax this year. He remarks that the total amount of flax seed produced last year by Minnesota and North and South Dakota was smaller than the combined crushing capacity of the Minneapolis oil mills. One idea that he would like to see instilled into the minds of the North-western farmer is that the common report that flax seed speedily exhausts the soil and that flax seed can be successfully grown only on virgin soil is entirely erroneous.

Chinaware and Cut Glass Prove Profitable

The Old Order in Hardware Stores Has Largely Changed—Had Rip Van Winkle Been a Hardware Dealer Twenty Years Ago, He Would Find Many Strange Lines Upon Returning From His Protracted Snooze—China and Glass Now Used to Attract the Women—These Lines Especially Good at Special Seasons.

SUPPOSE Rip Van Winkle had been a hardware man instead of a no-account loafer; suppose he had fallen asleep in some of the Canadian mountains, suppose he had but recently awakened from his twenty-odd year snooze, and had returned to his former place of activity; what a shock would be his. "Why," would say Rip, as he entered his old store, "there must be a mistake here. This is not my old hardware establishment. Look at the old shelves. Those are not the goods that I showed when I went away. Look at the brassware, and the cut glass, and the china. Alack, they have changed the store entirely. It is no longer a hardware store although I do see some of the good old lines I used to carry."

But Rip would be wrong. The store would still be a hardware store, only a better one than he had known. During the twenty odd years that he had been sleeping, the ideas of what might well be sold in a hardware store had broadened, that would be all. On close examination Rip would find that the old class of goods were still carried, and in improved patterns; only there would be other lines too—lines which he had never thought of giving a place on his shelves or his counters.

Change in Hardware Stores.

Indeed there has been a change in the hardware stores in the past two decades. Enter almost any establishment and this is to be seen. There are still some stores which handle only what are known as shelf hardware lines, but these lines have so multiplied and improved that an old-timer would be helplessly confused looking over them. Yet shelf hardware, in the great majority of stores, is but one of many lines. From it good profits are secured, but there are other goods which also repay careful display. Indeed the tendency of modern times has been to stock a variety of articles, so that such a thing as a really dull season will be something unknown. One line appeals only to one class of people, and often it appeals to them only at a certain season. Many lines mean that the store is made attractive to many in the community; and while business in one class of goods is quiet, there will be activity in other lines. So the business of the whole year is tremendously improved.

No Christmas Trade in Past.

In those old days, before the hardware Rip Van Winkle lay down for his somewhat protracted nap, such a thing as Christmas trade in the hardware store was well nigh unknown. The spring season, with its many weddings, also meant little to the hardware dealer. He let other merchants reap the benefit of the buying which went on in those seasons. But little by little—more rapidly of late—the change has come. Now no establishment presents more attractive features at Christmas time than does the hardware store; and no store offers more attractive and appropriate wedding presents than does the hardware store. Not only is cutlery to be secured there, and silverware and brass goods, but in many stores the ever popular cut glass is to be found prominently displayed, and a large number have undertaken the handling of china.

Silent salesman used to show cut glass in the Fawcett Hardware Company's store, Tweed.

There will be dealers who will shake their heads at this. "Nothing in it," they will say. "Better stick to the old lines." Perhaps. Perhaps that is the best course in their community, but there are other districts where other things are true. J. S. Mitchell of Sherbrooke, for instance, has been handling china for some time now. With him this has not been a foolish move. It has brought him large returns, and moreover has helped to make his store more attractive to the women. A great actress—if memory serves it was Clara Morris—remarked, "Only those plays last which please women." Possibly the same assertion would not hold true of a hardware store, yet it must be conceded that the hardware store which pleases women has a great advantage over the one which merely appeals to the men. Men want something and come for it. Women see something, decide they want it, and then buy. A woman inside a store is more likely to make a second

Array of china and kitchen accessories, as prominently displayed in the Fawcett Hardware Company's store, Tweed.

purchase, of which she had not thought when entering, than is a man.

Specialties Draw Patronage.

So Mr. Mitchell has found his china, cut glass, and silverware department, pays well—not only in the profits which it gives, but in the extra business it draws to the other departments.

Sherbrooke is a good sized city, it may be said. These lines would naturally be good there if the competition is not too keen. But it would be a different thing in a small town. Well Tweed is not of any tremendous size, and yet there C. F. Fawcett, manager of the Fawcett Hardware Co., has handled china and cut glass extensively, and has found them paying lines. "They bring very large profits at Christmas time," says Mr. Fawcett, "but they are good at other seasons too, especially in the spring when people are housecleaning, and when they come to see more clearly than at other times what new china they need."

There is a good deal, of course, in the way these lines are displayed. Put them in a back corner and they will do a back corner business. Mr. Fawcett has found it advisable to show them prominently in the front part of his store. His place of business is roomy, so that he has been able to devote one side to the more recognized hardware lines, and the other to china, cut glass and specialties. In a large silent salesman he has some especially attractive glass lines shown. Behind, and stretching back further into the store, the china is arranged, on shelves, and on a counter especially made for such a display.

Spring a Good Season.

In this store, the china and glass is given this place of prominence practically the whole year through. In others this might not seem a wise course; but it would appear that it may well be brought to the front at special seasons—and spring is one of these.

A Brandon merchant has had a peculiar and satisfactory experience with cut glass. He did not think that it would prove a profitable line for him; but one day he gave ear to a good salesman who convinced him that it would be worth his while to give the glass a fair chance. "You have a case here," said the salesman, "which is practically lying idle now. Let me put some goods in that."

Gave Glasses a Chance.

The hardwareman still protesting that he wouldn't have enough sales to make this worth while, consented. A month or two later the traveler called again, and found the stock which he had left almost exhausted. The goods had sold rapidly, and the merchant placed a good order—an order which but the first of many.

Somewhat similar have been the experiences of many merchants. A man who has handled the regular hardware lines for years finds it a little against his inclination to carry these goods which he regards as specialties. Sometimes he is wise not to do this. On the other hand there are many dealers who declare it is from the specialties that they make their money. The advisability or inadvisability of a man adding these lines is a question which each must consider carefully; but it is certainly a question which an up-to-date merchant cannot afford to disregard.

Motor Accessories Prove a Profitable Line

Those Using Automobiles on the Road, Motor Boats on the River, or Stationary Engines on the Farm Need Repairs—In west and east this is true—The Business is One Which Will Grow From Year to Year—Profits are Being Secured from Handling Gasoline, Too.

THE multiplying of the automobile has brought about some changes. In some localities it has necessitated the adoption of means to lay dust. In every locality it has been responsible for the introduction of speed laws. It has been the force which has lead to the purchase of tacks by some irate farmers. Many changes have come with the automobile, and among others there have come some changes in the hardware stores. These now derive a good income from the drivers of these motors.

Touring is the fashion at present. Parties start out in their roadsters and cover several hundred miles before they return. They need gasoline along the road, and for the gasoline they give good coin of the realm—or coin of the country to the south. Here is one source of income to the hardware dealer. A number have arranged to supply automobilists with this "gas"; and from this trade they declare they get good returns.

Gasoline Worth Handling.

Alf. Outram, of Port Hope, has been handling gasoline for automobilists for some time. He has profited. There is some opposition, but the cars are going through Port Hope at all hours of the day, and Mr. Outram gets his share of the business. Nor has carrying gasoline necessitated his paying a higher insurance rate. That can be avoided by establishing a proper gasoline tank.

W. W. Bennet, in Gananoque, has for some time been doing a big business in gasoline, though his is more with those operating motor boats than with drivers of automobiles. His tank is placed near the river. A man is left in charge of this, and throughout the whole summer a good business is done. Mr. Bennett also finds it pays him to carry a good line of motor-boats accessories. There are hundreds of crafts on the river. Breakages are occurring daily, and the

The store of L. F. Heartwell in the new town of Rosetown, which already boasts many automobiles.

owners are delighted to get the parts necessary to make the needed repairs so near at hand. Business in this line, it must be remembered, comes from quite a distance. One man has something go wrong with his motor and tells his neighbor where he got the part to make the needed repairs. This neighbor sees a friend with a faulty carburetor, or with a worn-out spark plug, and he advises him where be can replace these. There is a fraternal feeling among the operators of motor-boats and motor-cars. They have joys and sorrows in common, and they are always glad to give one another a hint.

Accessories in the West.

Out in the west, too, these accessories are being largely sold. In Rosetown—one of the youngest of the mushroom growths—L. F. Heartwell has established quite a business in these lines. He is now thinking of handling automobiles, for the accessories have proved so profitable.

There are a number of cars in Rosetown, and the surrounding country, but it is not for these only that accessories are needed. Many of the land owners

also have large trucks. Gasoline engines are to be found on practically every farm. For all of these machines it is necessary to keep supplies. Let a part be wanted, and the man who wants it wants it at once. He can not allow that machine or car to remain idle until the new part arrives from the east. This was the need, which Mr. Heartwell met, and he has reaped good profits as a result of his initiative. Gasoline is a tremendous business out there in the west, but the trade in accessories seems of almost equal importance.

Parts Bring Remunerative Trade.

On a smaller scale, but still somewhat similar, is the business being done in accessories in Eastern Ontario. There, too, the exhaust of the gasoline engine

W. W. Bennett, Gananoque, who does a large gasoline trade.

is to be heard on the farm. There, too, parts will get out of order; and there, too, immediate repairs are desired. Some owners of gasoline engines keep some spare parts, but few have anything like an adequate stock; so there is a good chance for the hardware dealer to build up a remunerative trade.

Aaron Sweet, of Winchester, is one merchant who has done this. Mr. Sweet has no place where he could well keep gasoline. and fearing fire, he determined not to handle this line. But he knew there were a large number of automobiles passing through the town. He knew there were many gasoline engines on the farms. He knew that the number of these is a growing number, so he decided there would be good business in handling the accessories.

An Increasing Trade.

And carrying these parts has been the success that was expected. They are continually in demenad, Mr. Sweet says, and the call for them is increasing steadily—increasing because the engines for which they are needed are increasing, and because it is becoming more and more generally known that the needed repairs are to be secured from Mr. Sweet.

James & Reid, in Perth, also handle these accessories, and find them a profitable line. Indeed, in this store gasoline engines themselves are sold in good numbers. It is probable, moreover, that the business in this line is only partially developed. Only recently have the farmers become aroused to the great use which they can make of these engines, which do not cost them any tremendous sum.

The coming of the motor—whether it be the automobile, the motor-boat the stationary engine or the traction engine, has undoubtedly made a great difference on the farm, and will undoubtedly make a greater difference still in the next few years. What changes conditions on the farm is of importance to the hardware man. It behooves him to observe closely and to see what he can learn from his obseravtions. He must keep his ear to the ground, and if he does this at present it would seem that he must hear distinctly the chug-chug of the motor. Small wonder that some of the most progressive dealers are grasping the opportunity which they see, and are stocking with the accessories which are wanted now, and for which the demand is going to be increasingly great.

Where Prejudice Interferes with Profits

A Few Dealers Think of Wall Paper With Disfavor, and Thereby Stand in the Way of Their Own Best Interests—If the Opposition is Not Too Keen, This is a Line Which Hardwaremen May Well Handle—Experience Has Amply Proved This—Supposed Obstacles Have Been Overcome Time and Again.

THERE is a homely old injunction which runs something like this: "Don't bite off your nose to spite your face."

It would seem that none would be so foolish as to do this, yet such proceedings are taking place daily. Nor are all hardwaremen heedful of this advice. Many are doing the very thing against which they are cautioned. They are letting some little prejudice stand in the way of their financial benefit.

Prejudice is one of those things which is a little hard to understand. It is like the Nile before the days of Livingston—its source is unknown. The finish of prejudice is not known either; yet it usually means some one's finish.

Is Wall Paper Hardware Line?

For some reason—source unknown—some hardwaremen have contracted an antipathy to handling wall paper. This, they say, is not a hardware line. True, some hardware men are making money out of it, but they personally do not think they would be repaid for adding such a department. Perhaps these men may be right. If they are in a place where some other stores have been carrying wall paper for years, and have come to be generally regarded as the place to buy wall paper, it would not be wise, perhaps, to start handling this class of goods. Yet if there is a good chance to take up these goods a dealer is foolish in the extreme if he allows anything to stand in the way.

Some Excuses.

It is strange what excuses men will make for not carrying these goods—and at the same time another man in a neighboring place will be overcoming similar difficulties and securing, as a result, good profits.

Lack of space. That is one of the causes most often given for not carrying wall paper. Dealers admit that they have an opening in this line, but declare they have not the room to carry the goods. These should examine some of the stores in which wall paper is sold extensively, and yet, where there is little space given to it. A long list of such could be given. Clarke Lewis, of Smith's Falls; James & Reid, of Perth; Taylor Bros., of Carleton Place. These are three concerns which make good profit out of wall paper, and which hardly show any on the floor of their store. Sometimes, about this season, they arrange window displays; but the samples are shown up stairs—not always in rooms easily accessible either.

Advantages to Poor Position.

Mr. Lewis contends that there are advantages in having the wall paper in an out of the way place. Thus those considering a purchase can be more isolated. No one will interfere and criticise their selection just as the sale is to be concluded.

Thus one objection seems to be rather inconsequential. Some dealers have been able to carry wall paper profitably

in what would seem poor space, why then can not others?

But there are dealers who declare that there is a lot of waste in wall paper.

It is true rolls will be left over if no care is shown, but a wise salesman will so present his goods that very few rolls are lost in this way. Then there is a big profit in this class of goods. The little waste is but a small fraction of the profit—indeed the odd rolls even may often be put in a special sale and sold for something more than cost. That has been done time and time again by hardware men who take wall paper seriously, as of course it should be taken.

Where Clerk Objected.

There is a dealer in Eastern Ontario who has a head clerk to whom he allows a good deal of license, because that clerk is a good man and takes a real interest in the business. But this clerk objects to wall paper, and in that one regard the dealer pays no attention to his wishes. The clerk would abolish paper from the store, not for any good reason, but simply because it is a line which does not appeal to him. The store owner will not listen to this because the wall paper brings good profits, and good profits do appeal to him.

"You know," remarked this dealer, "John doesn't like this wall paper. It required a good deal of care and he would rather put the work on other lines. All the same I'm going to buy some new stock. The paper pays me well, and as long as it does that I am not going to make a change. Any way I like the paper myself. I would as soon show it to a customer as any thing else. It brings the women into the store, too, and that is a good thing. Once get a woman inside the door and there is no telling what she will buy."

Prefer to Stoves.

There are districts, as has been indicated, where wall paper might not be a good branch to a hardware business. The opposition always has to be considered. On the other hand there are places where dealers prefer to carry it to some other well-known class of goods.

This line of goods is becoming more and more popular with the hardware dealers. They are judging it upon their merits, and are giving it a place in their stores.

Current News of Hardware Trade

Wants Western Site.

Winnipeg.—A. H. Coplan, general manager of A. H. Coplan Co., Ottawa, brass founders and manufacturers of steel castings, is in the city with a view to securing a location for a western branch.

New Saddlery Factory.

Walkerton, Ont.—At a well attended meeting of the Board of Trade a resolution was passed asking the council to submit a by-law to the people as soon as possible, giving "The Canada Saddlers' Hardware and Steel Goods, Limited," a free site, exemption from taxes (except for school purposes) for ten years, and free water for five years.

To Occupy Store Soon.

Eburne, B. C.—Gordon & Son, dealers in hardware and furniture, expect to move into their new quarters in the Gordon block in a week or two.

Given Gold Watch.

St. John, N. B.—The fellow employes of Harry S. Mundee, in the hardware store of W. H. Thorne & Co., honored him this week, on his leaving the employ of that firm by presenting to him a valuable gold watch chain and locket as a token of esteen and friendship. The presentation was made by Stanley Fisher, manager of the retail stores. Mr. Mundee is leaving this week for Kentville, N. S., where he will enter the employ of W. W. Rockwell, hardware dealer.

New Warehouse Erected.

Akron, Que.—The Herman Young Co., hardware dealers, have erected a warehouse on their St. Roch Street property. The new building is of three stories, specially designed, constructed and laid out for the receipt, storage and shipment of hardware goods. Among many other conveniences there is an electric elevator in the centre of the building and stairways at either end, passing to the upper floors; also telephonic communication with the main establishment, which is located a short distance farther down on the same street. A new labor-saving device, in the way of an overhead trolley, for handling heavy goods, has also been installed.

Business Changes.

Simcoe, Ont.—Schaefer Bros., New Hamburg, have purchased the hardware business of J. D. Murdock.

Napinka, Man.—Jack & Woods have bought the hardware store formerly owned by De Wett Bros.

Stewart, Sask.—A hardware business has been started here by Joseph Callahan.

Liberty, Sask.—D. and H. F. Smith are starting in the hardware business here. They expect to open up soon.

Regina, Sask.—The firm of Dunlop & Marshall, hardware dealers, has been dissolved. Wm. W. Munro has acquired the interest of Mr. Marshall, and the business will be continued under the firm name of Dunlop & Marshall.

Staff Changes.

Mr. Harper, formerly of Lenton & Hall, Calgary, has now joined the staff of J. T. McDonald, also of Calgary.

Montreal.—Duncan Campbell, hockey player, referee, Veteran of the Boer War and several other things is moving to Calgary to take charge of the Western business of Mussens Limited.

Personal Notes.

A. D. Cantin, formerly with Simonds Canada Saw Company, has joined the sales staff of Lewis Bros. He will travel through Beauce County.

ROPE ADVANCES TWENTY-FIVE CENTS A CWT.

Montreal, March 20.—The price of rope has been advanced, and hereafter dealers will have to pay 25 cents a hundredweight more for a number of the lines.

"This advance was absolutely necessary," said the head of one rope concern to a Hardware and Metal representative. "We have been paying more for our raw material of late. Indeed, many rope fibres have been costing us from a cent to a cent and a half more a pound. We cannot put that into rope and sell it at the old figures."

A number of the old hemp contracts expired at the first of the year. It was then the makers were required to pay increased prices for the fibre. That was the time the necessity for advancing the price of rope became apparent, but as the consumption was not large during the winter the manufacturers waited until yesterday before they struck the higher figure.

EFFICIENCY
IN
THE PAINT DEPARTMENT

Maintaining a Separate Paint Department

The Method Adopted by Ingram & Davey, of St. Thomas, with Splendid Results—They Find it Possible to Concentrate More on Paints and Specialties—Expert in Charge of Department.

THE placing and arranging of the paint department are prime considerations. The tendency to "maroon" the paint stock in some neglected corner of the store is unfortunately too general. The inevitable result is a loss of business.

To get best results, it is necessary to house the paint stock properly and to see that the department gets proper attention. One of the best arrangements, both as to location and management, that could be devised is that followed by Ingram & Davey, of St. Thomas. The reputation of the firm of Ingram & Davey is so high that one would expect them to handle so important a line as paint in creditable manner; and the expectation is not disappointed.

The outstanding feature of their treatment of paint is the fact that the department is separate from the rest of the store. It is walled off from the main store in both basement and ground floor, and has a separate entrance on Southwick street. There is, of course, direct communication with the store, so that customers can enter in that way also. The department is 40 feet long by 15 feet wide, and thus gives ample scope for the featuring of all paint lines and specialties. Every foot of the space is utilized to best advantage.

The inside wall is used for paint shelving, which runs to the ceiling and extends over the entrance into the main store. In front is a counter and silent salesman—the latter being used for the display of such lines as brushes.

On the other wall nine Bowser self-measuring oil pumps are placed, each having a tank capacity of 100 gallons. In the southeast corner is an electric freight elevator. Selling helps and printed lithographs are hung around and tend to add brightness to the appearance of the department.

A view of the paint department in t he store of Ingram & Davey—It has a separate entrance on street.

Big Success Scored.

This arrangement was first made three years ago. It has been found an unqualified success. The experience of Ingram & Davey has been that it pays to run the department separate rather than to mix the stock with the other goods in the main store. They have found that there are many advantages in the system. It is possible to keep the stock sorted up and displayed in better shape. Customers have a better opportunity to look the goods over. In fact, it becomes possible to concentrate on paints. There is one part of the store where nothing but paint, varnish and kindred lines are shown, where every square foot can be utilized with the one object in view of pushing paint sales.

A Department Manager.

The department has been for three years under the management of a member of the store staff, C. A. Hood. The advantages of this system are quite apparent. Mr. Hood is able to concentrate all his energies on the one line. He has become, as a result, a highly specialized salesman of all paint goods, and has worked up a big connection with the paint trade. Having given considerable time and study to the subject, he has become recognized as an authority, and his advice is continuously sought on matters pertaining to the use of stains, the harmonizing of colors and such like. Customers can depend on learning from him just how the material they have purchased should be applied to get best results.

This is an important point, a strong argument in favor of putting the paint department on a separate basis. The average person knows practically nothing about the handling and use of paints, varnishes and stains. They require a certain amount of instruction, and the store which has someone who can be relied upon to supply the necessary information is bound to work up a splendid connection. Now, it is not an easy matter to coach all members of the staff in the technical sides of paint. But if one man is placed in charge of that department, he has the opportunity to become thoroughly schooled and to thus insure that the goods he is selling are going to give satisfaction; for good varnish and paint will not give the results, if through ignorance on the part of the user, they are applied wrong.

Talk Quality.

Ingram & Davey attribute a good share of their success in the paint business to the fact that they believe in pushing quality goods. When customers call for something cheap, they endeavor to point out the false economy of this. They show that the poor paint will not stand the severe tests of time and exposure, and that it will be necessary to repaint much sooner than if a good variety of ready prepared paint were used in the first place.

This is a point which should never be lost sight of in paint salesmanship. Painting is a process which must be repeated often. The man you are selling to will be needing more before long. Satisfy him and he will come back to you when that time comes. Fail to satisfy him and he will go elsewhere; and, what is more, he will probably give a black eye to a dealer on every occasion that may arise. It follows then that it is exteremely necessary to promote satisfaction among paint customers. If you sell cheap stuff, the price will satisfy the customer in the first instance, but dissatisfaction will come later.

Ingram & Davey have found that it is highly essential to establish a reputation for selling paint which lasts and gives satisfaction and they bring all their energies to bear on that point. Quality is the keynote of their campaign. Another big advantage is that they can guarantee the goods when sales are made on a quality basis.

Displaying Paints in the Store

Manufacturers Want the Customers Dealer's Shelves—Dealers Who Have Given These, and Given Them in a Good Part of the Store, Have Been Well Repaid—One Man's Business in Paint Increased Thirty-Five Per Cent. Immediately After He Gave the Department a Better Position.

"What we want to get," remarked the sales manager of one of the largest paint companies, "is the shelf room of the hardwareman."

Of course this man was speaking somewhat figuratively. He did not mean that shelf room is the only thing to be considered. He is in a position to realize the need of the retailer's co-operation—the need of the merchant's progressive salesmanship. But what he did mean was this, that if the hardware dealer will consider paint worthy of a prominent place on his shelves, all these other necessary things will follow naturally.

Cellar Position for Paints.

And indeed there is much in that. "I remember reading the signs over some hardware stores," remarked a speaker on paints at the Guelph convention. "They used to run something like this, 'John Doe, Hardware, Metals, Stoves, roofing'—then down below, in small letters would be, 'dealer in paint, oils, etc.' That cellar position of the paint notice always struck me as appropriate for upon going inside the store I usually found that the 'paint, oils, etc.,' were kept in the cellar."

This is the thing the paint manufacturers are trying to avoid, and this, too, is what the best dealers are avoiding as much as is possible. Paint is both an attractive and a profitable line. It deserves a good place in the store, and it brings returns to the man who will give it that place.

Probably there is hardly a dealer from Halifax to Vancouver who will deny this. Experience has proved it to be so; yet even to-day there are a number of merchants, who put their paint line in an inconspicuous place. There the paint is, and he who asks for it will be supplied; but he who does not ask is not likely to have the desire for this class of goods stirred within him.

No Need to Mention the Exceptions.

However little need be said of these stores—stores which seem to serve the god of things as they ought not to be. A far more interesting and more profitable thing it is to devote some attention to places where the dealers have met the wishes of the manufacturers, have placed the paint in a prominent position. It would be impossible to mention more than a few cases where this has been done. There has been a great change in the handling of this line in the last few years. Dealers by the hundred are playing up their paint. They are making attractive displays of it. They are arranging it tastefully inside the store. To mention the names of those doing this would be like giving the names of those present at banquet tendered the merchants of all the Dominion. Many would be in the roll call. But it is possible to cite a few instances. Perhaps they differ hardly at

all from others which might be quoted, but they serve to bring out a great point—that the dealer as well as the manufacturer is benefited by giving real prominence to his paint department.

Whole Trade Benefits.

Owen & Birmingham, in Campbellford, carry on business in a store which is not of great size. Their shelf room is limited, yet they have found it wise to give their line of paint, room at the very entrance to the store. It is not there in spring only, when the greatest demand for this commodity is felt. The cans are thus prominently arrayed the year round. What is the result? Why large sales of course. In fact this firm, the manufacturers of the paint carried say, is numbered among their best accounts from places of moderate size. Nor does the large sales secured here mean small sales for the other dealers in the place. That is a peculiar point about Campbellford. There are four good hardware stores there, and every one of them does a remarkably fine paint business. All make good displays, and so a demand has been aroused throughout the whole district which has resulted in a splendid business for all.

Shows Benefit in Per Cent.

Max Hill, manager of the James Walker Hardware Company, Montreal, is one who has proved in per cent. that it is good business to place paint in a prominent position. The store over which Mr. Hill holds supervision has been recently altered and improved. Before the change was made it was impossible to put the paint department as much to the front as was wished. But since the enlargement this part of the stock has been arranged near one of the entrances. A show window has been set aside largely for paint. A man has been put in complete charge of this branch. Result—why the only result which might properly be expected. The new system had hardly been established when the sales improved. In the first three months Mr. Hill says the paint business increased thirty per cent.

T. S. Tait & Sons, of Campbellford, also have found that prominence pays profits. In 1910 their paint business was good. In 1911 it was better; and 1912, so far, has been well ahead of 1911. This is leap year and it is the profits which are leaping.

Mr. Tait has always had fine success with paint, and undoubtedly he owes much of that success to the fact that he has always given the paint a chance to speak for itself. There has been no cellar position for this department in his store. He has kept his front shelves full of cans. He has used selling helps. He has had the stock to hand so that he could point it out to the farmers who come to the store for other goods. In this way many who had not thought

Part of paint display in T. S. Tait's Campbellford store. The well filled shelves are near the front door, not in a far off corner.

This section of the Maritime Paint & Varnish Company's store in Halifax shows how attractive a paint display may be made if space is no consideration. The idea of showing brushes in the very midst of the paint is worth noting.

of painting have been made to see that they might profitably expend some money in this way.

Display Brushes With Paint.

The Maritime Paint and Varnish Co. of Halifax, is, as its name implies, devoted practically exclusively to the sale of paint. Here, therefore, those in charge have an exceptional opportunity to make a fine display; and they have taken advantage of the chance, as the accompanying picture of one part of the establishment will show.

There are other sections in this store in which varnish, paint brushes and wall paper are shown. But it will be noticed brushes are brought prominently to the attention of those visiting the mixed paint section. A man buying some paint is not likely to go elsewhere for the brush which he needs to apply it.

Window Displays are Always Effective

Dealers Should Use Them to Assist in Educating Property Owners Away From Penny-Wise Pound-Foolish Policy—Good Results Obtained by One Man Who Arranges One Paint Display Every Month in the Year.

THE dealer who hopes to build up a large paint trade must make good use of his store windows. A well-arranged display is one of the most effective measures that could be adopted.

Paint lends itself readily to window displays. Attractive arrangements can be planned and, if good use is made of the printed matter and the lithographs supplied by the manufacturers, the window can be constructed on such a striking plan that it will literally compel attention. The writer has seen many such displays recently and has noticed that they invariably attract instantly. Color catches the eye and in no other line can better color effects be obtained than by the use of paint.

Need to be Educated.

"The retail dealer cannot overestimate the importance of the window display as a factor in making paint sales," states a paint manufacturer. "To my mind it cannot be overdone. The trouble is that so many dealers neglect the matter entirely. We have some hardwaremen on our lists who have never, to our knowledge, put a can of paint in their windows."

"Now, this does not pay," he continued. "People need to be educated in the matter of paint. You can see houses wherever you go, rotting for want of paint. The owners are losing money because they have not learned that paint is the greatest preservative possible and the cheapest kind of insurance. These people must be educated away from their penny-wise, pound-foolish policy. The dealer can do a great deal toward their education. He can do a great deal through the medium of his store windows."

Once a Month.

An ever increasing number of dealers have awakened to this fact to the extent of using their windows pretty regularly for paint displays. One dealer makes it a rule to put in one display every month. This plan he follows the whole year around.

"I had the idea once," this man explains, "that paint couldn't be sold during the off seasons. Certainly I had never sold any to speak of during the winter time. The firm whose line I handled kept after me to run displays right along and I finally decided to try this system. During the winter I made up one display a month, using varnishes and interior stains pretty largely. Each display was left in for a week. I was frankly skeptical at the start but my doubts gradually vanished. I sold quite a little paint during the weeks when the displays were in the windows and a smaller quantity in between. The amount sold was not particularly heavy, of course, but it was large enough to more than pay for the trouble taken.

"I found also that this system helped me during the busier seasons. The continuous all-year-around work had taken effect. I was so convinced of the wisdom of it that I have kept up the idea ever since."

The accompanying illustration is of a paint window arranged during the present season by J. C. McFadden, Queen St. East, Toronto. It was a very effective window, bringing splendid results despite the fact that it appeared when the snow was still on the ground. A feature of this display was the careful manner in which overcrowding had been avoided.

Mr. McFadden found that it attracted much favorable notice. People passing, stopped and scrutinized the stock with quite apparent interest.

An early paint display in the store window of J. C. McFadden, Toronto.

Live Methods of a Paint Salesman

How H. Stainton Has Worked up a Big Trade — Visits all New Buildings, Calls on Householders, Displays Paints Prominently, Talks Paints, Believes in Paints and, Lastly, Publishes a Newspaper.

THIS is a story with a moral. And the moral is that it pays to push the sale of paints for all one is worth.

H. Stainton, hardwareman of Wychwood, has been in business about three years and has, during that time, worked up a good connection. A large share of the credit is due to the fact that he has specialized strongly on the sale of paints. The term "live wire" has become hackneyed through over use, but it is the only phrase which describes Mr. Stainton. He is a live wire paint salesman.

Wychwood is one of those suburban centres which real estate men describe as "delightfully situated within easy distance of the city but offering all the advantages of country life." At any rate the advantages of Wychwood are being recognized, for plenty of Toronto people are moving out there and it is growing fast. Houses are springing up all over and it thus becomes patent that there are exceptional advantages for a hustling hardwareman.

Just as soon as a contractor starts to peg off the ground for a new building, H. Stainton arrives on the scene. He has a proposition to offer—building paper, builders' hardware, tinning work and supplies and, above all else, paint. Is the contractor supplied with all these lines? He probably hasn't thought of them yet. Then why not buy from this energetic young fellow who saves you the trouble of bothering about them at all? He probably does.

Mr. Stainton does not limit his paint campaign to new buildings. He goes after the old ones as well. He makes calls himself and sends out literature as fast as the manufacture supplies it. Sometimes he does not send this literature through the mails but has it distributed by one of his staff—a doubly effective method when possible. The effect of so active a campaign can easily be imagined.

An Inside Campaign.

But, after all, this outside work is only one phase of a live paint campaign. Mr. Stainton believes in "inside" work as well. The paint stock predominates in his store. The shelving to the front of the right hand side is given up entirely to paint and varnish. A table in the centre is used to display brushes and specialties. At the rear it is all paint. You seem to see tins wherever you look. He is engaged at the present time in enlarging and remodeling the store and when this has been completed, he intends to devote all one side of the store to his paint and varnish lines.

WYCHWOOD NEWS

DON'T MISS THIS

We are offering the following specials for

Saturday only

5 inch Clover Leaf Plates . ..... 50c doz., or 6 for 25c
6 inch Clover Leaf Plates .... 60c doz., or 6 for 30c
Plain White Fruit Saucers ..... reg 35c doz for 25c doz
Biscuit Jars gold decoration .... reg. 50c for 35c
Spoon Holders Syrup Jugs and Mustard Pots. reg 15c for 10c
Butcher's Knives Sheffield Steel. reg. 25c for 19c

ALSO

To everyone who brings this advertisement with them, we will refund 10c for every dollars worth bought

H. STAINTON, The People's Hardware

44 VAUGHAN ROAD PHONE COLLEGE 837

A small newspaper published by a hardwareman and two other Merchants.

Mr. Stainton has two rules which he always follows in making a paint sale. "I always ask if they know how to apply the paint and I sell them a brush," he explains. "It is surprising how few people know anything about the way to paint floors or to apply varnish and stains. The average person will spoil the job and then perhaps blame it on the goods. So I always endeavor to make sure that they know what they intend to do."

"Now as to the brush proposition," he continued. "I generally manage to sell one with every paint transaction. People forget that they need a brush and in many cases they thank me saving them a second trip."

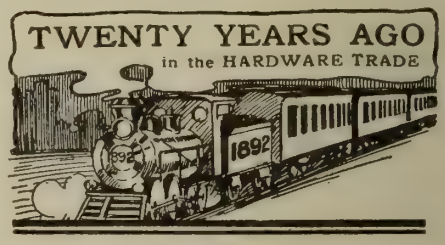
This applies to people who come in to buy paint. Mr. Stainton does not limit his campaign to that class by any means. He talks paint on every occasion to customers. Here is a story which illustrates the point:

A certain manufacturer of paint had occasion to visit the store for some article of hardware. "Are you in need of any paint?" querried Mr. Stainton, not knowing who his customer was. "No, can't say that I am," said the manufacturer. "It would pay you to paint your house this spring," continued the hardwareman. "Now I have a line here which"—and so on. The manufacturer tried to argue the matter but was met on every point. Finally—he tells the story himself—he had to grab his parcel and get out or he would have been inveigled into adding a can of paint to his other purchases.

Mr. Stainton probably owes his success to the fact that he is an enthusiast. He believes in paint and in painting. He infuses this enthusiasm into his customers. And when this feeling is shared even in the smallest degree by the customer, a sale inevitably results.

Issues a Newspaper.

As stated before, Wychwood is a suburb. One of the disadvantages of suburban life is that the suburbanites have things—newspapers among others. Mr. merchants decided that they would overcome this disadvantage and accordingly the "Wychwood News" sprang into existence. It is a two-leaf paper published once a week containing the news of the town and the advertisements of the three merchants together with such other advertising as comes in. The three merchants are the editors. They contribute the news items and write the ads. The news is sent into every home in Wychwood and consequently proves a good advertising medium for the enterprising dealers who carry it on.



The following items are taken from the issue of March 19, 1892:—

"The new wire nail works of James Pender & Co., St. John, N. B., are completed, and the manufacture of nails in a few days will commence."

The firm referred to rank to-day among the foremost manufacturers in the Maritime Provinces.

* * *

"By the time this letter reaches you and is placed before the readers of "Hardware," the coal industry of this country will be struggling with the most severe difficulty which it has yet had to encounter.—Since the autumn of 1888, the miners of Yorkshire, Lancashire, Derbyshire and adjacent counties have compelled the colliery owners to grant an increase in wages amounting to 40 per cent. There is a movement on foot to prevent a strike now by means of keeping up prices, so that the employers can keep on paying present wages."—Extracts from a London letter.

Editor's Note.—It is a coincidence that Britain should be at the present time in the grip of an even more formidable complication which threatens the coal supply.

Weekly Market Report --- Metals

STOCKS ARE LIGHT.

The feature of the situation is the shortage which has developed in some lines. Supplies are particularly scarce in spelter.

Anxiety is felt on the score of the probable effect of the strike in the Old Country, but so far, the markets have shown no signs of weakness.

MONTREAL.

Montreal, March 20.—Those who need good stocks of tin, copper, or lead, would do well to think of making heavy purchases just now. It is wise to buy while the buying is good, and if the buying is not good it is wise to buy before it gets any worse—that is, of course, if indications are that a worse state of affairs will arise. At present, the signs seem to point toward higher prices in these three metals at least, so it would appear that those who need supplies would do well to secure them at once.

Lead Advances Slightly.

The strike, of course, is the thing which is making the higher price level seem inevitable. Lead has been advanced slightly already, and the word from the handlers is that there must be other increases. They look for these to come rather suddenly.

Still metals are scarce locally. The condition has been slightly relieved with regard to spelter, but lead is still exceedingly difficult to secure. Antimony, too, is hard to obtain, but fortunately there is little demand at the present time.

Tin.—Prices on the primary market have tended rather to drop than to advance. The tin plate mills are quiet. Several other concerns where tin is largely used have been forced to close down on account of lack of coal. There is, therefore, no great demand for spot tin. In Canada the supplies are fair. It is not likely that any cessation of production will occur here, but prices are not at all certain to remain at the present figure.

Copper Remains Steady.

Copper.—Those behind this market seem to have been exerting themselves to keep the tone up. There has been increase, rather than a decline in prices. Consumption is hardly as good as it has been for some little time, yet in this respect the strike has probably affected copper as little as any metal.

Locally, the demand continues satisfactory, and the supplies on hand are far from being short. They are none too large, perhaps, yet there is no likelihood of the handlers being forced to curtail.

Antimony.—Here stocks are low, and as no fresh supplies are expected immediately there may be some resulting inconvenience. At present, however, the demand is light and no great difficulty is anticipated.

Short Supplies of Lead.

Lead.—Here there is a call for supplies and but little supply to meet it. Lead is scarce. It shows a tendency to rise in price, too, having advanced 4 cents a cwt. on Tuesday. This was hardly sufficient to affect the local market, yet it shows which way the wind blows. Lead is one of the metals which seems almost certain to touch a higher level before a great while.

Spelter.—Whether the users in the States have carried out their threats to reduce production and thus force down the price of spelter cannot be certainly said; but it is sure that something has made spelter more plentiful. The greater supply across the border is naturally relieving the situation here to some extent.

Iron.—This metal shows but little change. Supplies are getting lower and lower but a cargo is on its way, and unless something interferes with this there will be plenty of iron in Canada by April.

TORONTO.

Toronto, March 20.—The situation has not changed to any extent since last writing. The main topic of conversation on the metal markets is the mining strike in the Old Country and its probable effect on business here. It is agreed that the situation is grave and that trade may suffer to no inconsiderable extent if the strike continues.

Strangely enough, however, business has not suffered yet. Metals continue to show strength and the markets are very active. It is a strong tribute to the real strength of industrial conditions that the demand should continue strong despite the disturbing news from the Old Country.

Tin.—There has been no direct effect felt on the tin market yet. There have been fluctuations in the price but as yet no absolute signs of a distinct downward trend have been noticed. Locally, the price is the same as last week and there is a good demand.

Lead is Firmer.

Lead.—There is a stronger tendency in pig lead. Fractional gains have been reported on the primary markets and, while the local price has not been advanced here, the effect is shown in extreme firmness. Stocks are not heavy but the jobbers have not started to worry yet.

Copper Remains Firm.

The price of copper remains firm and there have been no signs of receding from the high level set last week. It is peculiar that the strike situation has not so far had any appreciable effect on copper. An active tone is reported on the primary markets and the same condition obtains here.

A pretty general feeling of confidence is expressed in the immediate future of copper and, strike or no strike, trade continues much brisker than would have been deemed possible a few months ago.

Spelter is Scarce.

The situation with regard to spelter remains unchanged. There is so little spelter in stock, or in sight for that matter, that a virtual famine has set in. Prices continue the same but they are purely nominal. Few transactions are reported this week and in every case where a sale has been made it has been due to dire necessity.

Just where new supplies can be obtained from is puzzling metal men, but they have not given up hope entirely.

Another Shortage Feared.

Plates and Sheets.—A shortage is feared in plates and sheets also. The strike threatens to play hob with the sheet industry. Already, according to reports, some of the tinplate mills have been compelled to close down.

Difficulty is being found in securing new supplies and local stocks are none too large. In face of this, the demand continues heavy.

Pig Iron Unchanged.

The situation in pig iron is unchanged. Sales continue steady for the time of year. Prices are as follows: Canadian foundry No. 1, $19, and No. 2, 50 cents a ton less. Old Country iron is quoted at $19.50 for Middlesboro No. 3, and $20.25 for Clarence No. 3. Summerlee No. 2 is $22, and Cleveland No. 1, $20.50. Jarrow and Glengarnock irons are at $20 and $22 respectively.

Weekly Market Report --- Hardware

THE RUSH IS ON.

The spring rush is on. There can be no doubt about that. The jobbing houses are shipping goods out now with a vengeance and the retailers are starting to clamor for delivery. The impression seems pretty general, in fact, that spring has at last arrived.

Some anxiety is being felt as a result of the effect of the mining strike on the English cutlery industry.

MONTREAL.

Montreal, March 21.—This week has seen the real commencement of the spring trade. There have been good orders for spring lines before, but only now is the demand for this class of goods becoming general.

Apart from the increased ordering, the feature of the hardware situation at present relates to cutlery. The Sheffield concerns have been among the first to feel the effect of the coal strike. They have been closed down, and as there is a good steady demand for cutlery, both here and in England, it appears this cessation of production will have its effect. At present, the Canadian handlers have good stocks.

Good Time to Buy Cutlery.

It would seem, indeed, that this is a good time for dealers to lay in their stock of cutlery. The price will certainly not go lower, and indications are that a considerable advance may come as the result of the strike.

There seems some likelihood that the travelers will have difficulty getting through the country in a week or so. The roads are commencing to break up, and it is certain that when the thaw really sets in, driving will be impossible.

This condition, which will tie up business to some extent, will hardly be of long duration this year. There is a lot of snow on the ground, it is true, but this is rather loose. It will melt quickly.

Spring Goods.—Still the orders for spigots, and such other lines as are needed in the sugar bush are coming in, but the dealers for the most part have their supply of these now. They are principally occupied with selling the goods to the farmers.

St. Patrick's Day the Start.

Refrigerators are beginning to move. That trade, one retailer stated, usually starts on St. Patrick's Day. People intending to move into new houses apparently hail the seventeenth as the start of spring.

Builders' Hardware.—Here the business is becoming better and better. The season has never really ended, and now that spring is coming the dealers are hurrying to get in their stock. All the big lines are needed now—the hinges, the locks, the nails and bolts. Then specialties such as closet pegs, window fasteners and such lines are in demand.

Specialties.—This is a season when goods which are used in the interior of a home are especially in demand. One local house reports the largest order for curtain pole ends that it has ever had. The curtain poles are needed in the new houses and the manufacturers must have the ends. Brass tubing, such as is used largely for curtains, is also selling well. Jobbers are receiving orders for this almost daily, and the dealers state that there is already a good retail demand. It is a line for which the call increases greatly as May approaches.

Electrical Lines Moving Well.

Electrical goods are selling remarkably well. They are likely to move even more briskly. Retailing is especially heavy about the wedding season, and it is confidently expected that the dealers will lay in good supplies of these goods in preparation.

Sporting Goods.—For the time being, indoor games are the thing. There is little else for the sport lovers to do. But the weather will soon change, and in anticipation of this the dealers are buying baseball, golf, tennis and boating goods. They are also laying in a good stock of fishing tackle. With these lines, windows are being dressed, and thus is the thought of summer sports being brought home to the people. Let the warm weather once come and there will be no long wait for the demand.

TORONTO.

Toronto, March 20.—Business is exceptionally good in all lines. The favorable weather conditions have created a feeling that spring goods will be in demand from now on and the dealers are losing no time in stocking up. Deliveries are heavy; quite a little heavier than usual at this time of year. Local jobbing houses are well pleased with the business done up-to-dae and a quiet spirit of optimism prevails.

Seasonable Lines.—There is an active demand for spring goods. Axes, spades, shears, rakes, lawn mowers, sprinklers, hose, screens and wire fencing are among the lines now moving out in largest bulk. Many of the orders received are for immediate delivery; others stipulate that the goods be sent on within a period of two weeks.

A Steady Tone.

Builders' Hardware.—Orders are coming in on every mail and the travelers are booking up briskly. There is a regularity to the demand, in fact, which is indicative of singular activity in building operations. It is apparent that a great amount of building is being done already, for retail dealers state that they are selling quite a little builders' hardware.

There has been, as well, a good movement in tools.

Heavy Hardware.—There is a good seasonable demand in all lines of heavy hardware. Nuts, bolts and rivets are moving and wire is showing activity. Present quotations are:—Discounts on carriage bolts, ⅜ and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½. Wire nails of all sizes are much in demand.

Household Goods.—Enquiries are coming in for all variety of household goods and booking is pretty brisk. Already a number of large orders have been placed for refrigerators and a few shipments —on request—have been made. Housecleaning goods are being sent out in large bulk. Everything from brass tacks to vacuum cleaners is selling now. There is also a good demand noted for specialties such as brass tubing, curtain poles and rings, brackets, casters, furniture knobs, etc.

Cutlery.—The situation with respect to cutlery is being closely watched. The strike in the Old Country is likely to paralyze the English cutlery industry, and this would undoubtedly have a serious effect on conditions here. With the time drawing close at hand when supplies will be needed to meet the wedding present trade, which is always heaviest in June, the strike assumes dangerous proportions in its bearing on cutlery.

Sporting Goods—Interest is rapidly rising in sporting goods and orders are "picking up." It requires a bright sun and that indefinable feeling of spring to turn the thoughts of the sport lover towards baseball, fishing and shooting supplies. Now that the weather man is showing a tendency to supply just this kind of weather, the dealers are beginning to see the necessity of stocking up. Orders, as a result, are now pouring in.

Weekly Market Report---Stoves

THE SPRING AWAKENING.

Activity is now noted in all lines. There is a particularly good demand for sugaring and dairy supplies. Stoves are also starting to move and the furnace industry is coming to life.

MONTREAL.

Montreal, March 21.—Of late, while there has been great activity in certain spring lines, the orders for stoves have not been exceedingly large. It begins to appear, however, that this condition is to be quickly changed. Stoves are now being ordered—some lines especially are in demand.

Nor are furnaces inactive. Building operations have changed greatly during the past few years. The present plan is to keep busy all winter, and this means that many houses are being completed at this season. The contractors are rushing them, so that they may be ready for renting on May 1—the great day here. This of course means that furnaces have to be installed.

Possibly the biggest line at present, outside of kitchen utensils and sugar camp necessities, is gas stoves. The season for these is commencing, and the orders are already beginning to come in.

Spring Goods.—The majority of dealers now have their supplies of milk cans and sap buckets. A few sorting orders are yet being received for these, but nothing more. There has been no further change in prices, though it is freely stated by the manufacturers that there will have to be another advance if the strike is not soon terminated. Metals are none too plentiful here now—let the sheet metal mills remain closed down much longer and there will be a scarcity which must cause a considerable advance. Some who use sheets in quantities are ordering largely new. It would seem they are wise. They can hardly lose, and they may quite possibly gain largely.

Ranges, Heaters and Furnaces.—The ordering has not become heavy yet, but a number of dealers are letting their wants be known. They are not asking for immediate delivery, but want to be sure they will get the stove when they need it.

Gas Stoves.—"Yes business is beginning now," remarked one retailer. "We have had our gas ranges on the floor for some time, and now they are beginning to sell. The people as a whole are buying good stoves. They seem to be awake to the fact that a few dollars extra is not much when the life of a stove is considered.

Kitchen Furnishings.—This is the season for these. Now housecleaning is being started and the needs of pots and pans is being noted. The dealers are keeping their ware to the front. Some are showing aluminum ware. Others have windows of graniteware. All are finding a ready sale.

Manufacturers are meeting a demand from the West and the East, too. In both places an early spring is expected, and therefore these goods are selling even more rapidly than in Montreal where the snow is still piled high.

There seems to be little or no trouble with collections. Many retailers are taking the thirty days' discount. They seem to have the money.

TORONTO.

Toronto, March 20.—The near prospect of spring has caused a marked stimulation in the stove trade and more particularly in such lines as dairy and sugaring supplies.

Sap will be running any time now and dealers are stocking up in readiness for this event. Sap buckets and boilers are very much in demand. Several large orders were shipped out this week. The favorable weather conditions have created a livened demand also for stoves of all lines.

Retailers Now Insistent.

Spring Goods—For these lines the orders are flooding in. Every mail brings quantities of letters to the manufacturers, for the promise of an early break in the weather has brought those who have sugar bushes to the stores. They are ordering sap bits, sap buckets and similar lines, and the dealers who have not secured a good enough stock of these are insistent in their demands upon the manufacturers. They are calling for immediate delivery of their goods, and this the manufacturers are finding a little hard to give.

Milk cans continue to move well. The slight increase in the prices noted last week has not had any tendency to reduce the ordering.

Oil Heaters Selling Well.

Ranges, Heaters and Furnaces—Ranges are beginning to move for the spring business, although the demand has not yet grown to anything like its full proportions. For heaters there is very little call just at present, and practically no activity is shown in furnaces. Later some of these will be installed, in houses which have been rushed along through the winter and which are just now reaching completion, but for the time being few sales are being made.

It is for oil heaters and oil cooking stoves that the demand is now good. Dealers in the west are ordering these largely. They are also wanted by eastern merchants. As soon as spring really starts there will be a good call for these and the dealers are preparing to meet the call.

Good Sales of Gas Stoves.

Gas Stoves—Hardwaremen in this district are having gas stoves brought prominently to their attention just at present. The makers are working hard to book up trade early, and the travelers are urging immediate purchases. Good results are being obtained by the campaign, too. The dealers are having good offers made them, and they are readily placing their orders. Indications are that the gas stove trade this year will be brisk. Already a large number of stoves have been sold from the retail stores.

Kitchen Furnishings—From all parts of the Dominion orders for graniteware and other styles of cooking utensils are being received. An even heavier demand is expected, for the merchants are now getting the benefit of a price which must be raised if the English strike continues for any great length of time. It would seem, in deed, that graniteware, tinware and such lines are a good buy now.

STOCK TRANSACTIONS.

February's total transactions of 7,091,192 shares on the New York Stock Exchange were the smallest for that month in any year since 1897, when the first years of the McKinley administration were being reflected in the market's recovery from a long period of slack interest. The trading was smaller by 3,817,673 than January's poor showing, and was 3,080,416 less than the February total of 1911. In the bond list, too, totals were small, though the diversity of the issues appearing indicated a fair investment interest in this department. The aggregate of the bond sales was $51,823,000 par value, the smallest since January, 1907, and less than half the total for January, which, of course, is usually a banner month because of the heavy supply of reinvestment funds. Compared with February, 1911, last month's bond sales showed a decline of $20,460,000.

Weekly Western Market Report

Spring Ordering is Now at its Zenith—A Brisk Tone is Noted in all Sections of the West and Building Work is well Under Way—Shipments Are Heavy.

Winnipeg, March 19.—Business is now going with a rush and there is a brisk tone to the market. Spring trade is opening up exceptionally well and prospects for a splendid year are considered assured. The demand runs particularly to farmers' supplies and the favorable weather has helped a great deal in this respect. The farmers are already getting started on their spring work and are laying in the necessary supplies.

Spring ordering, in fact, is now at its zenith. Building operations are under way and great progress is anticipated in this work in all sections of the West. There is, as a result, a very heavy demand for builders' hardware. Tools are also reported to be selling in large bulk.

Building permits issued here already amount to the large sum of $1,750,000, and the greater part of this represents dwelling houses of from $1,000 to $10,000, a class of building that consumes proportionately very much more builders' hardware than would be consumed by the building of large fireproof structures, representing the same amount of capital invested.

An active building season is generally forecasted throughout the west.

Rope Values Higher.

There is a general advance in the prices of rope and a further advance may be anticipated. This is accounted for by the fact that the binding twine manufacturers have practically cornered the supply of raw material and it will be scarce and dear until a new crop comes on the market. Retailers would probably do well to stock up before prices go higher.

Axe Handles Advance.

Another line that has made a sharp advance is axe handles. This is not noticeable in the handles of best quality but all lower grades are about 25 per cent. higher. Further advances may be looked for as the supply of suitable timber is reported to be much depleted.

Railroad Contractors Buying.

Railway contractors have been heavy buyers during the past week preparatory to starting on the season's campaign and as the season's plans are very extensive a good trade in all lines required for this class of work may be anticipated.

The trade in paints and painters' supplies shows improvement consequent on exceptionally fine weather.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; s.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope—Sisal, 8¾; pure Manila, 10¾c; British Manilla, 9c.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½, brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Staples—Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

Stove Pipe—6 inch., $8.70 per 100 lengths; 7 inch., $9.30 per 100.

Terne Plate—I.C., $9.75; I.X., $11.75.

Tinplates—I.C., 20x28, $5.50 per half box; $10.25 per full box; I.X. half box $6.50, full box $12.95.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wrenches Agricultural—70 with 10 p.c. discount.

C. Edgar Wood, of Peck, Stowe & Wilcox, Southington, Conn., called on a number in the trade last week.

Weekly Market Report --- Paints

ADVANCES ARE MADE.

The paint market is active and firm. There has been a big demand all week, and it now seems assured that the spring rush has started.

An advance of 10 cents in white lead is noted. Turpentine is higher in Toronto, and rumors of other advances are heard.

MONTREAL.

Montreal, March 22.—Every mail this week has brought in large orders for paint. All the makers report that. The dealers are evidently taking time by the forelock and putting in their requisitions early. The call is for all classes of paints, and for putty, white lead, paris green and glass. There is not a single product—unless it be turpentine—for which the call is not large.

One change in price was effected last week after the market report had been written. The grinders of white lead met together, and then they decided that they would have to advance the price 10 cents. It, therefore, is generally quoted at $6.85, some of the special products, of course, being considerably more costly.

The cause of this advance is the increased price of the raw material. The manufacturers felt they must put the price of their product up to counterbalance the advance in the pig.

Seed Being Moved Now.

Linseed Oil—No change is noted here this week. The strike is being watched, but it is hardly likely to necessitate any immediate change in price, though if it continues an advance is almost certain to be made. The seed is being brought from the west better now, and it is hardly likely that there will be any great local shortage. Prices remain at the figures quoted for the past fortnight, 91 for raw and 94 for boiled oil.

Turpentine—Still this market is inactive. There is a plentiful supply at Savannah, and no reason for any advance. The general quotation is 70.

White Lead—The demand for this, in common with mixed paint, has incerased greatly in the past few days. The advance in price does not seem to have made any difference. Those who want the lead are ordering it. They are naturally sorry that they did not secure their supply before the increase came, but they recognize that there is not a great chance of prices dropping in the immediate future.

Guaranteeing Their Supply.

Putty—Orders are being received daily. Some of these call for prompt delivery, but more are from dealers who wish to be sure of their supply. They ask that the putty be laid down about May. The great retail demand will not commence much before that date, though the orders for this product have kept up remarkably the year through.

Glass—No change in the price has come yet. Nor is it likely that there will be immediate action; yet the handlers are carefully watching conditions in England. Upon the trend of events there depends to a great extent the future of glass in Canada.

A number of dealers evidently believe there will be an advance in price. They are ordering largely now, expecting thus to be at an advantage later on.

Paris Green in Demand.

Prepared Paints—The only notable feature here is the growing size and the growing number of the orders. They come from railways and contractors, from manufacturers and from retailer. They come from all parts of the country.

Paris Green—Orders for this product have been coming in largely since the prices were quoted a week or two ago. It is not only that these prices—which are a little lower than those asked last year—are drawing trade; but there is a general increase in the demand for this product. Literature setting forth the advantages of spraying has been scattered widespread of late, and it has done much to awake the farmers to the need of protecting their trees and their plants against insects and other pests.

TORONTO.

Toronto, March 20.—The signs of spring which have been so plentiful during the past week have brought out activity in paint lines. Not only are the orders pouring in, but a demand is making itself felt for immediate delivery. Shipments, therefore, have started with a rush. The manufacturers and jobbers are being kept busy as a result.

There is a firmer tendency noted in practically all lines. Following the advance in white lead, a small increase was put into effect in turpentine, and there is now some talk of an advance in linseed oil. Rumors are also heard that the price of glass may be boosted before long.

White Lead—As announced last week, an advance of 10 cents has been declared in white lead. This was due primarily to the increased cost of pig lead. It is significant that since the white lead advance was declared last Friday, a further increase has been made in pig lead. Everything seems to point to continued firmness.

The advance in white lead was not as large as many had expected, in view of the very marked rise in the cost of the raw material. While there is no talk heard of further increases, it is fully expected that the market will remain firm.

Increase Rumored.

Linseed Oil—While the local quotations are still 92 cents for raw oil and 95 cents for boiled, those who follow the situation are not at all convinced that the same figures will be long maintained. It is stated to-day that the crushers have advanced their prices 2 cents. While this may not immediately affect the jobbers' price, it may result in an advance before the end of the week. At any rate, it indicates a continuance of firmness in the oil market.

"There will be an advance in oil," declared one jobber to-day. Others do not go as far as this, but they state that such a development would not surprise them.

Turpentine Up.

An advance of 1 cent has been declared in turpentine, making the local quotation 70 cents. This price in one sense is a nominal one. One jobber states that he does not feel inclined to sell at 70 cents, as there is no profit whatever at that figure. He estimates that it costs about 66 cents to lay it down in Toronto.

Some of the jobbers state that they have experienced a fairly good demand, but others report that business in "turps" has been dull.

It is hard to say what the future holds out in regard to turpentine. There has been a steady upward trend at Savannah, and demand is said to be showing improvement.

The Glass Situation.

Rumors are heard of impending changes in glass. All that can be said is that any changes made will be toward a higher level. Conditions seem to be conspiring to force an advance in glass quotations.

There is a fairly active movement now and good spring shipments are being made.

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c ; White Brass, 48c ; Metal ic, 45c ; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c ; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c ; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 21
Rods, base ½ to 1 inch, round..	0 18
Tubing, seamless base, per lb	0 21
Tubing, iron pipe size, 1 inch base..	0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot	15 50
Cut lengths, round bars, ½ to 2 in.	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	....	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles ...... base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel	06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90	
All bright, 52 sheets	3 70	4 00	
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
⅛-inch and ⅜-inch ..	$ 5 50	68 p.c.	51 p.c.
½-inch	8 50	71 p.c.	61 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 60	4 60
Imported pig, per 100 lb	4 60	4 60
Bar pig, per 100 lb	4 75	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½c per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb 7 50 7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $47 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50
Raven and Murex Grades—		
I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	8 00
"Dominion Crown Best"—Double. Coated, Tissued.		
I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50
"Allaway's Best"—Standard Quality.		
I C, 14x20 base	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½. $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE

No 7 wire solid line, No. 17, $4 90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4 45; No 18, $3 10; No 19, $2 80 All prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2 00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22, $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos 30-34, $6 Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb bundles, 25c; in 1-lb. hanks, 25c; in ½-lb hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45; 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 80
Plain	2 50

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb 0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome ye low, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Ename s	3 20
Anchor Floorlustre	1 80

GLUE

		Per lb.
French medal		0 10
German common sheet		0 10
German prima		0 15
White pigsfoot	0 15	0 20
Brantford medal		0 10
" golden medal		0 11
" brown sheet		0 10
" golden sheet		0 13
" gelatine		0 22
" white gelatine		0 20
" wh te glue		0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 16½	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18¾
" ½-lb., "	0 20½	0 20¾
Tins, 1-lb., 100 in case	0 19½	0 19¾

PARIS WHITE.

In bbls 0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand	1 60	

PLASTER OF PARIS

Per barrel	30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

n 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls	..	0 17½
Benzine, per gal single bbls	..	0 15½
Pure Turpentine, single barrels	0 70	0 69
Wood Turpentine	....	0 60
Turpentine, second run	....	0 60
Linseed Oil, " raw	0 91	0 92
" " boiled	0 94	0 95
Rosin, "G" grade, bbl. lots, 100 lbs.	..	3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	" 25
Copaline varnish	2 25
[illegible] finish	2
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	8 75
Everlastic Floor	14 25
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No, 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto. 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40	2 85
41 to 50	3 25
51 to 60	3 56
1 to 70	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Anchor," pure	6 85	7 00
Brandram's B. B. Genuine	7 85	8 00
C.P.C. decorators pure	6 85	7 00
Crown and Anchor, pure	6 85	7 00
Elephant Genuine	7 10	7 25
Essex Genuine (Windsor)	...	7 00
Island City Decorators' Pure	6 85	7 00
Lily Pure	6 85	7 00
Moore's Pure White Lead		7 00
Monarch (Windsor)	....	6 60
[illegible] White	7 10	7 25
Purity, C. O. Co.'s Ltd	....	6 50
Ramsay's Pure Lead	6 85	7 00
Ramsay's Exterior	6 60	6 75
Sterling Pure	....	7 00
Tiger Pure	6 85	7 00

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05¾
Buckworth, per lb	0 10¼

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

arpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No, 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 90
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent
Brass, 55 per cent

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 45 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. Smaller sizes extra.	1 10

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch ... per gross	8 00
" " ½ " "	10 50
" " ⅝ " "	13 50
Leather, 1-inch ... per doz.	4 00
Leather, 1¼ " "	5 20
Web	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16-in. $10.20; ½-in. $11.40
9-16-in. $13 20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.

Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 ... per gross	2 25
5-16 x 5 "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb.

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star A1 chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1¼ inch	3 35
1½ inch	3 00
1¾—1⅞ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.

Pressed spikes, ⅝ diameter, per 100 lbs.	2 85

OAKUM.

Plumbers ....per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen	10 00

Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Holloware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap .... per gross	30 00
Indian snap .... "	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS. per doz.

Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75

Clauss Razors and Strops, 50 per cent

Ever Ready Safety	9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24

Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.

Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95

Cotton clothes line, 27½ off.

Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each. per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb.	0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz		$5 00
" iron, per doz		4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS.

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 35
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash & hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

Wisdom in the selection of your paint stock means everything to you in added profit and satisfactory selling.

And wise dealers throughout the Dominion, who know it pays to buy the best, feature

MINERVA

Paints and Paint Specialties

Backed by the most forceful and energetic selling-helps, and protected by 78 years' reputation for quality, the "MINERVA" Line stands unrivalled as a genuine profit producer.

For exterior and interior work of every kind the best painting material that brains and money can produce is the "MINERVA" Brand.

We will gladly explain fully the details of our proposition. Let us hear from you to-day.

PINCHIN, JOHNSON AND COMPANY

(Canada) Limited

377-387 Carlaw Ave.
Toronto

Established in England in 1834

(K-9)

MAKE MORE MONEY

Aggressive dealers in every part of Canada have realized that the handling of

INTERNATIONAL
Varnish and Varnish Specialties

means added profit and complete satisfaction.

Over 40 years' reputation for quality is back of every can of "International" Products, and the measure your customers get is always Full Imperial Measure, not wine or short measure.

Here are a few leading "International" Lines:

Household Lacquer

Floor Finish

White Enamel

Stains

Finishes

GET DETAILS OF OUR PROPOSITION.

IT WILL PAY YOU WELL.

K-8

TORONTO **INTERNATIONAL VARNISH CO. LIMITED** WINNIPEG

Canadian Factory of STANDARD VARNISH WORKS

NEW YORK CHICAGO LONDON BERLIN BRUSSELS MELBOURNE

Largest in the world and first to establish definite standards of quality.

SHERWIN-WILLIAMS

The Sherwin-Williams Agency Proposition is one that should interest every merchant handling Paints and Varnishes. Forty years' experience has perfected our merchandising methods. We can help you line up a larger paint and varnish business in your locality if you work with our plans.

The S-W Proposition includes a complete line of paints and varnishes whose satisfactory quality is well known to the buying public throughout Canada, a persistent, forceful campaign of publicity has made S-W products the best known of their kind.

Prices are consistent with best quality; real co-operative service works with the merchant, attracts new business, increases the old business and allows a satisfactory margin of profit on all lines. Our warehouses and offices at important distributing points throughout the Dominion insure prompt and careful attention to shipments of goods. This is the outline of the S-W Agency Proposition which has built up the largest and most successful paint and varnish making organization in the world.

PAINTS & VARNISHES

THE SHERWIN-WILLIAMS CO. of Canada, Limited, Montreal, Toronto, Winnipeg, Vancouver

The Little Paint Man

B-H "ENGLISH" PAINT

70% PURE WHITE LEAD – 30% PURE WHITE ZINC

100% PURE PAINT

ALWAYS PROFITABLE

This paint is not an experiment, but a product that has "Made Good" with both dealer and user.

It is up to the high standard mark in quality and durability and is constantly bringing many repeat orders which prove its high efficiency.

GET THE AGENCY FOR YOUR VICINITY

Agents for B-H "ENGLISH" PAINT are allowed an attractive profit and are assisted in making sales by our color suggestion books, circulars, window displays, etc.

Do not hesitate—write our nearest office for complete B-H Agency proposition.

BRANDRAM-HENDERSON LIMITED

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A WHOLESALE HOUSE WITH A REPUTATION for QUALITY and SERVICE

We Supply You With

Paints, Oils, Varnishes, Glass, Etc.

That Sell Quickly

Sanderson Pearcy & Co., Limited

THE OLD AND RELIABLE HOUSE

Wholesale Paints, Oils, Glass, etc., etc.

61-63-65 Adelaide Street West — TORONTO, ONTARIO

Free Help for Every Decorator

Our new service department will help you plan the interior and exterior painting and decoration of any house or of a part. In place of a small job, you can get a big one, well planned and done. Remember the

Special helps for the decorator or dealer to get him good business.

M-L MAPLE LEAF

Every decorative problem properly answered for best results.

DECORATIVE AID DEPARTMENT

M. L. PAINT is best-lasting exterior paint, improved during 20 years of careful tests. The kind that helps your business when you sell it. Ready to use.

FLOORGLAZE, a flint-hard, glass-like and beautiful floor finish that applies easily, stands wear, resists scratches. Best of all interior finishes.

is at your free service. Just send us your problem. We give you exactly the right shades and line of goods to use. We give you suggestions. Give areas and we tell exactly how much paint you need, or varnish, or flat wall color. Stencil suggestions, too. Get booklet.

ELASTILITE, an indoor or outdoor varnish that is applied easily and perfectly. You can guarantee it. It gives every satisfaction. A beautiful finish.

M. L. FLAT WALL, an easy-to-clean wall paint for plaster, burlap or wood, in beautiful interior shades. Sanitary, clean and adapted to stenciling.

Samples of the above finishes on request. The Decorative Aid Dept. supplies suggestions, estimates and stencil designs (stencils also at low cost) to any decorator, painter or dealer who wants to give his customers the best and most modern service. Freely at the service of the entire retail trade. Send your problems.

IMPERIAL VARNISH & COLOR COMPANY, LIMITED

108 Princess St., WINNIPEG 6-24 Morse St., TORONTO 365 Water St., VANCOUVER

H.M.S. National Protection

H.S. Home Protection

Proven superior in all tests of service.

What the letters "H.M.S." mean on a battleship the letters "H.S." mean on a can of paint.

The "H.S." fleet, comprising "High Standard" Paint, Mellotone, "High Standard" Varnishes, Vernicol and Sundry Products, are a strong winning power for our agents.

Protection for the dealer is assured by Lowe Brothers' exclusive agency selling system.

Protection for his customers is assured by the lasting satisfaction that "High Standard" Paint gives.

Let us furnish proof. Get the details—then compare.

LOWE BROTHERS, Limited

TORONTO

DAYTON, NEW YORK, BOSTON, CHICAGO, KANSAS CITY.

Western Distributors: LYON MONKHOUSE, Limited, 171 James St., Winnipeg

The VARNISH That Lasts Longest

The VARNISH That Lasts Longest

This is the Varnish

that your customers will be asking for and which it will pay you to recommend.

This is the Varnish

which will cover more surface per gallon than any other varnish made, and which is fully guaranteed by the manufacturers.

This is the Varnish

which will not crack nor peel off. This is the reason that it is so largely used by the railroads on their coaches.

This is the Varnish

which would look well on your shelves, which would add tone to your store, and which will help you to build up a solid reputation in your business.

This is the Varnish

that lasts longest.

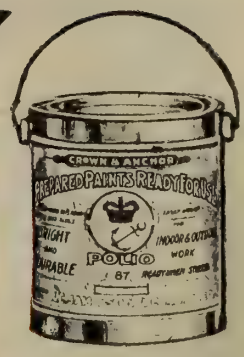
Our booklet will prove of value to you, and we will send it on receipt of a postcard.

The Dougall Varnish Co., Limited

305 MANUFACTURERS STREET, MONTREAL

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

The Trade-Winning Qualities Assure SUCCESS



When you sell our paints you sell 100% real value in every can--a value that is required to increase business

JAMIESON'S PURE READY MIXED PAINTS

BRANDS:
Crown and Anchor
Island City
and Rainbow

We want all hardware men to know this paint as we do. Get acquainted at once. Write us for list of dealers who are now selling it. Then write them—they will back our claims and give you some valuable information.

Better get our prices and particulars to-day.
We guarantee the best possible results.

R. C. Jamieson & Co., Limited

Established 1858

Owning and operating P. D. DODS & CO., Limited

Montreal, Can.

RAMSAY'S PAINTS

Defy The Climate

They Are True Friends To The Painter

Our principal aim in the manufacture of this paint is "QUALITY" —the second, "PRICE."

When "RAMSAY" Quality and "RAMSAY" Price are considered this paint is the cheapest you can offer to the trade, yet the most effective.

Ramsay Profits Spell Paint Prosperity

f you are anxious to obtain better profits, communicate with us at once.

Our Guarantee Is Your Protection

We solicit a trial order, which, if it does not prove as satisfactory and effective as we claim, will cost you absolutely nothing.

A. Ramsay & Son Co.

MONTREAL

T 45 T 45 T 45 T 45 T 45 T 45

T 45 T 45 T 45 T 45 T 45 T 45

Mr. Dealer—

REMEMBER

The name of Benjamin Moore & Co., Ltd., is always associated with first class goods.

Kindly note the following leaders: Muresco, the best wall finish; Sani-flat, a flat oil paint; Tile-like, a varnish stain; Moore's House Colors, a pure linseed paint.

When you are in the market for anything in the Paint line it will pay you to consult us.

To know Benjamin Moore & Co., Ltd., is to buy Moore's Products.

BENJAMIN MOORE & CO., LIMITED

TORONTO

New York Chicago Cleveland Carteret

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NOVA SCOTIA STEEL & COAL CO., Limited,

NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB

13 St. John Street - Montreal

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Stephens

OIL AND VARNISH STAINS

"The Stains That Produce Results"

The dealer who aims to handle a strictly high grade line of oil and varnish stains should communicate with us at once.

We have won a reputation in the West for the high quality and purity of these products which we will maintain.

Better write for testimonials and let dealers convince you as to their superiority.

We have an agency proposition that is worth your investigation.

WRITE NOW

G. F. STEPHENS & CO.

LIMITED

Paint and Varnish Makers

WINNIPEG - - CANADA

Branch at Calgary, Alta.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.

HESPELER . . . ONTARIO

MYERS

PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.

ASHLAND, OHIO

J. H. ASHDOWN HARDWARE CO.

Winnipeg, Calgary and Branch Houses

WE POINT THE WAY YOU GET THE PAY

100% PURE

The arrow on a weather-vane points the direction of the wind. The arrow in this advertisement points the direction to profit for the Paint Dealer. And just as sure as the wind blows, just so sure is it getting in its work of destruction — unless it is blowing against a surface protected by

MARTIN-SENOUR PAINT 100% PURE

Wind is only one of the destroying elements that paint must constantly combat. But wind shows the *quality* of the paint — wind dries out paint — if it is not made right it checks and chalks off, and the Paint Dealer gets the blame. The makers of **Martin-Senour Paints** put into theirs, material that helps to resist the wind and the weather — that means long life and years of satisfaction to paint users. That is the way to profit.

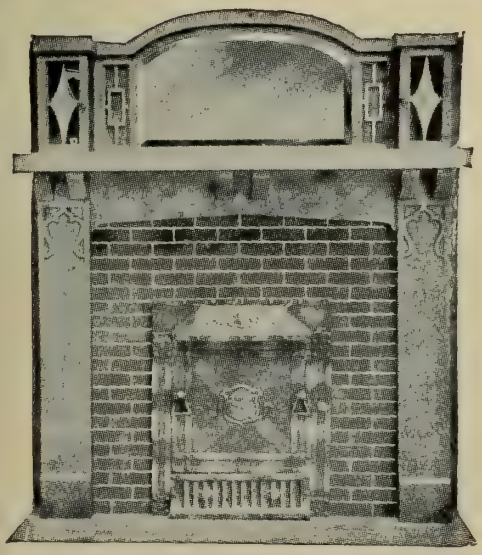
Write today for the agency before someone else gets it.

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal Chicago Winnipeg

Mr. Hardware Dealer:



SELL

Wood Mantels, Grates, Tile and add to your profits.

We carry a complete line of new and attractive designs. Also a large selection of Tile.

Our newest designs of Spark Guards, Andirons, Fire Sets, Coal Hods, etc., are unequalled for price and quality.

Write for Catalogue and Price List.

WINNIPEG CALGARY EDMONTON

THE SUPREME QUALITY LINE

of

PAINTS AND VARNISHES

House and Furniture Varnishes
Flintcoat Floor Finish
Pure Colors in Oil

Coach and Carriage Varnishes
Coach and Car Colors
New Era House Paint

Quick Shipments.

Large Profits.

Quality Counts After Price is Forgotten

Our Trade Mark on your Shelves will lend an "Air of Quality" to your store.

Write us for Catalogue and Particulars.

STANDARD PAINT & VARNISH CO.
Limited

WINDSOR **ONTARIO**

STERLING
VARNISH
STAIN
LIGHT OAK
STERLING
PREPARED
PAINTS
STERLING
FLOOR
PAINT
STERLING
ENAMEL
PURE WHITE
MADE IN CANADA
STERLING
WAGON & IMPLEMENT
PAINTS
GREEN
STERLING
CARRIAGE
PAINT
CARMINE
STERLING
LONGWEAR
PAINT
103
RED OXIDE
"STERLING"
SHINGLE STAIN
Canadian Oil Companies
Old English Varnish
HERCULO
Old English Varnish
PERMANITE
Old English Varnish
REFLEX
Old English Varnish
JAPANITE
STERLING
PREPARED
PAINTS
CANADIAN OIL COMPANIES
LIMITED
TORONTO
CANADA

It Takes *Time* to Tell What a *Varnish* is Worth

Talk is no *test*—claims *prove* nothing. *Exposure is the* thing that *tells*. The *calendar* writes the *real* story of quality. When a varnish has stood *dampness* and *heat –humidity* and *frost–then* the consumer is in a position to know whether you have sold him the right goods.

Glidden's M.P. (Master Painters) Durable Exterior

is *guaranteed* not to *whiten*, *crack* or *peel*. Any varnish that *makes good* on *ships* and *yachts*, buffeting the raw elements, will make good *anywhere*. The *first choice* of *ship-builders* all over the *country*—they *know*. As elastic as rubber and as easy flowing as oil. Sets dust-free in four to five hours and dries perfectly, according to the thermometer and the barometer.

Do You Sell The Glidden Line?

If not, why not find out where and how you can increase your trade and your profits with these goods?

The Glidden Varnish Company

Cleveland, Ohio — Toronto, Ont.

Branches: New York - Chicago

3 SPECIALTIES That are Making Sales Records

Hundreds of dealers throughout the Dominion are pushing C. P. Paints and Varnishes, and increasing their business year after year. Here are three specialties making money for the dealers selling them.

ELEPHANT GENUINE WHITE LEAD

Is fine in texture, is easy working, has good spreading capacity, and is durable in service. Elephant White Lead is corroded according to the best English methods, and has maintained its leadership among the best leads for nearly fifty years.

MAGNETIC IRON OXIDE 93

Made from Canadian Bog Iron Ore from our own mines, recognized as the best iron oxide in the world. This product enjoys enormous sales, not only in Canada, but in Great Britain and the United States. The demand grows as it becomes better known. A splendid finish for metallic shingles, roofs, fences, bridges, machinery, elevators, tanks, etc. Put up in dry, paste and liquid form.

SUN VARNISH

A strong, hard Copal Varnish for all exterior and interior work requiring good appearance and long service. It dries dust free in a few hours and gives satisfactory wear under the most severe conditions. You can safely back up every can of Sun Varnish with your personal guarantee. It's a sales repeater.

PREPARED HOUSE PAINTS
COLORS IN OIL
DRY COLORS
WHITE LEAD
BARN PAINT
ENAMEL PAINT
FLOOR PAINT
STAINS, KALSOMINE,
FILLERS, VARNISHES, DRIERS

The Canada Paint Company Limited

Montreal Toronto
Winnipeg

Gillett's Perfumed Powdered Lye

Everywhere recognized as the Standard Lye of Canada

Refuse substitutes

Has no equal

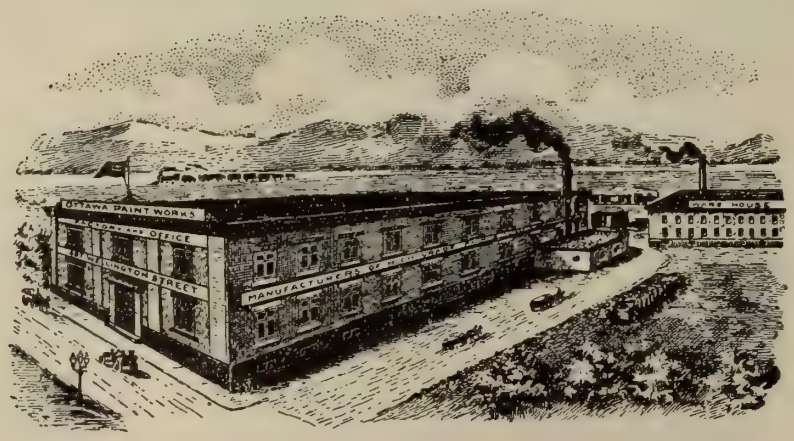
USEFUL FOR 500 PURPOSES

E. W. GILLETT COMPANY LIMITED

Winnipeg TORONTO, ONT. Montreal

Supply the Painters with our HIGH GRADE PAINTS

They are the Assurance of Utmost Satisfaction



The quality is due to the care taken during the manufacturing process—everything being under our personal supervision.

A trial will convince you that they are the "repeat order kind."

Write for price list and color samples.

THE OTTAWA PAINT WORKS

OTTAWA, ONTARIO MAKERS OF GOOD PAINT

MARTIN-SENOUR PAINT
100% PURE
SAVES THE BUILDING AND EVERYTHING AROUND IT
BY · THE · WAY ·
M.S.Co

THE MARTIN SENOUR CO'S. POPULAR SPECIALTIES

PIONEERS PURE PAINTS.

BY-THE-WAY, MR. DEALER

Don't let the dollar get the best of you.

Don't economize falsely.

Don't be too quick to make a dollar if you are apt to lose two dollars later.

The shrewd paint dealer, who makes a big success of his business, is the man who responds **cheerfully** and **confidently** with the article and says a good word spontaneously for it, thereby commanding the customers' permanent patronage.

It isn't the profit you make on one sale that swells your income, but it's the continuous demand that counts. Make good with every customer, sell him paint that you positively know

WEARS BEST LOOKS BEST GOES FARTHEST

then you will hold him every time, and ever after when he wants **good paint**, he's going to come direct to you.

MARTIN-SENOUR PAINTS

make good every time—more than that, they far exceed the customer's expectation in quality, brilliancy and durability. That's one reason why our dealers are holding their trade, and blazing the way for more business. If you are not perfectly satisfied with the profits from your paint stock, give us an opportunity to serve you—just once, a trial is all we ask. We'll assign you exclusive territory, and co-operate with you by numerous effective methods in creating business; furthermore, we are prepared to take care of business for early Spring delivery.

THE MARTIN-SENOUR CO., Limited

PIONEERS OF PURE PAINT

MONTREAL CHICAGO WINNIPEG

The Story of a Great Campaign

How Pratt & Lambert Tripled White Enamel Sales

You! what did you say last Fall when we promised to triple sales on Vitralite, The Long-Life White Enamel, in three years? You knew we did it with "61" Floor Varnish. But did you say "Well, floor varnish is different. Besides, trade conditions are bad—why, other manufacturers are withdrawing their support—it's going to be a bad paint and varnish season. I'll hold off. *Now you'll be interested to know just how that decision affected your profits.*

50%—100%—150%—200%

That's how dealers' sales on Vitralite began climbing.

Profits for dealers

And more, this advertising, specializing on Vitralite and "61" Floor Varnish, carried the whole Pratt & Lambert Line. A general Pratt & Lambert varnish demand was created—not merely a "specialty" demand. Pratt & Lambert "38" Preservative Varnish, Spar Finishing Varnish, Alcolac Liquid Wood Filler, Pratt's Patent Liquid Dryer—and all the rest for every conceivable purpose—they were all selling.

Demand increases — Dealers Re-order—Factory Works Nights—New Four-Story Building Erected.

Meanwhile Vitralite sales increased like a flood tide—orders poured in—dealers had to re-order—the factory was working nights to keep up with the tremendous demand—a new four-story building was erected for the manufacture of Vitralite.

A Promise Made Good

The Three Years Mark Reached in Six Months.

And the sales barometer rose—it kept on rising—each day higher and higher. And it came. Surely—steadily. The mark was reached. Virtalite sales were tripled in six months. And all this in the face of adverse conditions.

Now This Spring

What are you going to do about it? Pratt & Lambert advertising can sell varnish for you has been proven by actual accomplishment. This Spring these same methods of campaign will be continued—but on a larger scale—and with conditions with us—with everything favorable for a large paint and varnish trade. Get aboard.

The Campaign in Action After The Painter For You

The painter trade—the very backbone of your varnish business—is being reached four times this Spring through *Varnish Talks,* the Pratt & Lambert Painters' Magazine—also through a big campaign of advertising in the painters' papers.

Getting the Great Public to Your Store

Then we're going after that varnish buying public of yours through the great magazines. It's the largest varnish advertising campaign in existence. And all this advertising is hitched right to your own store by elaborate window and store display matter—with booklets, slips, newspaper electros, etc.

Right on Your Firing Line

But we don't stop here. Our Advertising Department will help you right on your own firing line—will plan local campaigns for you—write all your special advertising literature.

Getting Those New Building Orders

Then our Architectural Department is in action to get the architects in your town to specify P. & L. Varnishes on all new building work—right in your town—to get you those big orders.

Are You Going to Fill the Demand?

You must decide this question now for yourself. If you don't your competitor surely will. What were your varnish profits last year? How much increase? How much increase do you look forward to this year? Your varnish department is but part of your business. But the success of your business depends on the success of each individual department. That varnish department of yours must be made to pay you profits. *If you held off last Fall,* when we promised tripled sales in three years, *you lost.*

There is no longer any question of the tremendous sales of Pratt & Lambert Varnishes. That has been conclusively proven by our last great campaign. And right now—on the eve of another great campaign—when the whole varnish selling mechanism for the Pratt & Lambert Dealer is in action—*investigate—find out.* It will put you under no obligation to us. Just use the coupon.

PRATT & LAMBERT-Inc.

VARNISH MAKERS

24 Courtwright St., Bridgeburg, Ont.

Factories: BRIDGEBURG, ONTARIO, NEW YORK, BUFFALO, CHICAGO, LONDON, PARIS, HAMBURG

PRATT & LAMBERT, 24 Courtwright St., BRIDGEBURG, ONTARIO

I am interested in increasing my varnish sales and profits. Please send me your complete proposition to dealers.

NAME.....

ADDRESS.....

AMERICAN CANS

IN selecting your paint and varnish cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike even if they do seem similar and look alike as "two peas in a pod." Satisfy every angle of your needs in size, weight, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. —on the above basis, we will take a chance on securing at least a part of your business.

American Can Company

MONTREAL HAMILTON WINNIPEG

MR. DEALER, HERE IS

The Best and Fastest Selling Farm Wrench on the Market

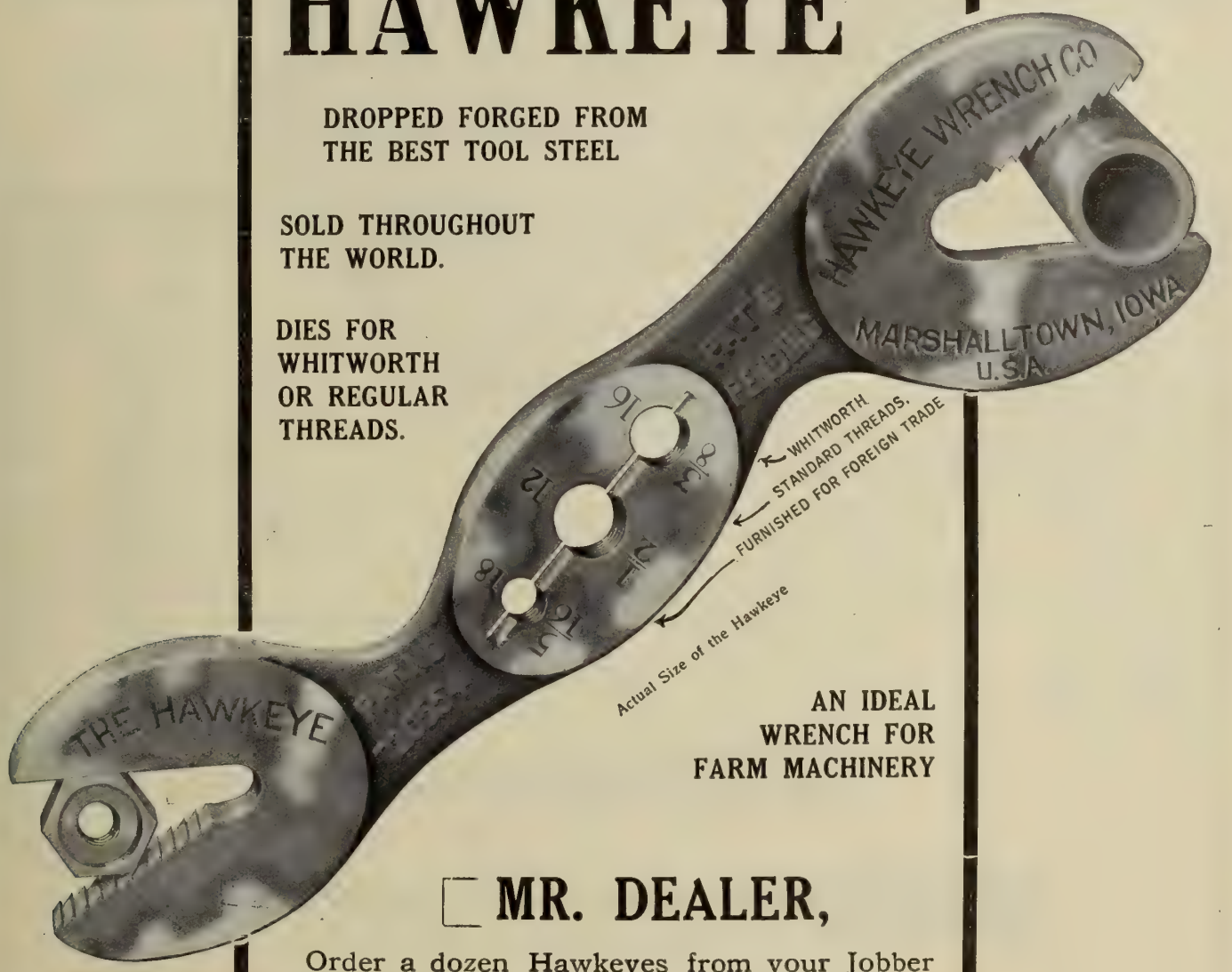
THE GENUINE

HAWKEYE

DROPPED FORGED FROM
THE BEST TOOL STEEL

SOLD THROUGHOUT
THE WORLD.

DIES FOR
WHITWORTH
OR REGULAR
THREADS.



AN IDEAL
WRENCH FOR
FARM MACHINERY

MR. DEALER,

Order a dozen Hawkeyes from your Jobber with your next order. Display them in a prominent place on your counter. The sales will surprise you. Farmers want this wrench and they will sell on sight.

Thread Cleaners will clean up threads on all standard farm machinery.

FOR SALE BY ALL JOBBERS.

SOLE MANUFACTURERS AND OWNERS

HAWKEYE WRENCH CO.

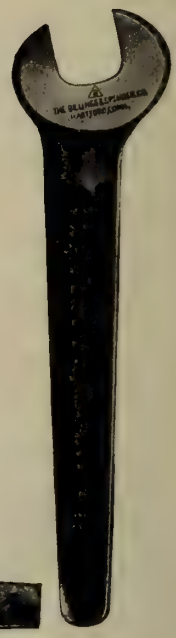
MARSHALLTOWN, IOWA, U.S.A.

B
TRADE MARK

B
TRADE MARK

"All Steel"
SCREW DRIVERS
WRENCHES
TURNBUCKLES
PLIERS, ICE PICKS
AUTO KIT IN BAGS Etc.

SPECIAL
DROP FORGINGS
Of All Kinds



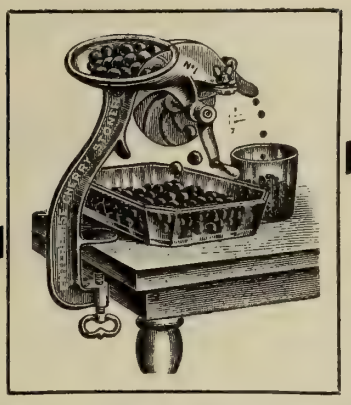
The quality, workmanship and design of these products are unsurpassed. Our goods combine all that is required to make them popular with both dealer and user.

Before placing your orders for any of the articles mentioned here it will pay you to get our complete catalog and prices—we KNOW you will be interested.

Write us for list of dealers who now handle our tools—write them and get their verdict.

Send models or blue prints for estimates on drop forgings.

CANADIAN BILLINGS & SPENCER, Limited
WELLAND, ONTARIO



GET READY
TO MEET

BIG DEMAND FOR THIS MACHINE

HOUSEKEEPERS are learning more thoroughly every year the possibilities of the Enterprise Cherry Stoner. Where one was sold five years ago ten are sold to-day. And where one is sold to-day ten will be sold five years hence.

The fact that the Enterprise Cherry Stoner is an indispensable household machine makes it indispensable to your stock. The name

ENTERPRISE

on these Cherry Stoners, as in every article that leaves the Enterprise plant, stands for the best obtainable service.

ENTERPRISE CHERRY STONERS do rapid and effective work. They are far easier to adjust than other machines, and the jaws absolutely retain their position when set. The parts of these machines are interchangeable.

It is an absolute certainty that you can readily make sales for these sterling machines among your trade. The fact that every family should have them makes them ready sellers.

In every respect they are up to the high quality of Enterprise Meat and Food Choppers, Sad Irons, Sausage Stuffers, Coffee Mills, etc.

The Enterprise line is the most profitable for you to handle, because Enterprise quality has made it the most popular—the most called for.

THE ENTERPRISE MANUFACTURING CO. of PA.

PATENTED HARDWARE SPECIALTIES

PHILADELPHIA, PA.

21 Murray Street, NEW YORK

24 West Lake Street, CHICAGO

544 Van Ness Avenue,
SAN FRANCISCO

Send to-day for descriptive catalogue showing complete Enterprise line.

Palmer Hammocks
of all kinds

An extensive line of Hammocks in an endless variety of beautiful weaves, designs and colors.

A standardized line of Couch Hammocks, made of the best materials, easily dismembered and permitting of partial replacement.

Send for catalog of Arawana and Couch Hammocks, illustrated in colors.

The original, largest and best equipped hammock plant in the world.

Also manufacturers of Mosquito Canopies, Nettings, Crinoline Linings, Horse-fly and Minnow Nettings and Window Screen Cloth. Dyeing, Sheer and Swiss Finishing.

The I. E. Palmer Co., Middletown, Conn.
New York Office - 55 Worth Street

Canadian Representative:—R. N. SCOTT, 200 McGill Street, Montreal.

HENRY BOKER'S

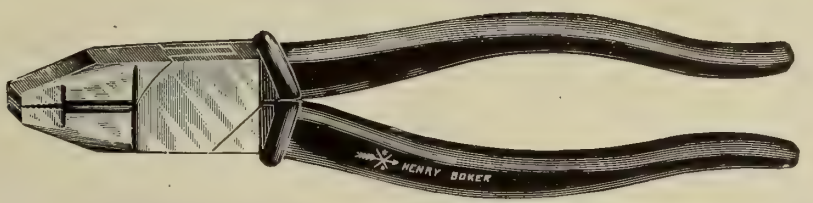
"ARROW" BRAND

Every Piece HARDWARE is Guaranteed

LINEMAN'S PLYERS

A full assortment of all kind of Plyers

Insist on getting BOKER'S

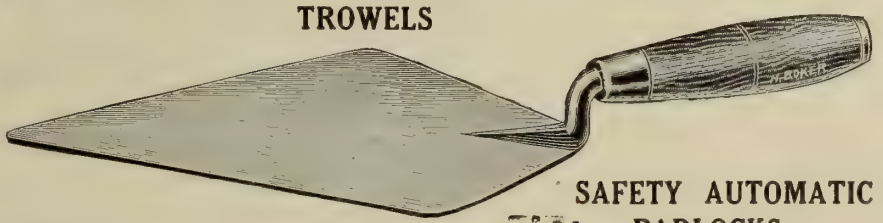


SCREWDRIVERS

Made of best tool steel, highly polished black handle.

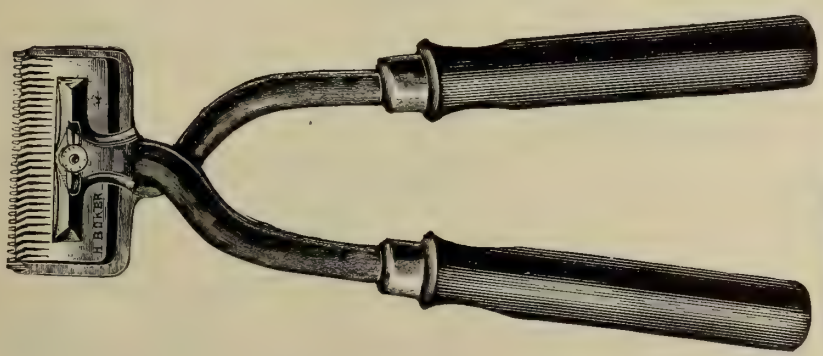
TROWELS

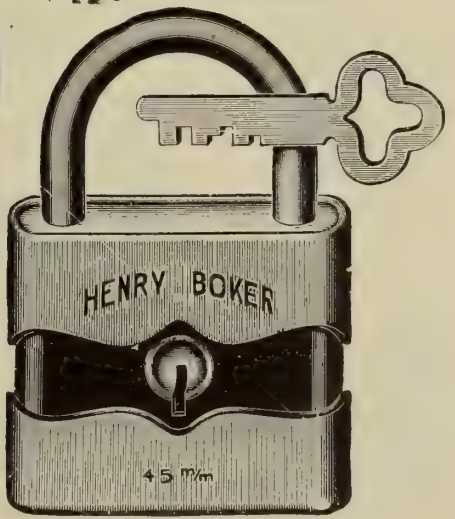
Made of all descriptions. Every one warranted the best for its use.



SAFETY AUTOMATIC PADLOCKS

ECLIPSE





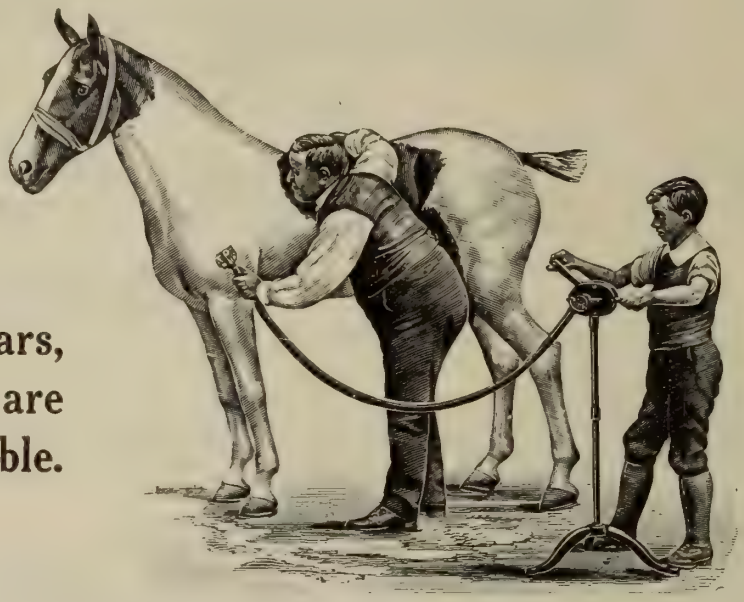
HENRY BOKER'S "ECLIPSE" extra fine "Arrow" stamped quality with fine polished steel plates and ebonized handles and leather protecting pouch with strap and buckle. The finest and most satisfactory Clipper.

Complete line of high-grade Chest, Till, Cupboard, Desk, etc., Locks

For Sale by all Leading Wholesale Hardware Houses

THE ONE BEST CLIPPER

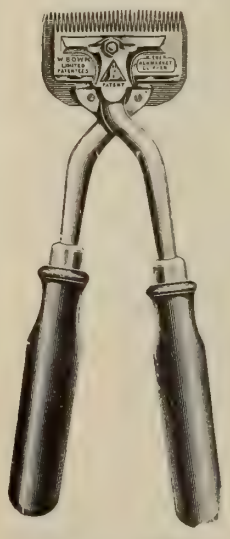
BURMAN'S CLIPPERS have held top place for over 40 years. They are fully guaranteed and their equal does not exist.



Has Cut Gears, and all parts are interchangeable.

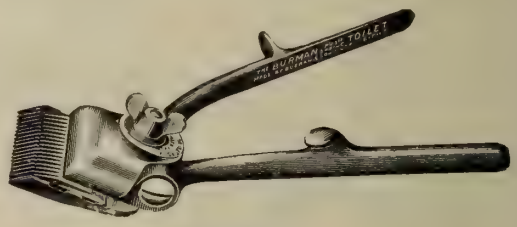
This is the BURMAN No. 17

Every BURMAN CLIPPER that is sold stays sold. There are no come-backs. Every purchaser is a satisfied customer.



THIS IS THE ORIGINAL
NEWMARKET
FAMOUS ALL OVER THE WORLD.

FULL STOCK OF ALL KINDS OF CLIPPERS AND PARTS CARRIED IN MONTREAL.



All Jobbers handle these Clippers. But if you cannot obtain them, drop a post-card for our catalogue.

B. & S. H. THOMPSON & CO., LIMITED
MONTREAL
SOLE AGENTS FOR CANADA

Mr. Hardware Dealer,

you can INCREASE YOUR BUSINESS ANYWHERE FROM 25 TO 50%.

You can make Two Sales
and Two Profits grow where one does now.

Investigate our original (GET ACTION) Selling Service and Advertising System on—

MULE-HIDE ROOFING

"Not A Kick In A Million Feet."

We are doing just what we claim for hundreds of dealers in Canada to-day.

MULE-HIDE is the live wire in the roofing business and (***Not A Kick In A Million Feet***) speaks for itself as to the quality.

Our proposition cannot be equalled by any other firm on the continent.

We show you where we can dispose of **MULE-HIDE** for you to your customers at $1.00 per square profit. We also advertise your own business and help you to bring back old trade and start new trade coming to your establishment.

We intend to have a dealer for **MULE-HIDE** in every town and if we are not already represented in your district the Agency is yours for the trouble of writing.

Can You Afford, Mr. Dealer, To Overlook This Proposition?

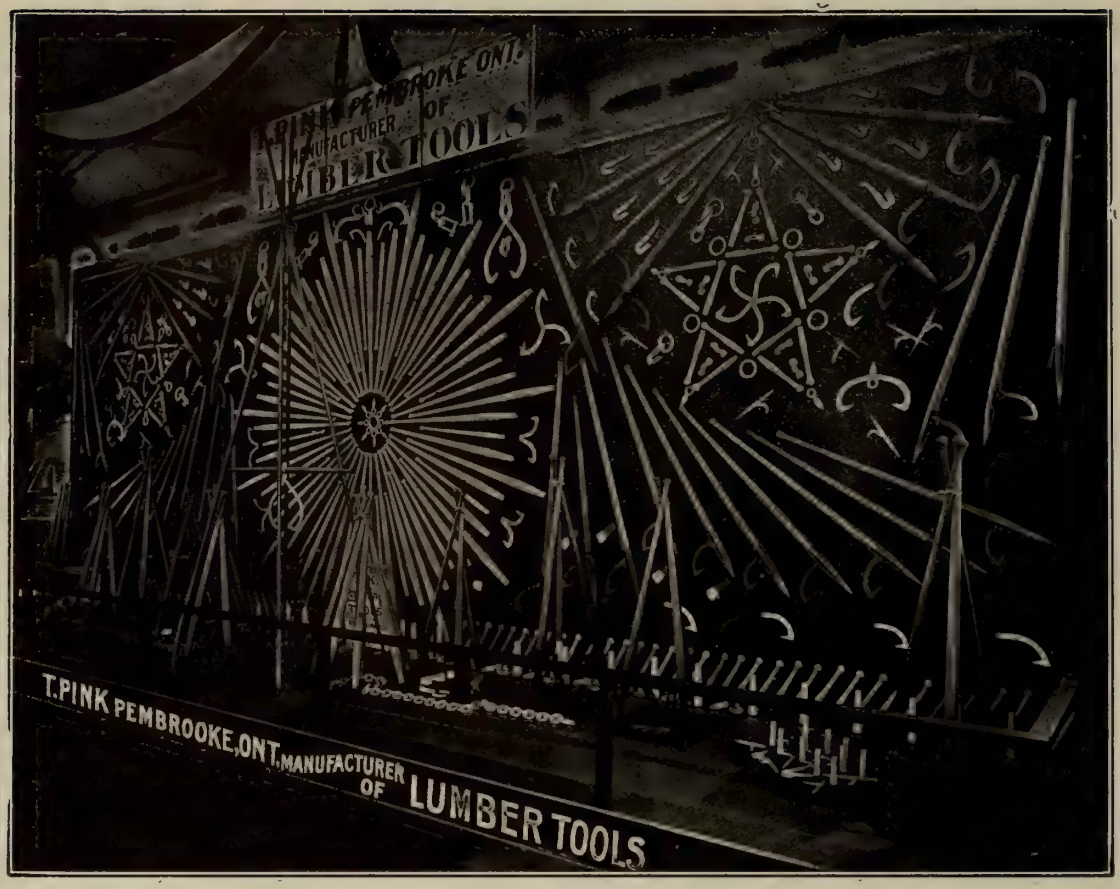
REMEMBER:

DELAYS DON'T PAY. MULE-HIDE DOES.

The Dominion Roofing Co.

of Canada, Limited

Toronto Canada



Pink's Lumbering Tools

Made in Canada

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

Steel Sheets

ALL GRADES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

Hardware Dealers

Should Write for our

We are offering the easiest selling and most profitable line in General Sporting Goods.

Sporting Goods Catalogue

The Most Complete Stock in Canada

Distributors for A. T. Reach Co. Base Ball Goods

A. E. BREGENT

Manufacturer of Athletic Uniforms and Wholesale Sporting Goods.

Mail orders receive prompt attention. MONTREAL

TRADE W B MARK

TRADE W&B MARK

W. & B. Wrenches
Are Shaped To Your Needs

Every branch of industry has its kit of tools peculiar to its service. Few outfits are complete without one or more wrenches of general or special utility. **W. & B.** Wrenches are made in the many ingenious designs to save valuable minutes of busy workmen and skilled mechanics.
Getting the wrench you need is only a matter of specifying **W. & B.** Quality.
Tons of **W. & B.** Wrenches are shipped to every part of the globe to meet every condition of service.
Get **W. & B.** Wrenches from your nearest jobber or send order direct.

W&B

Write for Catalogs 74-B and 75-C.

Tools of Quality Bear These Marks

W B

The Whitman and Barnes Mfg. Co., Akron, Ohio.

Established 1854

St. Catharines, Ont.

Stocks carried at Winnipeg and Montrea

TRADE W&B MARK

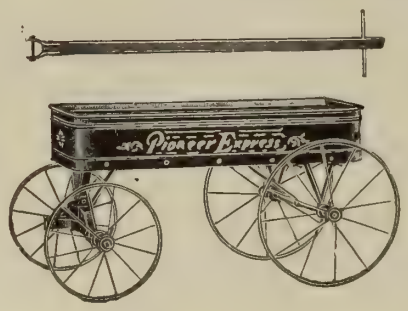
TRADE W B MARK

WARNING!

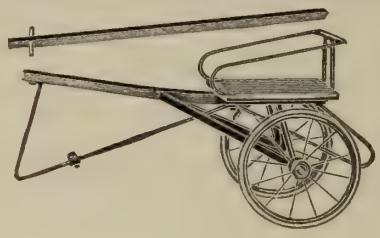
It is Time to Buy Your Foreign Toys for Xmas Trade

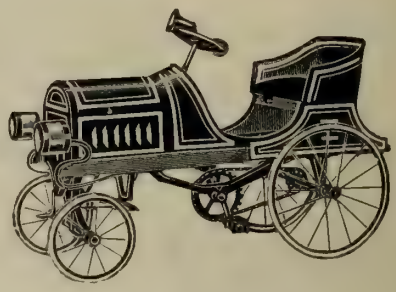
We show 5,000 Samples. Most complete collection ever displayed in Canada. 800 Samples of Dolls, 2,000 Mechanical Toys, 500 Games, 250 Animal Toys, etc. Do not come to us next November and offer your orders then. Those Samples on Sale only up to 1st May. Import them and save 20 per cent. Toys should be sold by Hardware Dealers. Do not let the dry goods trade reap alone this harvest. Get your share—it is yours.

Goods Shown Below are Carried in Stock



28 KINDS OF WAGONS
16 KINDS OF AUTOS AND SULKIES





These few cuts give only a faint idea of our line of wheel goods. Our stock, which combines full line of steel and wooden goods, varies from the little toy cart at $12.00 per gross to the big Toy Police Patrol at $9.50 each.

Quality is our First Consideration

Price Comes After

As an instance of this,

THIS VELOCIPEDE

Note the bended fork, more bicycle like. Has a ready sale at a larger profit.

24 Different Numbers to Select from

One of our best lines is

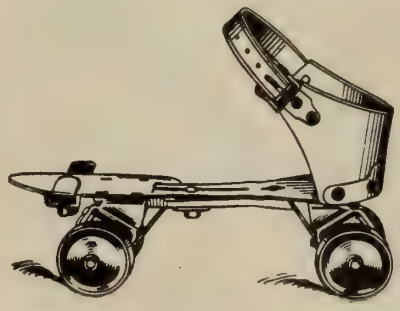
ROLLER SKATES

It should be one of yours also

From 35c. per pair with iron wheels

Baby Carriages have a ready sale the year round

No Dull Season



Our Catalogue, "Everything on Wheels," shows nearly our complete Line. ASK FOR IT.

The Montreal Sales Co.

61 St. Sulpice Street

MONTREAL :: CANADA

Cutting the Costs

the big element in profit-making

¶ In many lines of merchandising, distributing as well as manufacturing, the only remaining way to increase profits is by reducing costs.

¶ Opportunities for surprising savings in office expense are frequently overlooked.

¶ The Underwood series of Special Purpose Typewriters for bookkeeping, accounting, recording, and statistical work may enable you to reduce your office expense 50% or more.

¶ The Multiple Unit Order Machine will write your orders—from five to twenty departmental copies as required, at one writing. The perfect legibility guards against errors, and discrepancies in the various copies are, of course, impossible.

¶ The Underwood Condensed Billing Typewriter writes the Invoice, and at the same time the Sales Book Entry. The entries being condenced, all waste space is eliminated. The sales sheet may have any number of disintegration columns for classifying sales. This machine will save its cost in three or four months in any busy office.

¶ The Underwood Retail Bill and Charge Typewriter and System is the greatest time and labor-saving device ever introduced to the retail trade. It enables a Merchant to give the Customer a complete, detailed, up-to-the-minute statement of his account any day in the month. He retains the carbon copy, an absolute facsimile, made at the same writing. There can be no discrepancy, no dispute.

¶ These are three important members of the Underwood series of over twenty Special Purpose Typewriters. Our system experts have installed machines and devised associated systems for hundreds of the largest firms in the country.

¶ If you have writing to do, records of any kind to keep, it will pay you to familiarize yourself with the Underwood machines.

An enquiry at any of our offices
will bring you valuable suggestions.

United Typewriter Co., Limited

Toronto

Montreal Winnipeg

Halifax St. John Quebec Ottawa Hamilton London Regina
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NICHOLSON

Are the Choice of
They Allow
A Trial Will

Nicholson-Made

are made from special steel, by and specially trained men.

You cannot afford to overlook

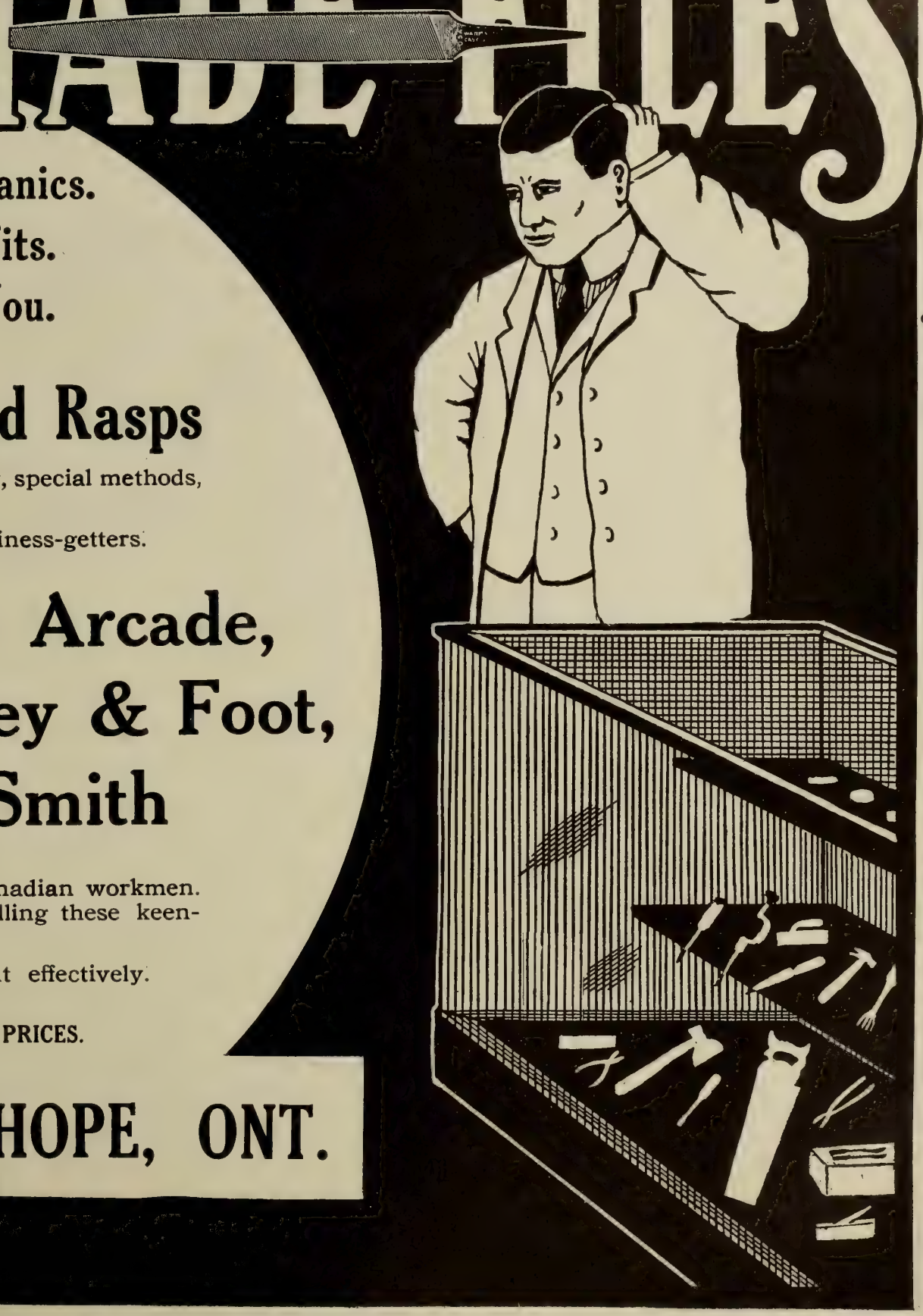
Great Western, Eagle, American, McClellan &

are brands that are manufactured Mr. Dealer, you will find great cutting files.

Our Files are guaranteed to meet

WRITE NOW FOR FULL

NICHOLSON FILE CO.

MADE FILES

Most Mechanics.
Better Profits.
Convince You.

Files and Rasps

special machinery, special methods,

this line of business-getters.

Globe, Arcade, Kearney & Foot, J. B. Smith

in Canada by Canadian workmen.
satisfaction in selling these keen-

every requirement effectively.

PARTICULARS AND PRICES.

PORT HOPE, ONT.

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863
Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895
Special Grand Prize
GOLD MEDAL
Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.

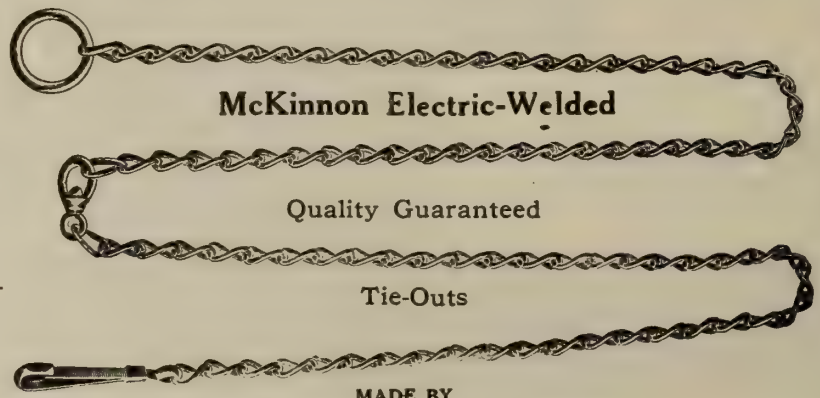
R. Heinisch's Sons Co., Newark, N.J., U.S.A.

SIMONDS SAWS ARE THE BEST

Now that applies to any kind of a saw that the Hardware trade will have occasion to sell. Hand Saws, Crescent Ground Cross-cuts, Bands, and Circular Saws. These Saws are made in the Simonds factory in Montreal and prompt service is assured. Every Hardware Dealer should have Simonds Catalogue and trade discounts.

SIMONDS CANADA SAW CO., Limited, Montreal, P.Q. St. John, N.B. Vancouver, B.C.

Made in Canada



Sold by Jobbers

25% { More Weld / More Strength / More Wear

25% { More Orders / More Sales / More Profit

Office: Buffalo, N.Y.

MADE BY
McKinnon Chain Company

Factory: St. Catharines, Ont.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE THE GARLOCK PACKING CO. HAMILTON CANADA MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Canadian Representative
GEO. H. SAYWELL,
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YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canad No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

Every Fruit-Grower Needs It.

Pruning Time Is Almost Here

and the dealer who stocks and displays the

"Kansas" Pruning Knife

(Improved)

is the man who will realize quic sales and reasonable profits.

This PRUNING KNIFE absolutely eliminates all stretching and climbing that is caused through use of ordinary pruning knives.

Put it in stock at once. Give it a fair trial by learning its use and value, then you have another staple profit maker.

Drop us a card for more information, prices, etc.

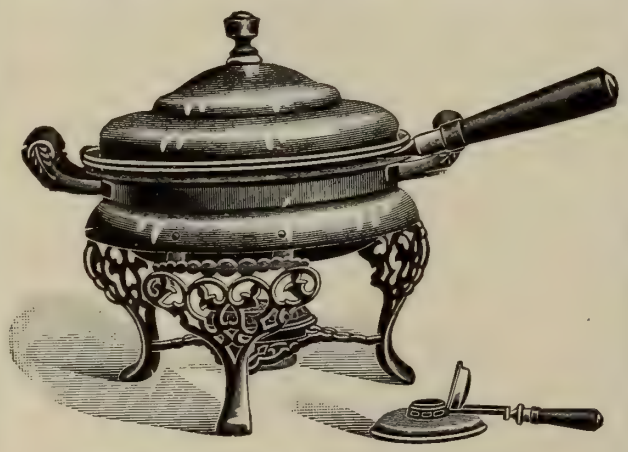
International Tool Co.

Cor. Porter and 4th St., Detroit, Mich.

TAYLOR-FORBES CO., Limited
Guelph, Ont., Canadian Manufacturers

Choice Chafing Dishes

THAT SELL WELL and YIELD GOOD PROFITS



Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

Get Catalogue and Prices

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto

"ONE MINUTE"

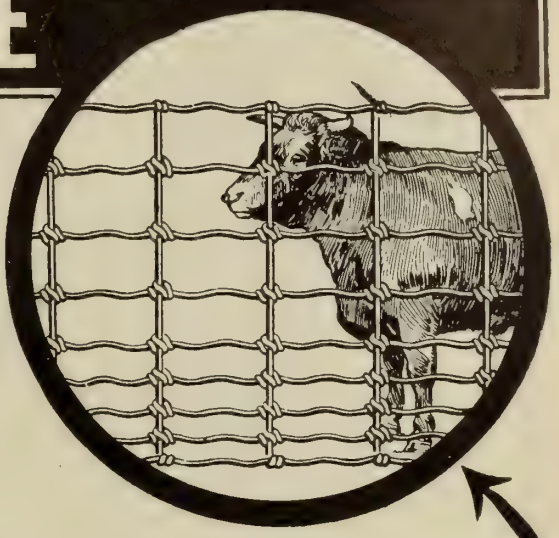
Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line

ONE MINUTE WASHER CO., - TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE & FURNITURE CO., Montreal

The "IDEAL" FENCE

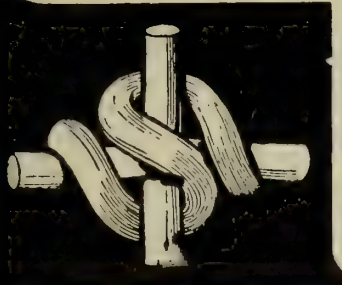


Satisfies All Classes of Trade

This is a fence of great stability, great strength, and great endurance—a fence that covers more miles in Canada than any other fence on the market.

It has always been our aim to produce the right fence at the right price, and we have carried out this aim to such an extent, that we have gained a reputation for Quality and Workmanship which we are proud of and aim to retain at all costs.

Let us have your next order—we guarantee the best possible results.



We also manufacture a full line of farm and lawn All Metal Gates and Ideal Lawn Fencing, Staples, Diggers, McCloskey Grips, Fence Stretchers, Tools, Barn Wire, Coiled Wire, Poultry Fence, Window and Stall Guards, etc.

Write for circulars and prices to-day.

The McGregor, Banwell Fence Co., Ltd.

WALKERVILLE, ONTARIO

McClary's

RAILROAD and DELIVERY CANS

STYLE E.

With SAMSON Bottom, Breast and Cover.

Made Up---Ready to Sell

18 Gauge Tinned Iron Body, Steel Barrel Handles. Covers are Interchangeable.

SIZES - 6 - 8 - 10 - 12 Gallons

These are high grade lines that sell easily. Order Stock Now.

STYLE G.

With SAMSON Breast and Cover-Anchor Bottom

McClary's

"McClary" on goods is a quality name.

Toronto Montreal London Vancouver St. John, N.B.
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McClary's Ship Quick

QUALITY SERVICE

WE offer you the same quality and service which has made hundreds of manufacturers and hardware dealers regular users of ACME Milled Parts.

If you use regular Cap & Set Screws and Nuts we can supply them immediately from our complete stock at factories and warehouses.

For special parts made up to samples and specifications it will pay you to get our quotations for deliveries and price.

Special quotations on large quantities of a single kind.

THE NATIONAL-ACME MANUFACTURING CO.,
MONTREAL, QUE.
ST. HENRI & G.T.R.

A Lasting Favorite with Many HOUSEWIVES!

"SOCLEAN"
Sweeping Compound

turns the housewife's work into pleasure by making a striking difference in the appearance of the home without raising the dust. Can you blame them for being enthusiastic?

NOW IS THE TIME that every home is preparing for house-cleaning.

TAKE ADVANTAGE OF THIS and put **"SOCLEAN"** in stock at once.

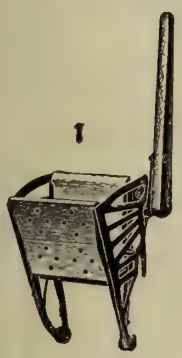
WE HELP YOU MAKE SALES. We furnish attractive window displays, cards and counter booklets.

DON'T DELAY A MINUTE, because you cannot afford to lose the excellent profits that are incurred through selling **"SOCLEAN."**

SOCLEAN LIMITED

444 King Street West TORONTO Phone Adelaide 1584

Look For This Trade Mark Then Buy The "White" Mop Wringer



WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

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The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

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WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

There's a FORD AUGER BIT for every purpose

and for every class of work—fine or coarse.

FORD tools are perfect in every respect and contain the cream of the latest ideas of Auger Bit experts. By actual test FORD Tools have been proved Fastest, Easiest, Smoothest and Most Accurate.

They are highest in efficiency, superior in grade of material and strongest in construction.

Each tool is thoroughly tested before put into stock and each one is fully guaranteed to you.

A List of FORD Tools

Single Lip Auger Bits.
Double Lip Auger Bits.
Long Auger Bits, 8" twist.
Reg. Car Bits, 12" twist.
Ship Augers with screw.
Ship Augers without screw.
Ship Auger Car Bits.
Ship Auger Bits.
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Bit Extensions.
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FORD AUGER BIT CO.
HOLYOKE, MASS.
Send for catalog 8B. It's free.

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Profit By The Experience Of Others

by writing us for letters from users and dealers—these letters will convince you that the

PEASE FURNACE

is just as we claim—an economical and efficient heat distributor that is the "choice of the people that know."

This furnace is largely sold on the recommendation of users to their friends through real merit. Quality, Construction and Prices are right.

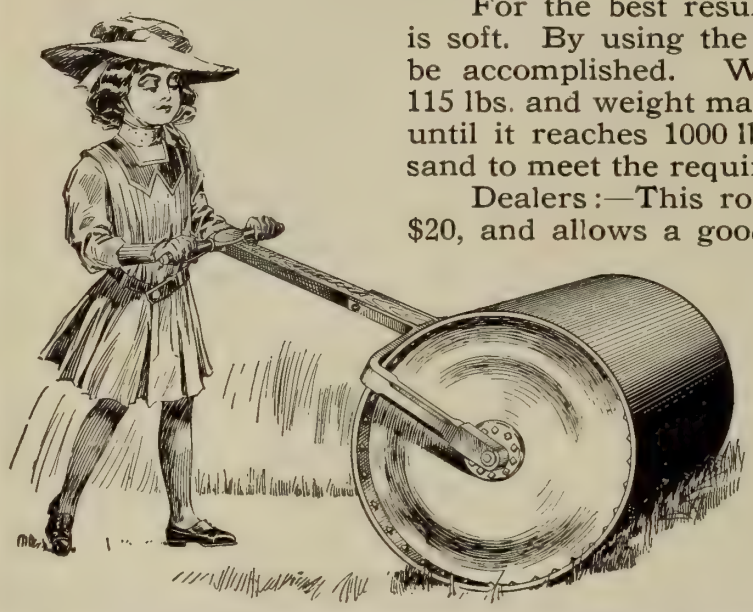
Write to-day for illustrated catalogue.

Let our Heating Engineering Department help you Free of Cost on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg
Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
253

Push This Lawn Roller—Every Householder Can Afford It

OUR ADJUSTABLE WEIGHT LAWN ROLLER



is a necessity to people who aim at keeping their lawn beautiful.

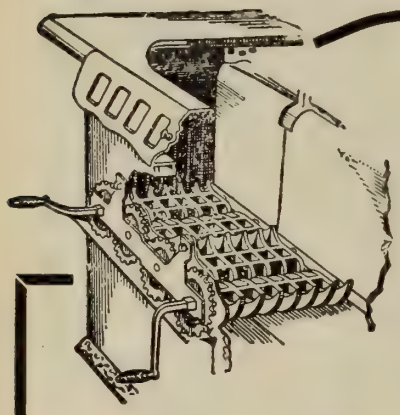
For the best results begin rolling when the ground is soft. By using the adjustable weight roller, this can be accomplished. When empty the weight is only 115 lbs. and weight may be added as the ground hardens until it reaches 1000 lbs. Can be loaded with water or sand to meet the required weight.

Dealers:—This roller can be retailed at from $15 to $20, and allows a good profit.

Nicely finished with aluminum and attractively striped.

Ask your jobber for further information or write us direct.

THE
ERIE IRON WORKS,
LIMITED
St. Thomas, Ontario, Canada



A Wonderful Value

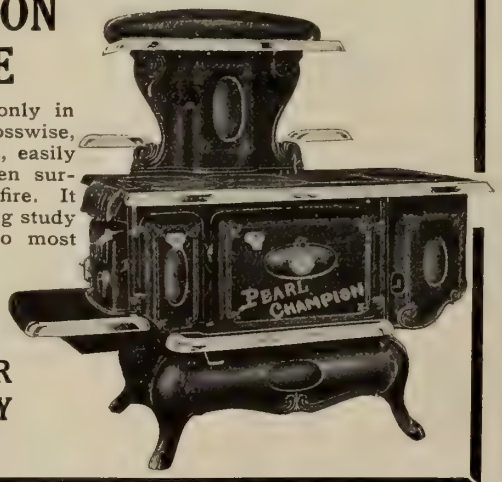
always prevails in the

CHAMPION RANGE

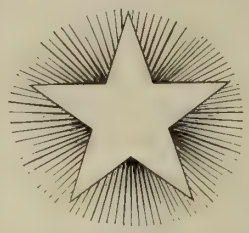
It sells on sight to prospective buyers and is guaranteed to give absolute satisfaction and long service.

THE
CHAMPION GRATE

which is found only in this range, is crosswise, non-warping bars, easily shaken, more open surface and a clean fire. It is the result of long study and is superior to most grates.



D. J. BARKER & COMPANY
PICTON, ONT.



Enamel Ware Assortments

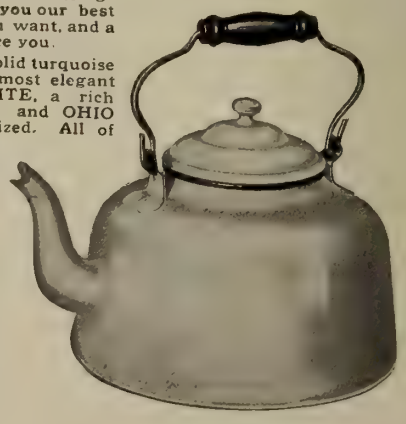
Our lines of enamel ware are well known. They are not made by using any substitutes for the recognized materials of porcelain, but we have worked out the best and most economical formulas, and by making all our own shapes, we have the very best wares at low prices to offer to those who must *sell at low prices.*

Let us quote you on our new line of WHITE STAR, a white-white ware, better in shape and equal in quality to the very best of imported lines. Why not buy at home and get it as you need it? Our reputation is back of this and we guarantee every piece.

We are also furnishing White Star ware in 10c, 25c and 50c assortments, which leave a handsome profit for the dealer.

Let us have your assortments to figure on. We will give you our best figures on just what you want, and a trial order will convince you.

We have CORONA, a solid turquoise blue, white lined, the most elegant line made; AZURELITE, a rich dark blue marbleized, and OHIO Venetian blue marbleized. All of these are triple coated over the heaviest of seamless steel shapes, electrically welded



The
Enterprise Enamel Co.
Bellaire, Ohio

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

ARTICLES FOR SALE

SET TINSMITH TOOLS, SPLENDID CONdition. In use six months. Bargain for cash. W. A. Matthews, Cannington, Ont. (13)

BUSINESS CHANCES

TIN SHOP FOR SALE—GOOD BUSINESS established. Write F. K. Harter, Swift Current, Sask. Box 113 (12)

TINSMITH BUSINESS FOR SALE, INCLUDing shop, tools, and dwelling. Good locality. Owner going west. O. Ebburghaus, S. Woodslee, Ont. (13)

NICE, SMART LITTLE HARDWARE BUSIness for sale, in thriving western town. Turnover $12,000. Large district to draw from. Box 647, Hardware and Metal, Toronto. (11tf)

HARDWARE AND STOVE TRADE, WELL established. Stock, $3,300. Well assorted. Good shop, low rent with dwelling attached. Rich farming community. Good chance for young man. Box 644. Hardware and Metal, Toronto. (13)

CENTRAL ALBERTA.—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648 Hardware and Metal, Toronto. (11tf)

FOR SALE—HARDWARE, STOVE AND tinware business; stock $5,000; turnover $18,000. Good store and dwelling; can be bought or rented. Good farming community. Doing cash business. Ill-health reason for selling. Box 650, Hardware and Metal, Toronto. (12)

FOR SALE—WE HAVE SURPLUS STOCK beveled edge grindstones running 40 to 50 lbs. each. We offer them to the trade at $15.00 per ton here. Guaranteed first quality grit. Orders filled in rotation until stock is exhausted. Ship G. T. R. or C. P. R. Howell Hardware Co., Limited, Goderich, Ont. (12)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE—HARDWARE, STOVE, TIN, granite, furniture and harness business. Stock $10,500; year's turnover $35,000; store 50x81, two storeys, best stand in town, little or no opposition. Good mixed farming district; crops here best in six years. Cash for stock, store can be rented or bought. On main line C.P.R. between Winnipeg and Edmonton, in northern Alberta. Box 643, Hardware and Metal, Toronto. (13)

A REAL LIVE HARDWARE AND TINsmith business in a central Saskatchewan town of 300 people, a three-quarter million bushel grain point, five elevators, very best farming district and people. $21,000 turnover last year at a profit of over $4,000. Absolutely no competition whatever. This proposition will stand the closest inspection because it is a real moneymaker. $5,000 will handle, balance on terms. Wholesale support guaranteed to right man. Box 641, Hardware and Metal, Toronto. (14)

FOR SALE OR TO LET

THE TINSMITHING AND PLUMBING DEpartment of Binns' Hardware, Newmarket, Est. 20 years. Tools almost new. 8 ft. brake. Town 3,000 and booming. One opposition. Splendid chance for the right man. Apply G. A. Binns, Newmarket. (14)

STORAGE

STORAGE, VANCOUVER, B.C.— STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 329 Railway Street, Vancouver. (14)

SITUATIONS VACANT

WANTED—GOOD ALL ROUND TINSMITH and furnace man. State wages. T. E. Jackson, Sunderland. (13)

HARDWARE CLERK, 2 OR 3 YEARS' EXperience. Must be thoroughly reliable. Give references. H. Stainton, 44 Vaughan Rd, Toronto. (12)

WANTED—A TINSMITH WITH ONE OR two years' experience to complete trade and clerk in store spare time. Apply stating salary to A. R. Wright, Port Burwell. (13)

WANTED.—YOUNG MAN WITH ONE OR two years' Hardware experience as clerk in Hardware store. Apply with references and state salary expected. P. O. Box 25, Moose Jaw, Sask. (11)

HARDWARE CLERK WANTED, WITH 3 OR 4 years' experience; temperate, must be a good stockkeeper and a hustler. State age. Send references and salary expected. Frank A. Child, Cochrane, Ont. (12)

HARDWARE BOOKKEEPER WANTED, must be able to write shorthand and use typewriter, state age and send references and salary expected, when could report to work. Frank A. Child, Cochrane, Ont. (12)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED — EXPERIENCED HARDWARE clerk that has window dressing experience, one that speaks French preferred, send photo of a window and also of self with application. Highest salary paid with good chance for increase. Ross Hardware Co., Ltd., Moose Jaw, Sask. (13)

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms —real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS — ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

HARDWARE LINES WANTED ON A COMmission basis, covering western provinces. Canadian Specialty Co., Suite 307, Travis Blk., Calgary, Alta. (14)

GENERAL HARDWARE — HANDY YOUNG man with four years' experience desires position. Not afraid of work. View of advancement. Total abstainer. Good references. Box 645, Hardware and Metal, Toronto. (12)

AMBITIOUS YOUNG MAN WISHES POSItion as traveling salesman in hardware; has six years' experience, possesses both languages, has followed a course in salesmanship, and can give the best references as to his ability, etc. Write Box 651, Hardware and Metal. Province of Quebec preferred. (12)

MISCELLANEOUS

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

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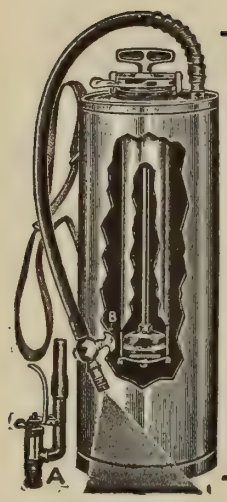

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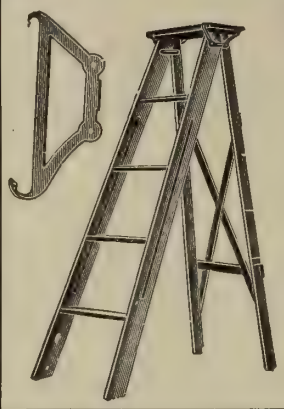
for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO



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4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
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FLEXIBLE Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

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Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

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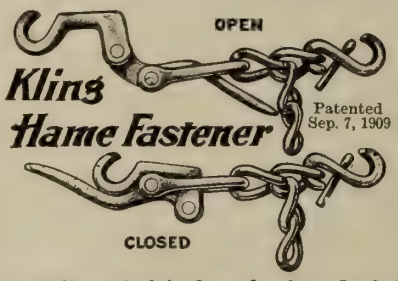
BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

Tallman Brass & Metal Co.
HAMILTON, ONT.

No Horse Can Break the



Makes no difference how he lunges, jumps or jerks. No difference who hitches up, the hames will be tight and exert the same pressure every day. So good that we guarantee it and authorize you to refund the price to any dissatisfied user. Sells for 25c. but leaves you a profit of 50 per cent., or $1 on every dozen. Costs you $2 a dozen. See "Kling" on the lever. Descriptive circular on request.

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Sole manufacturers of the Klingsnap and Kling Hame Fastener.
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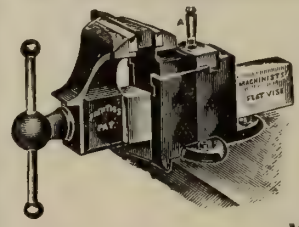

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PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
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UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind tt.

"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogs.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

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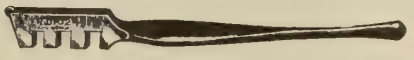
SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



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are the finest in the world. Will cut all grades and thickness of Glass.

Used by all the leading glaziers in the country.

We carry a large assortment of Steel Wheel Glass Cutters, Putty Knives, Wall Scrapers and other Painters' Supplies, and will be glad to send descriptive matter and quotations on application.

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL

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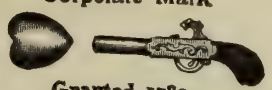
Sheffield  England

Granted 1780.

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For Sale by Leading Wholesale Houses

Pole Line Hardware

CROSS ARM BRACES
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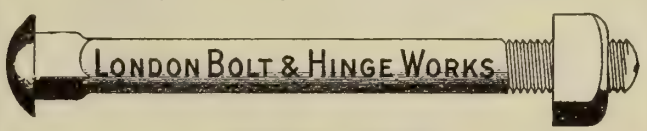
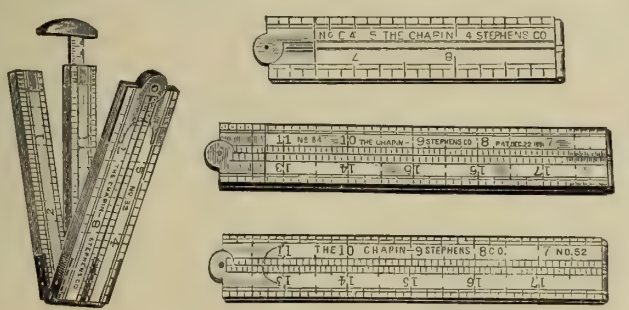
SQUARE WASHERS
ROUND WASHERS

MACHINE BOLTS
CARRIAGE BOLTS
NUTS, ETC.
Plain or Galvanized

We Galvanize by the HOT DIP Process



LONDON, CANADA



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UNION FACTORY
PINE MEADOW, CONN., U.S.A.

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Wholesale Shelf and Heavy

HARDWARE

Head Office : CHICOUTIMI

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By seeing that this exact mark is on each blade.

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When in the market for

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you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

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ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
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BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

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ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

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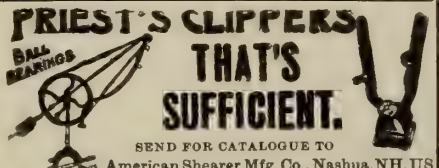

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Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

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Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
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Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

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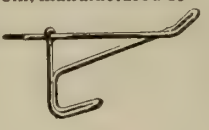
Perth, Ont.
Ask Your Jobber



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Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

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Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

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Sheet Metal Stampings, Special Stamped Metal Goods to Order. Dies and Tools, Steel Stamps, Machine and Furniture Name Plates, Seals and Seal Presses, Fire Escapes, Brass Name Plates

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HAMILTON STAMP & STENCIL WORKS, LTD.,
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FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies Gives perfect satisfaction. Made only by

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IRON and STEEL
OF ALL DESCRIPTIONS
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Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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Castings of all Kinds.

Write us for our list of Plow Castings.

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The PARMENTER BULLOCH CO., Ltd.
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Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates

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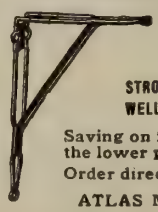

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STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

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COLLINS SPRAYERS—SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales our smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

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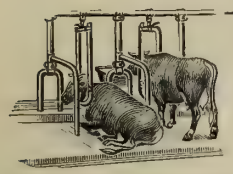

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will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

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with an assortment of Cutters

EQUAL A DOZEN FORGED TOOLS.

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Tinning and Planishing Sheet Copper, Brass, Etc.
Tinning of all kinds, Malleable Casting, Black Iron, Wire Goods, etc.
WE ALSO DEAL IN SCRAP METALS

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WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

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DIAMOND CLEANSER

MKES EVERYTHING GLITTER

Discount to jobbers. ½ and 1 pint sizes.
Requires no shaking. Will not discolor.

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Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

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The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

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Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

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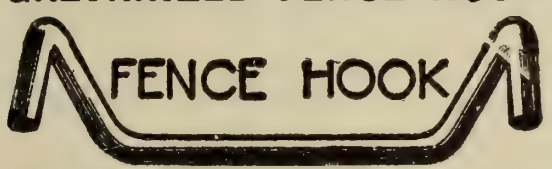
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK ***For Fastening Wooden Pickets on Wire Fences***



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE. OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

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"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

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GIVES PERFECT LIGHT

FOR SALE BY DEALERS EVERYWHERE

HARDWAREMEN

We Manufacture

The Highest Grade Wire Products

Such As

BALE TIES
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WIRE STRAIGHTENED AND CUT TO LENGTHS
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In fact, wire for most any purpose

Handled by nearly all hardware jobbers

Give Us a Chance To Quote You Prices

The Laidlaw Bale-Tie Co., Limited

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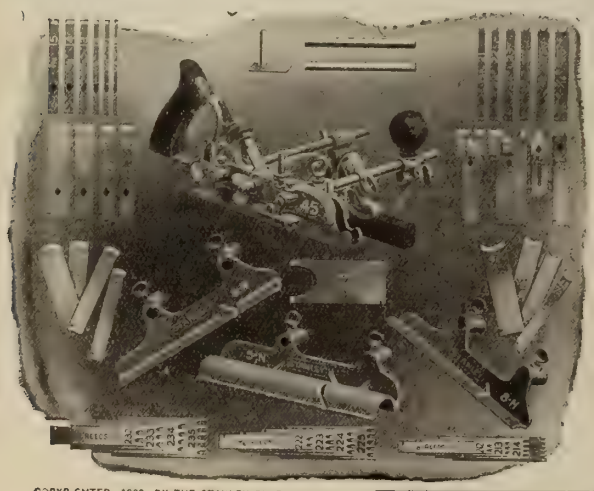
Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



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Stanley Tools

"45"

Seven Tools in One

1.—Beading and Centre Beading Plane. 2.—Rabbet and Filletster Plane. 3.—Dado Plane. 4.—Plow Plane. 5.—Matching Plane. 6.—Sash Plane. 7.—Superior Slitting Plane.

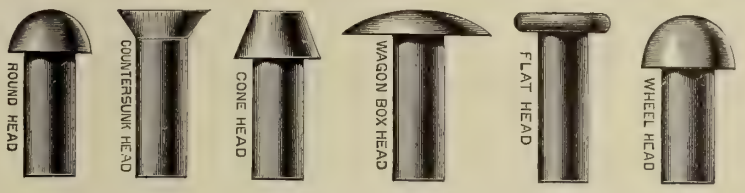
Extra cutters may be used to advantage by substituting specially formed detachable bottoms.
Carpenters will find this tool almost invaluable.
Send for catalogue giving complete description.

STANDARD THE WORLD OVER

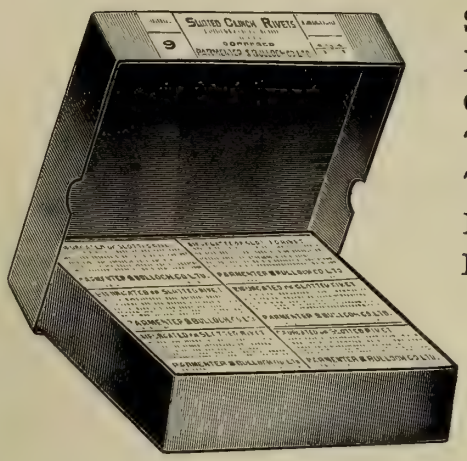
Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

WIRE PRODUCTS



SHEET METAL PRODUCTS



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RIVETS

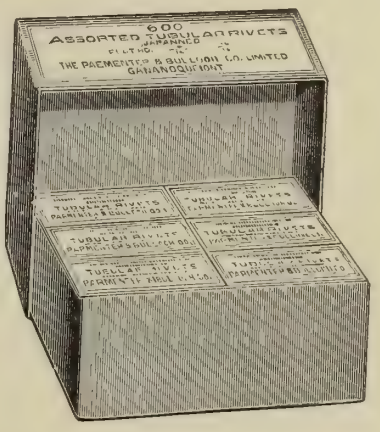
TUBULAR

Iron and Copper, $\frac{1}{2}$ in. diameter and smaller.

Iron Burrs and Small Washers, Wire Nails, Copper Nails.

Escutcheon Pins in Brass and Steel.

Hardware Specialties



THE PARMENTER, & BULLOCH CO., Limited

GANANOQUE ONTARIO

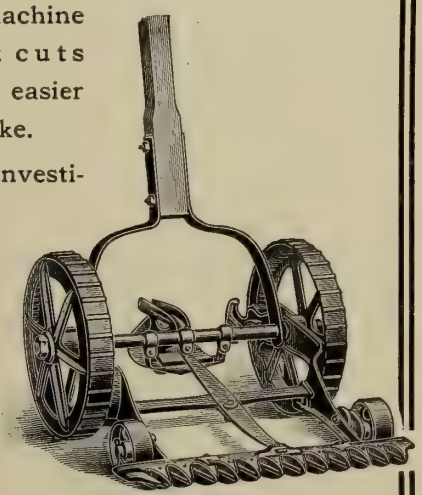
Montreal: 32 St. Dizier St. Phone Main 1023 **Toronto: 76 Wellington St. W. Phone Main 6663**

Clipper Lawn Mower

Is Recognized As A Trade-Winner By All Dealers Who Sell It.

This is a lawn mower that gets away from the ordinary type of machine —a mower that cuts cleaner and works easier than any other make.

It will pay you to investigate this clipper as it has proved wonderfully effective as a money-maker wherever sold.



Write for testimonials and get the verdict of other dealers.

Clipper Lawn Mower Company

DIXON, ILLINOIS, U.S.A.

"KANGAROO" Brand Tools

Before buying your next stock of tools send for our lists and prices and see the attractive terms we can offer you.

"Kangaroos" are widely known as THE best tools. They will satisfy your most particular customer.

There's a "Kangaroo" for almost every trade. Mr. Saywell has a full line of samples.

This Trade Mark *on a tool is proof that the tool is the best possible.*

TRADE MARK

ROBERT SORBY & CO., Ltd.

SHEFFIELD .:. ENGLAND

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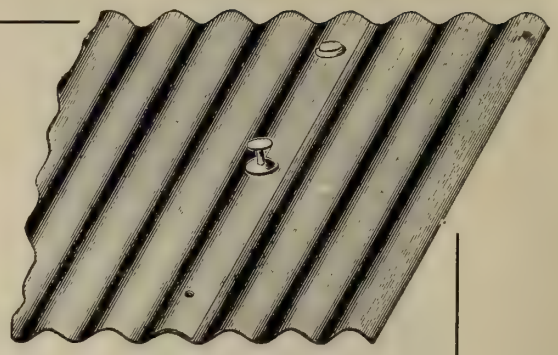
Get a Large Farm Trade!



McFarlane-Douglas Co. Sheet Metal Building Materials combine the lasting quality and low cost that will please your farm trade.

Our Corrugated Sheets of galvanized or painted steel will save your customers money in the construction of their barns, warehouses and outbuildings.

Send us sizes of buildings that will go up in your neighborhood and let us submit free estimates for covering them with our Corrugated Sheets.

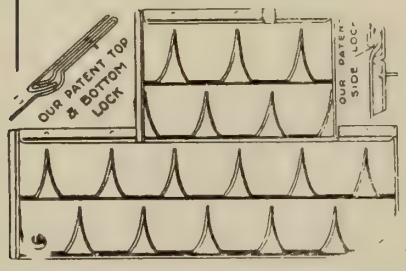
Sell "Crown" Patent Lock-All-Round Shingles

It's easy to explain their advantages for roofing any kind of building.

The side lock is a patent expansive joint—cannot become unlocked.

Top and bottom lock give perfect protection against rain, snow and wind.

"Crown" Shingles are easy to lay, they're very attractive in appearance and are just as well adapted for roofing residences, as for barns and warehouses.



Write for Catalogue about our Sheet Steel Building Materials.

McFarlane-Douglas Co., Limited

Manufacturers

250-260 Slater St. - - OTTAWA, ONT.

Here's An Assistant Salesman

If you are looking for something that will increase your wire cloth sales, you cannot find a more effective article than our

Wire Cloth Display Rack

This device is a result of hard study on the art of efficient display.

Besides displaying your wire cloth to advantage it introduces a convenience that you will appreciate.

LET US SEND YOU FULL PARTICULARS.

R. M. Bowser & Son

RENFREW, PA.

RED CROSS CHEMICAL CLOSETS

(PATENTED)

Indorsed by all PUBLIC HEALTH OFFICIALS, ARCHITECTS, INSPECTORS and SCHOOL BOARDS throughout the Dominion.

The ONLY ODORLESS AND SANITARY CLOSETS MANUFACTURED. All OTHERS advertised ARE IMITATIONS of our goods.

ALWAYS ask for "RED CROSS" Chemical Closets, and get VALUE and PERFECT SATISFACTION for your money. "RED CROSS" STANDS FOR QUALITY, AND WE ARE BEHIND OUR GUARANTEE.

We were again awarded the DIPLOMA and MEDAL for Exhibit of "RED CROSS" Closets, by the WINNIPEG INDUSTRIAL EXHIBITION ASSOCIATION for the year 1911.

You need our closets, we need your money—let's trade.

Write for trade prices and catalogue to

RED CROSS SANITARY APPLIANCE CO.

GRIMSBY, ∴ ONTARIO

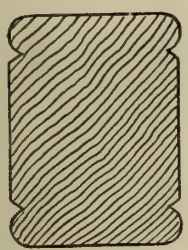
R. HARRIS & CO., Ltd.
1107 Langley St.,
Victoria, B.C.

F. E. CHAPMAN,
240 Chambers of Commerce,
Winnipeg, Man.

We Are the Hockey Stick Specialists

By concentrating on the manufacture of hockey sticks we have been able to turn out a class of goods far superior in design, material and finish, to any competing line. Hockeyists know they will get best service from sticks carrying our brand, because every step in their manufacture is watched by specialists.

Our factory was built specially for the manufacture of hockey sticks. We use only thoroughly seasoned and carefully selected stock. Our sticks have the "Sure Grip" and "Anti-Blister" handle when so ordered. The special care in branding makes our sticks attractive and easy to sell.

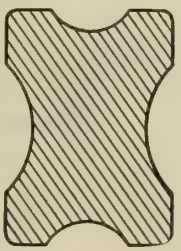


Section of handle showing beading of "Anti-Blister" Hockey Stick.

OUR HOCKEY STICKS LOOK WELL, SELL WELL AND LAST WELL.

Get the sporting goods trade solid by handling St. Mary's Hockey Sticks.

We also make Ball Bats and Axe Handles of the quality that satisfies.



Section of handle showing grooves of "Sure Grip" Hockey Stick.

ST. MARY'S WOOD SPECIALTY CO., Limited

ST. MARY'S, ONT., CANADA

BRANCHES AT WINNIPEG AND MONTREAL

Here's a Washer That Will Sell!

The housewife can see in a minute, why the "THERMO" works so easily. It combines a fly wheel with a lever motion, and requires only about half the power of an ordinary washer.

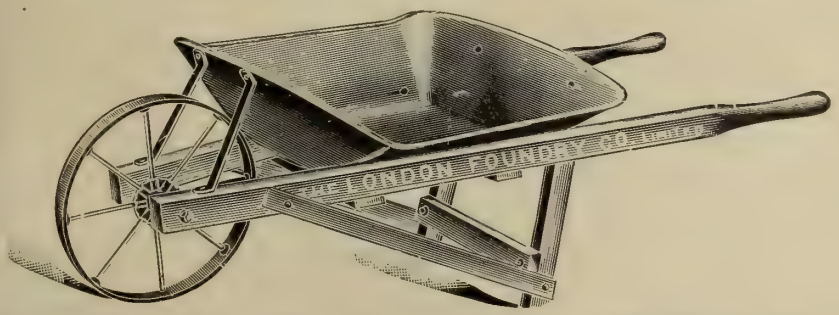
The "THERMO" Washer can be used with forward and backward, or up and down motion, by simply changing the lever. Notice the two lever sockets in the cut.

You can safely recommend the "THERMO" WASHER to give lasting satisfaction. It is stoutly built, and all working parts are so simple as to cause little wear. The legs are cross-braced, and are absolutely rigid.

Get a sample "THERMO" WASHER on your floor and see how many you can sell this Spring.

The "Pan Canadian" Steel Barrow

is the most substantial low cost barrow yet manufactured. With its heavy steel tray and steel spoke wheel, it will stand up under the most exacting usage.

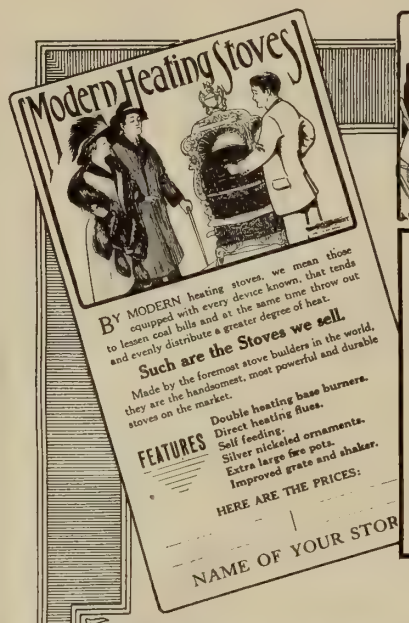


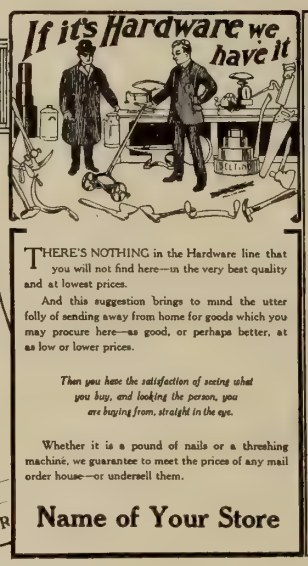
Do you stock the "Pan Canadian"? If not, write for our Catalogue. You'll be surprised at the close price we can quote you.

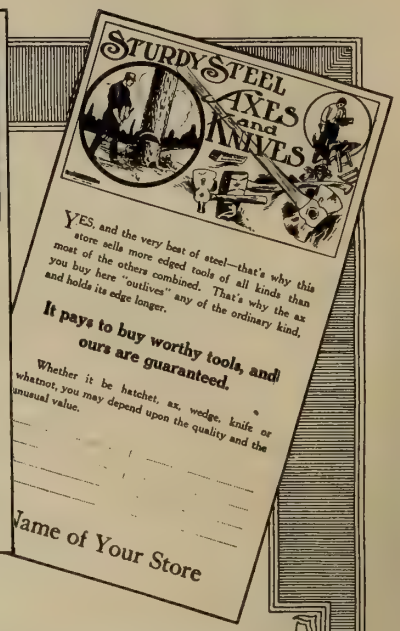
MANUFACTURED BY

The London Foundry Co., Ltd.

LONDON, ONTARIO







Would You Pay $250.00 a Week for a Salesman?

We mean a salesman who has made good. An experienced, energetic fellow who can sell more goods and draw more trade to your store than all the other clerks in your employ combined.

A REAL BUSINESS BUILDER—A HUSTLER!

Well, we have the very chap, and will give you the exclusive use of his services in your town for **$1.25 per week.** He comes in the form of

A new 1912 Newspaper ad. service for Hardware Dealers, which COMBINES THE FORCE OF SALESMANSHIP AND BUSINESS BUILDING.

A service that is composed of splendidly illustrated, logical, sales-promoting ads. for every week in the year—covering your entire lines.

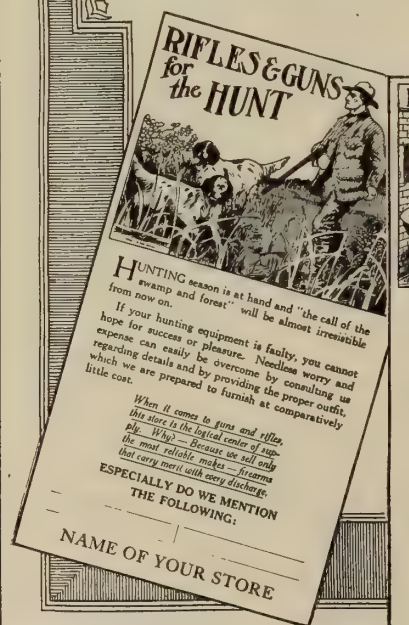
The reduced fac-similes reproduced above and below will give you an idea of their attractiveness.

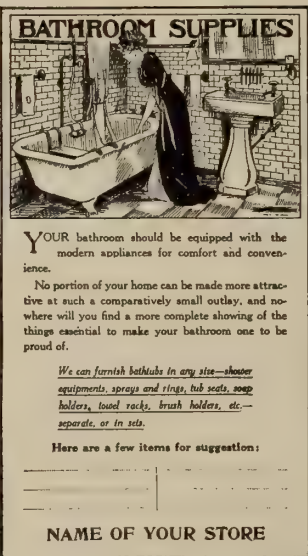
Let us send you the service complete—at our expense—for your inspection.

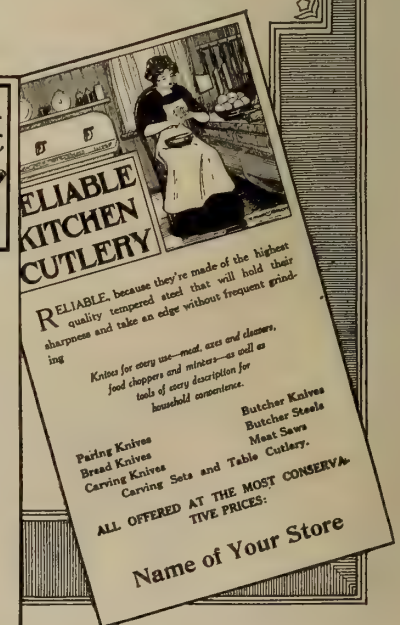
Act To-day, for our selling campaign is only planned for one Hardware Merchant in each town.

Edward C. Plume Company

417 to 421 South Dearborn Street - - CHICAGO







SPECIFY

DOMINION

GUARANTEE

CARTRIDGES

11-40—SMK. S.P.

303—SAV. S.P.

38-55-SMK. S.P.

32—SPECIAL S.P.

32-40—SMK. S.P.

303—BRITISH S.P.

Compare the small capital required to purchase a complete stock of New Dominion with the duty-added cost of American brands.

Your profit is greater in selling Dominion, although the selling price is lower.

The popular less-duty price, combined with unexcelled quality, means satisfied customers.

Made for, and guaranted to function properly, in all makes of firearms.

Neatly packed in attractive lithographed labeled boxes, which greatly adds to the appearance of your shells.

Best advertised line on the market.

Extreme accuracy, high uniform velocity and flat trajectory, combined with great killing power, make New Dominion

The Choice of Discriminating Sportsmen.

Write for Catalogue and Display Advertising

Dominion Cartridge Co., Ltd., Montreal, Can.

The Pagé Neverdrop Hook Co. of Canada Limited

have put on the market a new hanger or hook having a third bent branch or crook in form of a hook and all articles hung thereon, hats of all descriptions, coats, etc., cannot be removed without interference.

This new hook, patented in six countries, Canada, United States, England, France, Germany and Belgium, has found favor on all sides, and has obtained legitimate success.

No other system can rival

The Pagé "Never Drop" Hook

It is specially adapted for churches, hotels, private houses, religious houses, cloak rooms of public places, etc. It answers the need everywhere.

When in a public building, you hand your coat and hat to an attendant, it is not surprising that you occasionally find it covered with dust or dirt in some way, as a simple push has caused it to fall to the floor.

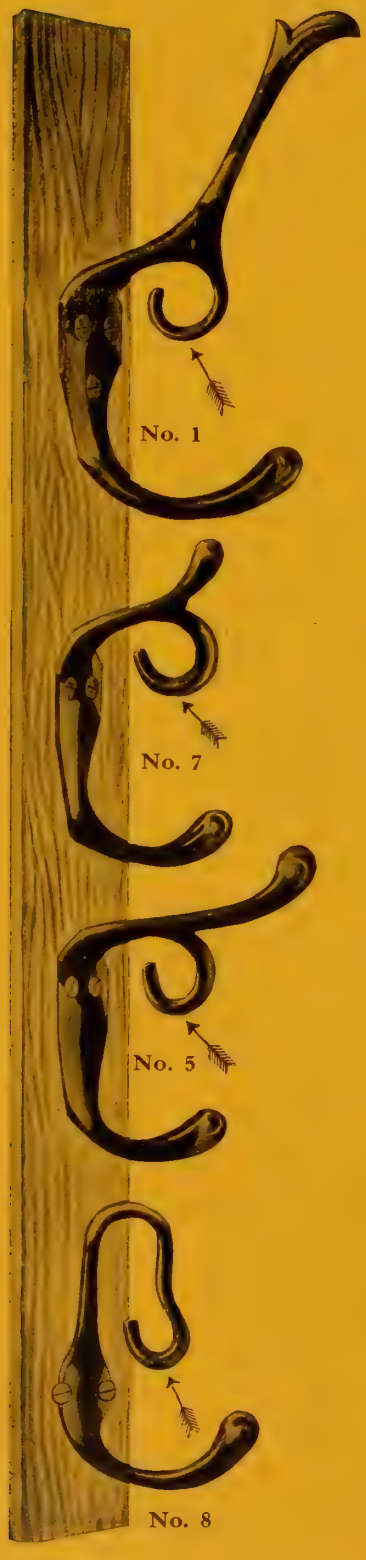
With the Pagé "Never Drop" Hook

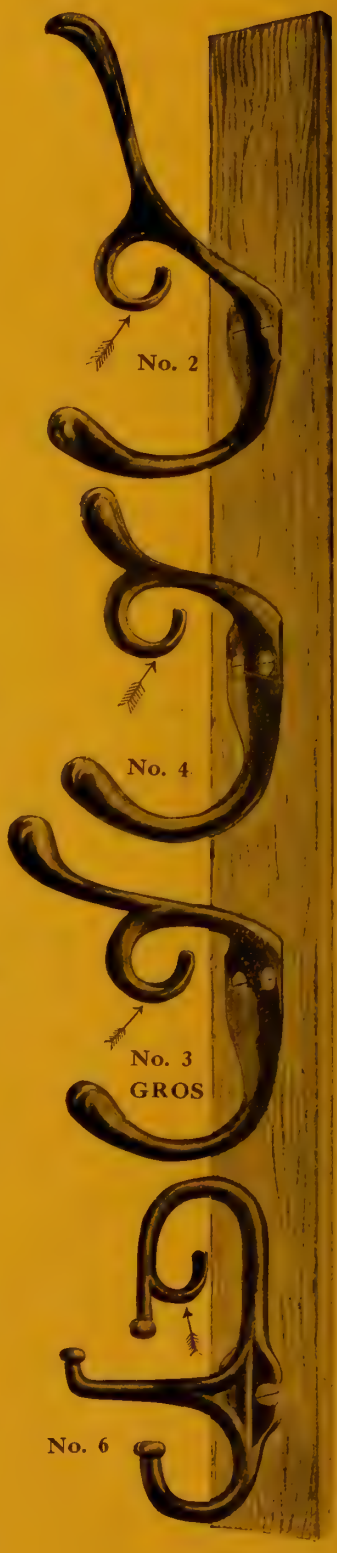
this difficulty is eliminated, you preserve your garments, because once they are attached to this hook

THEY CANNOT FALL OFF

All merchants should suggest **THE PAGÉ "NEVER DROP" HOOK** to their customers. It is serviceable, practical, and is the only safety hook made. Once a trial is given it, it is sure to be adopted.

THE PAGÉ "NEVER DROP" HOOK is made of brass, nickel, bronze, copper, oxydized, and is made in eight different sizes.





The Pagé Neverdrop Hook Co. of Canada Limited

Factory and Head Office: Sherbrooke, Que.

W. Frank Murphy

MANUFACTURERS' AGENT

SOLE CANADIAN REPRESENTATIVE:

The London Emery Works Co.

LONDON, ENGLAND

"ATLAS" Brand Emery Cloth, Sand Paper and Cloth.

"Atlas Emery" in ten pound packages, Etc., Etc.

The J. Milton Hogy Waste Works

PHILADELPHIA, PA.

COTTON AND WOOL WASTE

All Grades.

In All Size Bales.

55 St. Francois Xavier Street,

MONTREAL, CAN.

ALABASTINE

The Only

Pure, Permanent and Sanitary Wall-coating

People who study the wall-covering problem aren't satisfied with kalsomine. They know the trouble it is to prepare and how soon it decays, rubs and scales off.

This is where you come in. If you stock **Alabastine,** you can offer them a cement which is easily applied—only requiring to be mixed with cold water—and which hardens on the walls and does not decay or rub off. When it is time to do the room over again, all that is needed is to put coat number two on top of the first one—no scraping or washing off needed. Let us hear from you.

We know you can do a good Alabastine Business, so don't delay but think of that Spring Rush and Order Now, direct or through your jobber

The Alabastine Co., Ltd., Paris, Ontario

Before Placing Your Next Order For

HINGES, BUTTS, HASPS, Etc. and BUILDERS' HARDWARE

Write Us For Catalog and Prices

Our products cannot be excelled in quality and give a service that will greatly assist you in procuring a larger trade.

You cannot afford to lose the excellent profits that are within reach.

Write NOW

COWAN & BRITTON, Gananoque, Ont.

ESTABLISHED 1861.

WALL PLASTER

Wall Plaster manufactured from gypsum will give results not to be obtained by using any other plastering material or so-called plaster substitutes.

"Empire" Wood Fiber Plaster "Empire" Finish Plaster
"Empire" Cement Wall Plaster "Empire" Plaster Tile
and Other Gypsum Products.

"Empire" Plaster Board---the plaster lath---combines fireproofing and lathing in one simple operation.

MANITOBA GYPSUM CO., LIMITED

WINNIPEG, CANADA.

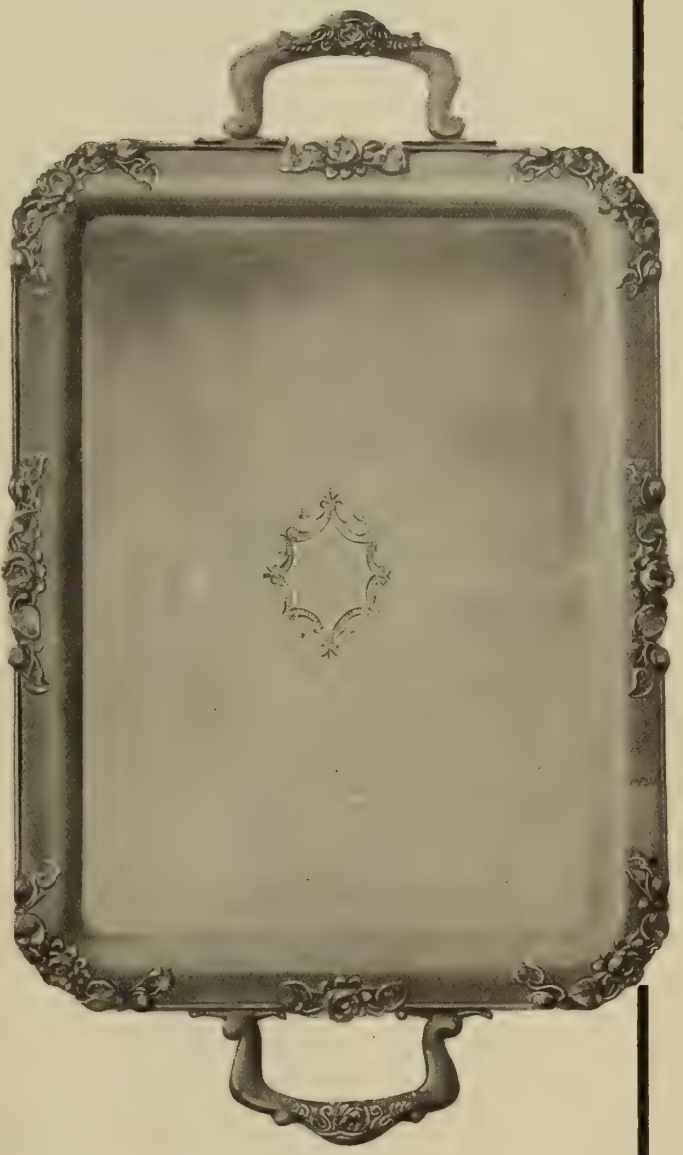
"CRESCENT SILVERWARE"

PROFITS

are not the one-time kind, but "The Kind That Is Consistent." The extremely high quality of our goods is the reason for this.

Our silverware is made under the careful supervision of experts from only the best crude materials that are procurable.

No. 1031—$6.00



No. 309—$9.00

Two of our popular good selling waiters—guaranteed full plate. Crescent quality.

TRY US FOR PROMPT SERVICES. OUR PRICES ARE RIGHT.

DEFRIEZ & WOODMAN, Limited

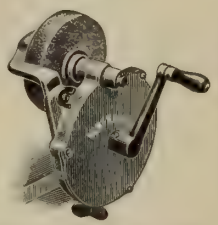
Head Office and Salesroom:
64 Wellington Street
TORONTO

Factory:
ALLISTON, ONT.

Branch Salesrooms: 1[illegible]
204 St. James Street, Montreal
[illegible] And at Winnipeg [illegible]

PERFECTION GRINDERS

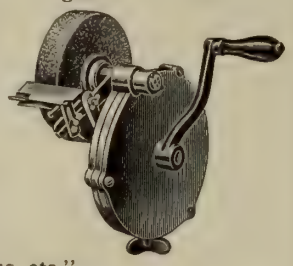
And their Relation to Dealer's Profit



Perfection Grinders cut costs—maintenance costs. They have patented gears that take up wear and lost motion, with consequent lengthening of life—twice that of inferior grinders.

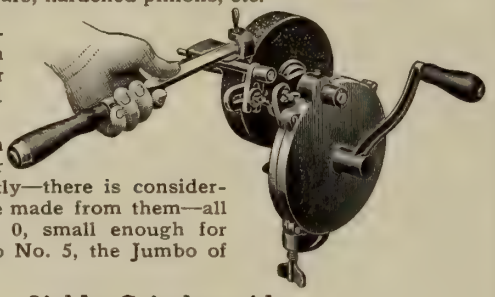
That means Grinder perfection—and demand—Perfect Grinder Demand.

Turning this demand into sales and profits is merely a matter of stocking, and calling attention to Perfection Grinders. Point out the convenient adjustable rests and guides that mean so much in tool grinding. All grinding wheels are of Corundum unless otherwise specified. This material is found in Canada, and is supposed to be the hardest mineral known, next to the diamond.



"Perfection Grinders are made under a patented construction, which makes it possible to manufacture them at a small cost, besides giving many advantages in the way of adjustable gears, hardened pinions, etc."

Our experience has shown it to be superior for tool grinding.



Perfection Grinders cover the field perfectly—there is considerable profit to be made from them—all sizes from No. 0, small enough for one's pocket, to No. 5, the Jumbo of the lot.

Sickle Grinders Also

We'd like to talk it over. Write.

EL STARR MFG. CO.

Milwaukee Wisconsin

T. MORTIMER, Toronto, Canadian Selling Agent

New York Office, 37 Warren St.

SELLING AGENTS:
Wm. P. Vrooman, Cleveland, O.; The John A. Gregg Co., Burlington, Iowa; Hughson & Merton, Inc., San Francisco, Cal.

To Western Dealers:

The battery season is opening up.

Your trade prefers a Western-made battery and our steady advertising will send customers to your store, asking for

X CELL

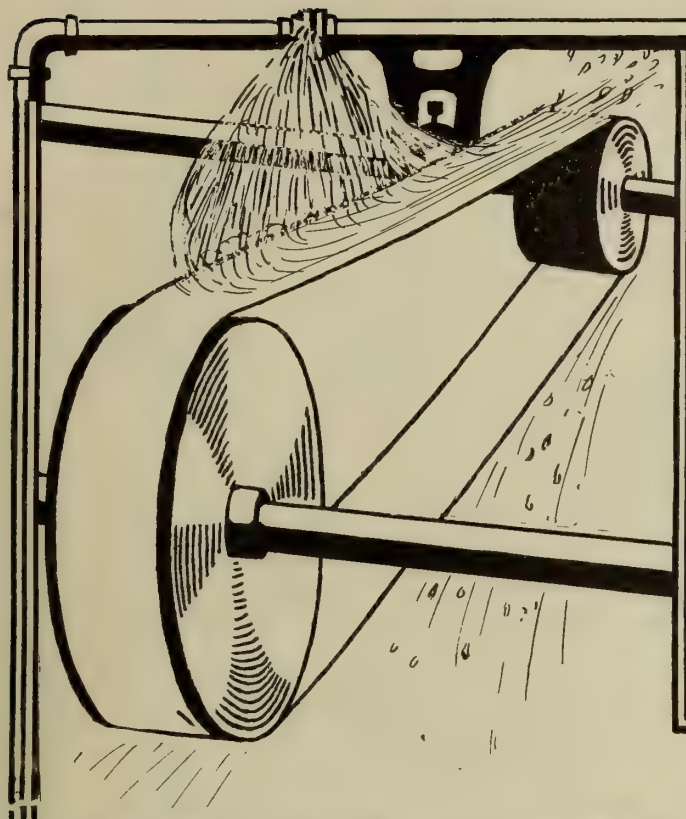
GUARANTEED

Dry Batteries

Are you stocked? You are absolutely protected against shelf-depreciation when you buy X-CELLS. Write for details of our positive guarantee. Any Western jobber will fill your orders from FRESH stock.

CANADIAN CARBON COMPANY, LIMITED

WINNIPEG



"AMPHIBIA" WATERPROOF LEATHER BELTING

THERE IS MUCH BUSINESS

to be obtained by the progressive hardware dealer in belting; and you should not let this opportunity go past you. Someone in your town is getting the business, why not you?

Remember that our guarantee protects you fully.

Buyers of "AMPHIBIA" Waterproof Belting receive a written guarantee that it is absolutely waterproof, and that no matter under what conditions it is used, dampness or water will not impair it in any way.

It is made for all kinds of hard wear and is in its element wherever there is moisture.

None but the very finest of oak waterproof leather is used in its manufacture, and we guarantee that it will not come apart even if run under water.

Let us have your name and address and we will send you catalog and full particulars of how you can get this business in your district.

SADLER & HAWORTH

TANNERS & MANUFACTURERS

For 34 years the Makers of the Best Belts

MONTREAL, 511 William Street TORONTO, 27 Melinda Street
ST. JOHN, N.B., 89 Prince William Street WINNIPEG 244 Princess Street VANCOUVER, B.C., 217 Columbia Ave.

No. 025. KING

Consider now your grindstone trade for the season

YOU want the line which brings you both profit and satisfaction from your customers—but to receive this, you want your trade to see the real practical construction, the strength of frame and easy operation of these mounted grindstones.

You want to select from a wide line of styles so as to meet the requirements of your most exacting customers.

You will find these in the RICHARDS-WILCOX line of ball bearing mounted grindstones. We have studied every detail.

No. 310. ELI

Shall we tell you of our live selling proposition we have for you?

Richards-Wilcox

MANUFACTURING CO.
AURORA, ILL. U.S.A.

Door Hangers and Hardware Specialties.

No. 300. CYCLE

1912 1887

Everybody Can Use Sternauware

¶ The matron who loves to adorn her home with works of art, that are also works of beauty.

¶ The bachelor girl—artist, student, or woman of business—who appreciates Sternauware aids to light housekeeping.

¶ The bachelor man to whose den many forms of Sternauware are heartily welcome.

¶ The traveller, the yachtsman—but there is really no need to prolong the list.

¶ Dealers are beginning to realize that Sternauware is always in demand. Display it where everyone coming into the store can see it, and mark how popular taste will keep it moving.

¶ Send for the Blue Book, filled to overflowing with ideas for developing your business.

S. Sternau & Company

Office and Factory :
195 Plymouth St.
Brooklyn, N.Y.

New York Showrooms:
305 Broadway, N.Y.
Cor. Duane Street

1887 1912

HEAVY T HINGES

THIS HINGE IS MADE ENTIRELY OF STEEL AND FULLY GUARANTEED BY US.

WE ARE MANUFACTURERS OF QUALITY GOODS AND IT WILL PAY YOU TO INVESTIGATE, FOR BY BUYING FROM US YOU GET THE BEST QUALITY AND FINISH AT THE LOWEST PRICE.

Drop us a post card and we will send you our complete catalog with discounts.

THE MONTREAL HARDWARE MFG. CO., Limited

MONTREAL : : : : CANADA

Order from Your Jobber

It's a Man's Rifle at a Boy's Price—

The New **Model 29** *Marlin* Repeater

It's an up-to-date .22 caliber repeater that handles without change or adjustment the .22 short, .22 long and .22 long-rifle cartridges of all makes and styles, yet sells at a surprisingly low price, with a good profit for the dealer.

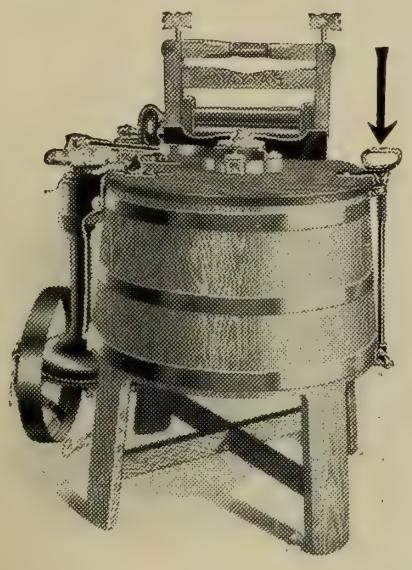
Write for Catalog, Prices, Posters, etc.

¶ The Model 29 is similar in general construction to the well-known ***Marlin*** Model 20. ¶ It is a **take-down,** convenient to clean quickly and thoroughly, and can be packed in a small space. ¶ It has the **popular trombone action,** quick and easy in operation. ¶ The modern **solid top, side ejection and closed-in breech** insure greatest safety, comfort and convenience.

¶ It has a **barrel long enough for all requirements;** it shoots **all .22 short, long and long-rifle cartridges,** including the hunting cartridges with mushroom bullets; it is a **thoroughly accurate and efficient** armfor rabbits, squirrels, hawks, crows, foxes and all small game, and for target work. ¶ **Guaranteed in accuracy and reliability.**

The Marlin Firearms Co. 91 WILLOW ST. NEW HAVEN, CONN.

The Maytag Power Washing Machine



One Operating Handle controls Washer, Wringer and Reverse. You can't go wrong.

Simple, Durable, Quiet, no Weight on lid.

No working parts exposed.

The Machine for Live Dealers.

The Smallest Gasoline Engine will run it and have power to spare.

The Wringer shown in the Power Washer is an extra good one. It is a part of the Washer and cannot be removed. Same power that runs the Washer turns the Wringer. It is a Wringer that sells at retail for about $7.00. The tub is made in the same substantial way as the "Pastime"—Is identically the same except it is equipped to run by any available power instead of by hand. This Power machine is, we believe, as near a Perfect Washer as is possible to make.

We Want The Retail Hardware Dealers Of Canada To Read This Advertisement.

We want you to know that without any travelling men on the road, we have sold direct to the dealers during the past three years more than ten thousand of our Washing Machines. This should mean something to you. If you want to join the army, write for prices, terms, etc. We want you to know also that our entire business is done through the retail dealers, to whom we refer all inquiries received from the consumer.

In addition to the hand and Power Machines, we make an Electric. It is a dandy.

All orders for British Columbia should be sent to McLennan, McFeeley Co., at Vancouver, and all for Alberta to The Merchants' Hardware Specialties, Ltd., at Calgary. Both of these wholesale houses buy in carload lots. All orders for Manitoba and Saskatchewan to the Maytag Co., Ltd., at Winnipeg, Man.

We positively guarantee that the three Washing Machines we make are the best that are sold in America to-day.

THE PASTIME WASHER

DROP US A CARD TO-DAY FOR FULL PARTICULARS

WARRANTY

We guarantee the Pastime Washing Machine to wash the Clothing QUICKER, CLEANER, and to OPERATE EASIER than any other hand power Washer on the market.

We further guarantee it to be well made and o good material throughout.

Any child that can reach the handle can do the washing.

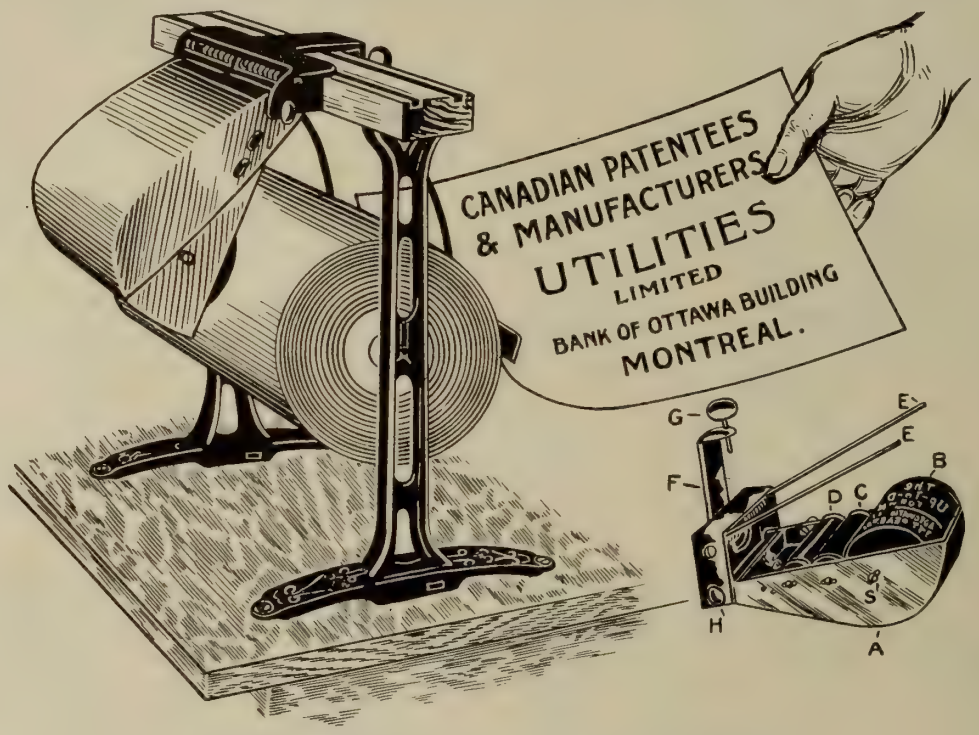
The Maytag Company, Limited

Winnipeg, Man.

A NECESSITY

TO EVERY HARDWARE DEALER

JUST PULL THE PAPER.



IT WILL DO THE REST.

THE AUTOMATIC PRINTER

is a simple device which can be attached to your paper holder and which will print your advertisement on every piece of paper you use. Thus every parcel which leaves your store carries your advertisement.

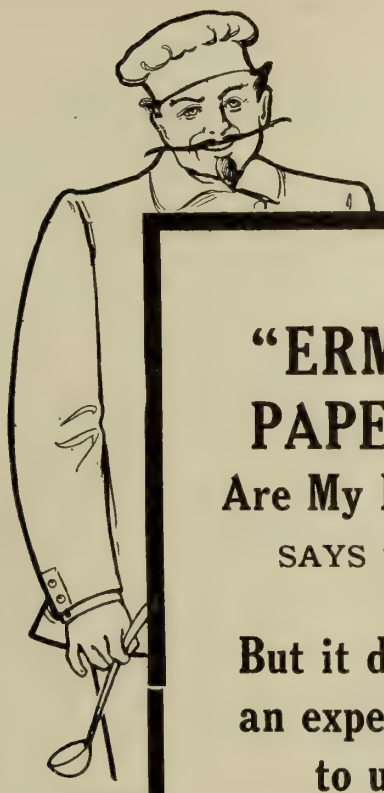
It requires no attention once it is affixed, and is the cheapest method for advertising your store which can possibly be found.

The type matter can be changed as often as desired, and this will be found an excellent way to advertise special sales or special lines of goods.

It can be easily detached and used for stamping bags or for other purposes.

PRICE, $7.50 EACH. TRY ONE

UTILITIES LIMITED, 74 BANK OF OTTAWA BUILDING, MONTREAL.



"ERMALINE PAPER BAGS Are My Best Friends"
SAYS THE CHEF.

But it does not take an experienced Chef to use them.

EVERY HARDWAREMAN in Canada Should Have a Stock of ERMALINE BAGS and ERMALINE COOKING BRUSHES.

Every one of your customers will be willing to give a trial to the new system about which the whole world is talking, and as they are bound to be pleased with the results obtained, a steady trade in BAGS will be your portion.

A large number of hardwaremen are doing a good business in this line, for the profit is worth while. **Why not do the same?**

The beauty of the "Ermaline System" is in its simplicity. NO DIRT—NO SMELL—NO WASTE—NO TROUBLE.

IF YOU HAVE NOT YET TRIED THIS NEW WAY OF COOKING, drop us a post card and we will send you sample bags FREE.

ASK YOUR WHOLESALER.

EDWARD LLOYD LIMITED

508 EASTERN TOWNSHIPS BANK BUILDING, MONTREAL

If one of your Salesmen should double his sale slips, to-morrow,

you would watch to see how he did it. If he kept up this pace you would be willing to double his wages, wouldn't you?

You can double your sales on Washing Machines if you handle

THE "CONNOR" BALL BEARING WASHER

and no need for extra salaries.

It's the exclusive features of this machine and our absolute guarantee of satisfaction to your customers that get results.

The "CONNOR" Ball Bearing Washer has been improved; it is being advertised; it is the machine of TO-DAY. Are you looking for a machine of that kind?

Drop us a line for quotations and let us tell you all the fine qualities of this machine.

The "Life Buoy Brand" on Clothes Wringers

guarantees to you a roll which is the same from the outside to the core.

"Quality Wringers" with fine elastic and pliable rolls made from the highest grade of rubber stock.

The kind that wring dry and wear well, and give satisfaction.

J. H. CONNOR & SON, Limited

Ottawa, Ontario

WEAR-EVER N.A. ALUMINUM LTD TRADE MARK

"Wear-Ever" Aluminum Ware

"No! They are not all the same."

"Wear-Ever" Aluminum Utensils *are different.*

Of course, aluminum is aluminum; but utensils may differ in thickness, in handles, in finish.

Thickness. They are made thick enough to prevent denting readily; thick enough to guarantee a lifetime of satisfactory service.

Handles. The handles of **"Wear-Ever"** utensils are made of the best tinned steel. Aluminum handles would become too hot—wooden handles would burn off or break. The handles of **"Wear-Ever"** utensils are gripped to the utensils by aluminum rivets with large heads. The heads are not sunk into the side of the utensil—the side remains of uniform thickness, strong enough to hold the handle on firmly for years.

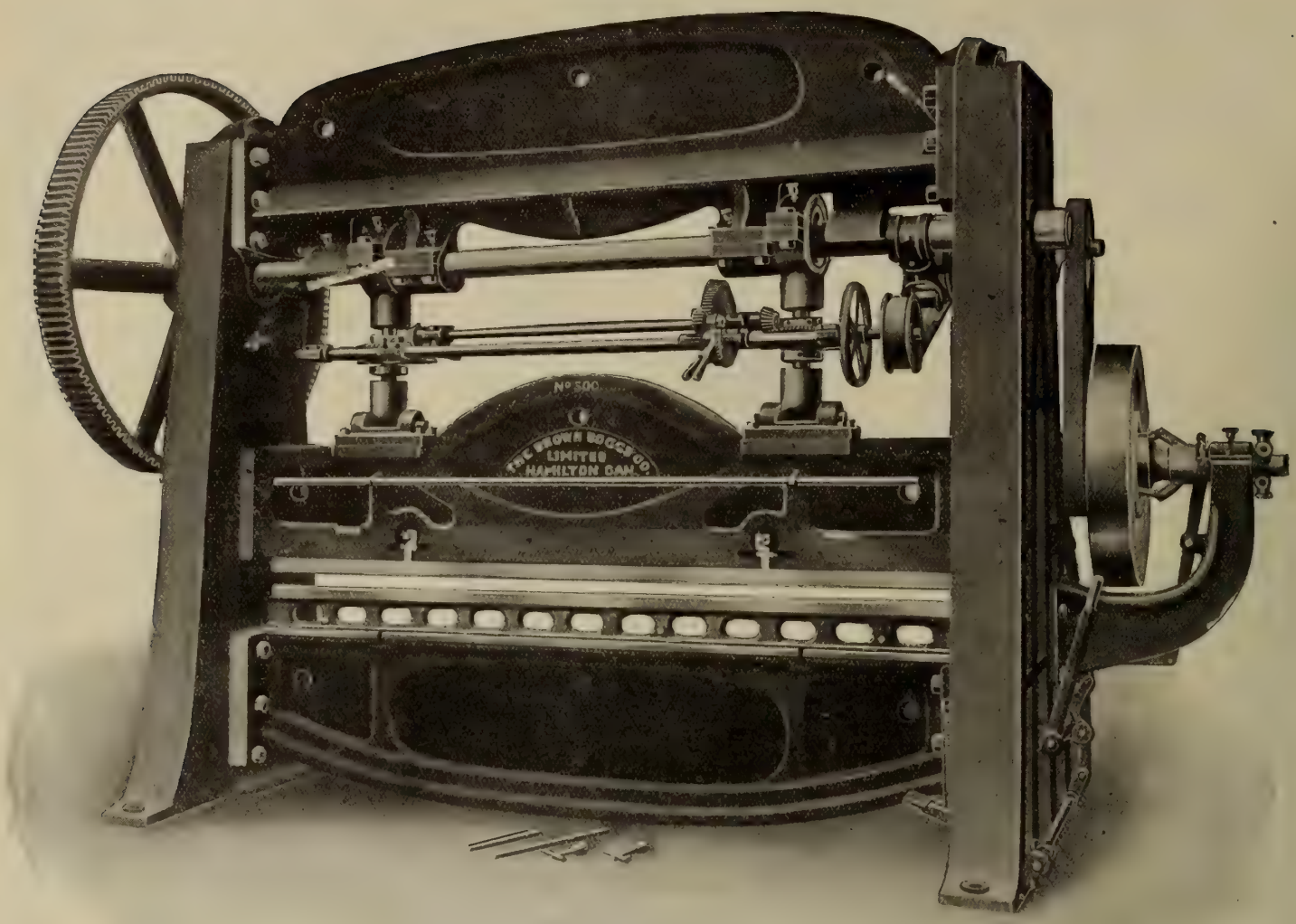
Finish. The outside is polished. The inside is hardened by an electrical process which makes the metal harder, smoother, less liable to be discolored by food or water containing alkali or iron, and more easily cleaned than would be possible if the utensils were not so finished.

Replace utensils that wear out with utensils that "Wear-Ever"

WRITE FOR CATALOGUE AND PRICES TO

The Northern Aluminum Company, Ltd.

TORONTO, ONTARIO



10 Foot Power Press or Brake

Capacity, No. 10 Gauge Soft Steel.
Weight, About 29,000 lbs.

This machine is of the most MODERN design and embraces new features that are a distinct advantage. It is complete in every respect. Manufacturers of METAL WINDOW FRAMES and SASH, FIRE-PROOF DOORS, ETC., will find it a most economical investment.

WRITE FOR PRICE AND FURTHER PARTICULARS

We Specialize on Presses

THE BROWN, BOGGS CO., Ltd., HAMILTON, ONT.

TINSMITHS' TOOLS, SHEET METAL WORKERS' TOOLS, PRESSES, DIES

BOTH MEN ARE STARTING TO DRIVE A NAIL

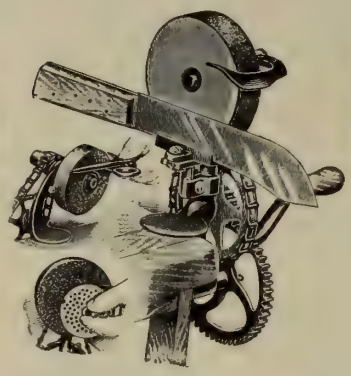
The DOUBLE CLAW HAMMER

is a tool which is being extensively advertised. You will have calls for it. At least get one of each size, 16 oz. and 21 oz. Send for printed matter and discounts. Hang the show card in your store. Send out the printed slips in your mail. These come free with first order. Stamp your own name and address on them. The Double Claw Hammer is a seller.

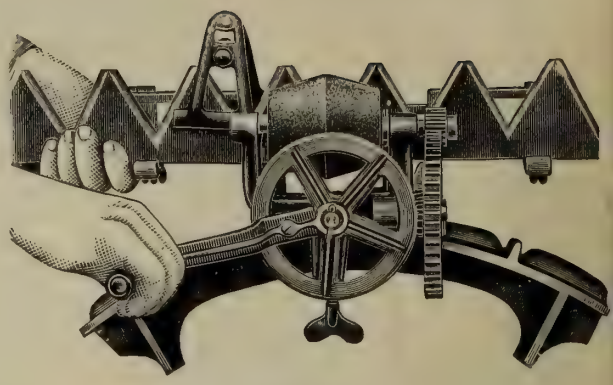
Double Claw Hammer Company

453 BROADWAY, BROOKLYN, N.Y.

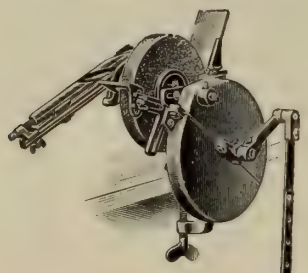
FARM SPECIAL



FIRFFLY HOUSEHOLD GRINDER

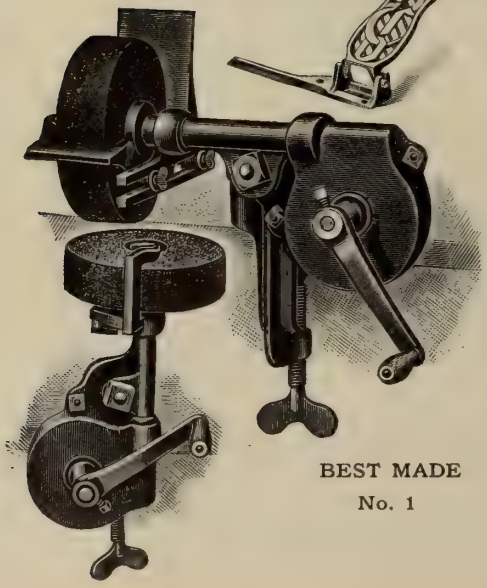


SPARTAN



MECHANIC'S SPECIAL

With foot power attachment



BEST MADE No. 1

Luther Dimo-Grit Tool Grinders

Here is a grinder line that will earn good profits, take you out of price-cutting competitions with emery wheels and grindstones. Our Special Offer to dealers will make it easy for you to carry what you need of this line and our Special Retail Sales plan will sell them fast. You can't to-day get another article on which you can get such quick-action in making good profits.

Half a Million Sales

Our Retail Sales plan has sold over half a million grinders for dealers just like you; selling to farmers, carpenters, mechanics and all other tool users. If sales were slow we couldn't make you such a liberal proposition as we do in our Special Offer to dealers.

Price Protection

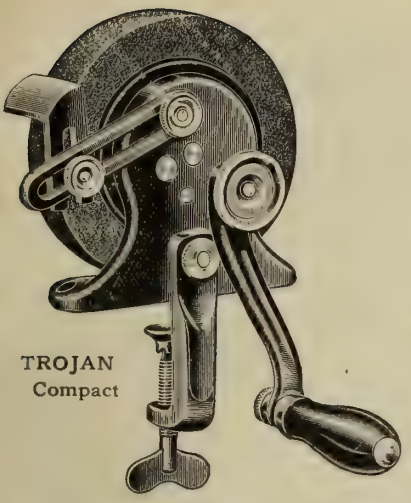
Not only do Luther Dimo-Grit grinders sell readily, but they give you good profits, and we give you protection on price so you can build up a substantial, profitable grinder trade.

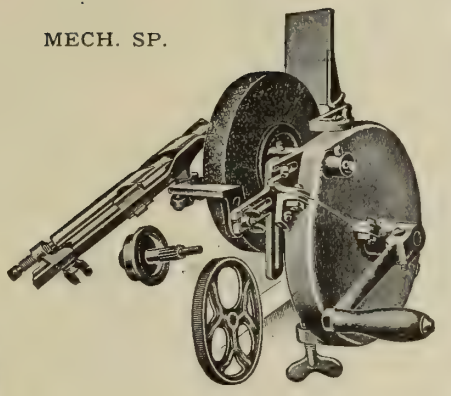
Luther Grinder Mfg. Co.

Dept. 139, Stroh Bldg. - - Milwaukee

Canadian Distributors:

Henderson & Richardson, Montreal, Canada. Moncrieff & Endress, Ltd., Winnipeg, Canada. J. M. Kains & Co., Vancouver, B.C.





25 times faster than grindstone, 10 times more efficient than emery---will not draw temper.

Dimo-Grit, remember, is nothing like emery. It is the newest artificial diamond abrasive, particularly suitable for steel. It is made of the same elements as real diamonds fused in the terrific heat of the electrical furnaces at Niagara Falls; and Dimo-Grit crystals are as hard and sharp as genuine South African diamonds. It cuts steel, peeling it away in tiny shavings, instead of wearing it away like emery wheels and grindstones. No need of cooling with water, no danger of drawing temper. We have exclusive rights to Dimo-Grit.

32 Different Types of Grinders

Hand, foot and engine power grinders with many exclusive features. The Luther line includes everything that can be possibly needed in the grinder line. Retail prices from $1.50 to $20.00.

Write for Our Liberal Offer to Dealers

Every dealer, from the biggest city store to the smallest country store, can make good profits from Luther grinders. Our Special Offer to dealers offers you an exceptional opportunity and makes it easy for you to handle this profit-making line. Don't delay. Write today for our Special Offer.

Luther Grinder Mfg. Co.

Dept. 139, Stroh Bldg. - - Milwaukee

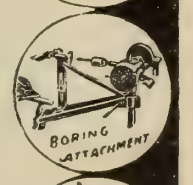
Canadian Distributors:

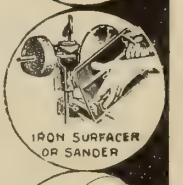
Henderson & Richardson, Montreal, Canada. Moncrieff & Endress, Ltd., Winnipeg, Canada. J. M. Kains & Co., Vancouver, B.C.

Luther's Shaft-Drive Grinders—for Farmers and Mechanics

Built entirely of steel and iron, enclosed shaft drive like an automobile, dust-proof ball bearings, foot and engine power, runs as easy as sewing machine. *Farm outfit* consists of 14 accessories and attachments for grinding plow points, discs, sickles, gumming saws, etc. With flexible shaft attachments ensilage cutter knives can be sharpened without removing from the machine. Flexible shaft may also be used with horse and sheep clippers, etc.

Mechanic's outfit also consists of 14 attachments and accessories, including saw gummer, attachments for giving proper bevel to twist drills, honing chisel and plane bit, etc.





Extra Attachments Bring Extra Profits

After you sell a Luther Shaft drive grinder, you get the sale of extra attachments which transform the grinder into jig and circle saw, milk tester, forge, turning lathe, drill, etc.

Send for our Special Offer to dealers and full information about the Luther Line.

This Attractive Display

is certain to draw the attention of prospective fishing tackle buyers, who upon close examination of these goods will always become purchasers.

Every sale allows YOU a good profit.

The Utmost in

Fishing Tackle Quality

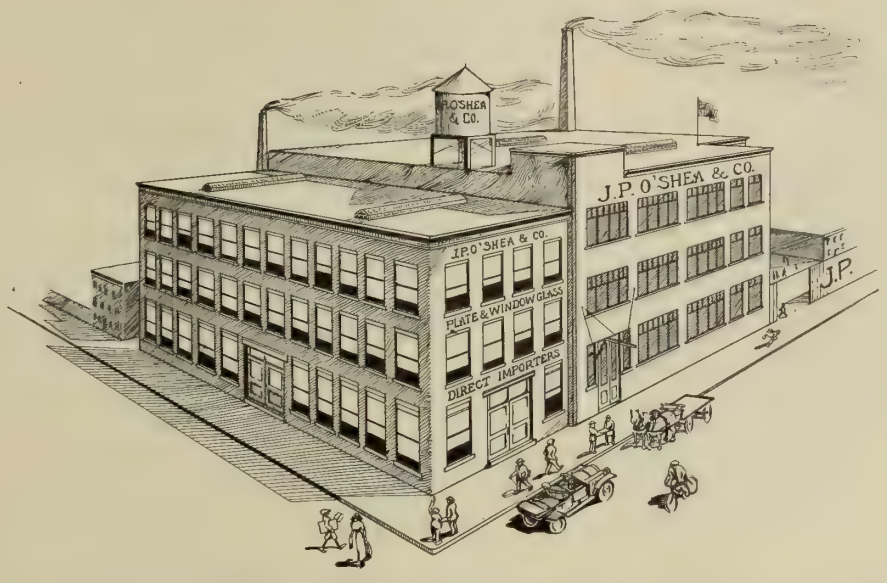
We have the largest line of fishing tackle on the continent. Hooks, Reels, Baits, Flies, Spinners, Furnished Lines, Phantoms, Leaders, etc.

They are the result of over 30 years' experience, and are backed by the record of good service.

Write us for our large illustrated catalog.

The Enterprise Mfg Co.

Akron, Ohio, U.S.A.



Now that our new factory containing 34,000 feet of floor space is complete, we are in a position to fill all orders for every kind of glass with promptitude.

DEALERS IN AND MANUFACTURERS OF

Ornamental Cut Glass
Wheel Mitre Cut,
Sand Blast, Embossed,
Fancy Chipping and
Wheel Cutting, etc.

POLISHED PLATE GLASS

British Plate,
Bevelled Plates, Cathedral,
Muranese,
Thick Plates, Chipped,
Florentine,
Rolled Plates, Enamelled,
Rough Cast Plates,
Ribbed Skylight, Sand Cut,
Wired Glass.

We Are Direct Importers

OF ALL KINDS OF BRITISH AND BELGIAN

PLATE and WINDOW GLASS

No work is too large for us, and no order too small to get our immediate attention. The large increase in our business has resulted in the erection of a new building, as shown above, and we solicit your business with the full assurance that we can give you the best possible service. Our prices are right, and we guarantee to ship promptly.

We manufacture mirrors of any size and style and guarantee satisfaction. Our special lines include fancy door lights for offices and dwellings, railway and bank work, grinding, bevelling, drilling and chipping. Leaded glass also a specialty.

MIRRORS

British, French,
German,
And Shocks,
Sheet Glasses,
16-21-26-32 oz.
Flashed Ruby,
" Blue,
" Amber,
" Green,
" Purple,
Designed to order, etc.
Also Pot Colors.

BENT GLASS

For Coaches, For Mirrors,
Yachts, Lamps,
Automobiles and Store
Fronts, etc., etc.

We always carry in stock ready for shipment:

Polished Plate Glass
Rolled Plate Glass
Bevelled Plate Glass
Cross Bevelled and Mitre Cut Plates
Rough Cast Glass
Wired Cast Glass
Bevelled British Plate Mirrors
Bevelled French Plate Mirrors
Plain Mirrors
Shock Mirrors
German Mirrors
Prismatic Glass
White Opaque Glass
Flashed Ruby Glass
Flashed Blue Glass
Flashed Green Glass
Flashed Amber Glass
Japanese Glass
Muranese Glass
Muffled White Glass
Muffled Colored Glass
Morocco Glass, etc., etc.
Sheet and Window and Enamelled Glass in all Patterns.

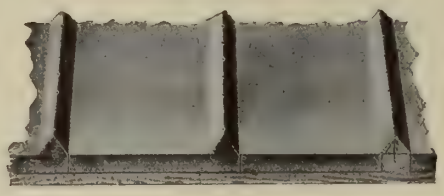
WRITE US FOR PARTICULARS. "PROMPTNESS" OUR MOTTO

J. P. O'SHEA & CO.

8-10 St. Agathe St., - - Montreal

Spring Time is always Roof Time

and Siding Time too, Mr. Hustling Hardwareman.



Many people in your locality are now making arrangements for new buildings or repairs to old ones. You can get their orders if you recommend that they use

Z. V. Crimp Sheets for the Roof

—handsome, economical and durable. Easy to apply and needing only your suggestion to be adopted.

Corrugated Sheets for the Sides

—The combination that puts the stamp of approval on the progressive farm.

These lines can be used as your leaders to secure the other hardware on these buildings and enable you to make up a nice order with an adequate profit.

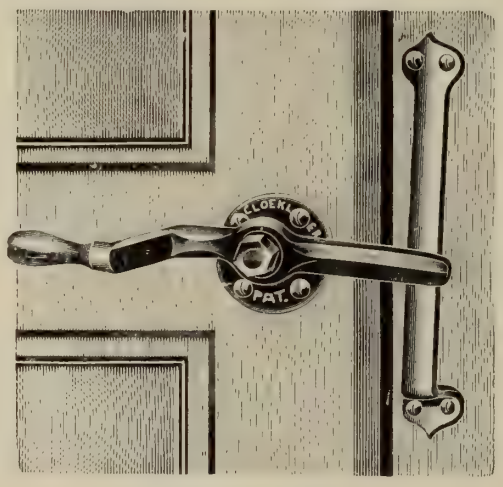
Get in touch with the house that makes these materials exclusively for the Western Trade.

OUR CATALOGUE AND PRICES ARE YOURS FOR THE ASKING

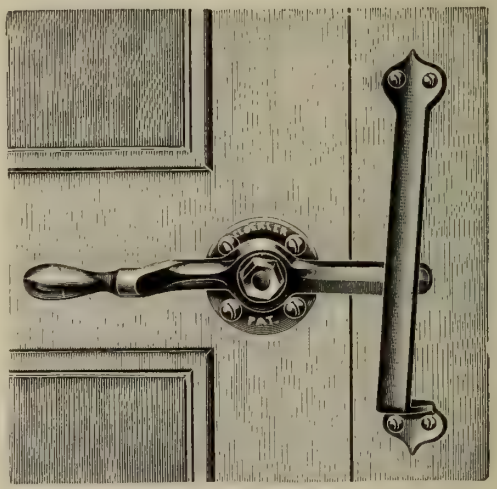
Winnipeg Ceiling and Roofing Company

P. O. BOX 2186 H, **WINNIPEG, MAN.**

Gloekler's Patent Refrigerator Door Fasteners



Forcing Door Open



Showing Door Forced Shut

THIS fastener has been the standard for Refrigerator Doors and cold storage work ever since it has been on the market, and, especially for heavy work, is without an equal. It is made heavy and substantial with nothing about it to break or wear out, and will "last a lifetime." Simple and easy to operate. In closing door, turn lever inside keeper and press down on handle, which seals the door absolutely tight with little effort. To open door, turn handle around until lever comes outside of keeper and lift on handle which will force the door open without any effort, no matter how tightly jammed.

We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated. Write for illustrated price list.

BERNARD GLOEKLER & CO. **PITTSBURGH, PA.**

Where Big Profits Are Obtained!

GOODHUE BELTS

The choice of most belt users, because they save money, time and trouble.

Goodhue Belts stretch from 15% to 25% less than any other, and will give a long, reliable service under adverse conditions.

The "Acme Waterproof" Belting is made for wet places, and is particularly distinguished for this special work. After once introduced, your sales will rapidly increase.

Write at once for full particulars and prices.

Goodhue Belts are absolutely guaranteed.

J. L. Goodhue & Co., Limited

DANVILLE, P.Q.

THE HANDY DIE STOCK

The "Stock That Locks"

We protect

the dealer

Self Contained—One set of dies threads all sizes in the stock. Adjustable bushings, no loose parts, nothing that can break.

Self-Locking Cams—Dies and guide held rigidly at any point without screws or nuts.

Quick Release—No time lost backing off; one turn back to clear the thread, throw over the lever and remove the die stock.

No Leader Screw—An easy threading die stock without any leader screw troubles.

Crucible Steel Dies—Cuts right and left hand.

Henderson & Richardson

234 Board of Trade Bldg.
MONTREAL

TRADE MARK KEYSTONE BRAND REGISTERED

Every Hardware Dealer

knows that it is important to have a good stock of Brushes for Spring cleaning. Whitewash and Kalsomine Brushes will be among the chief sellers and this is where we shine. Our

"Pixley," "Panco," "Klinker" and "Kracker"

have got them all beaten for value. These lines are made by our own patent process without pitch or cement, and are unequalled for popular priced lines.

In Brooms there is nothing to equal our

"Klondike" and "Jubilee"

Made of the finest selected corn; on handles polished as smooth as glass.

Now is the time to put in a stock.

Stevens-Hepner Company, Limited

PORT ELGIN, ONTARIO

A Good Sanitary and Silent Fixture.

A High-Grade Fixture at a Moderate Price.

Automatic Combination. Simple, Positive, Durable, Sanitary. Especially designed for Schools and Public Buildings of all kinds.

No Plumber Wants To Install

a Low Cistern Water Closet Combination that causes his customer to 'phone him every little while that the cistern is not working.

When he installed the fixture, to all appearances it was all right; but he now finds that the lining is too light, and the cistern is leaking. Further investigation of the "works" revealed the fact that the ball cock was light and flimsy, and that the refill tube did not allow enough water to remain in the closet bowl to be sanitary. The valve had a small overflow tube with a rubber float—and the rubber none too good at that. It is hard to get good rubber, even in shoes. Even best quality rubber in a float in water swells, and in a few months is worthless.

When a man buys a Low Cistern W. C. Combination, he doesn't want one that causes trouble, as in the case mentioned. He wants one that is BUILT ON RIGHT PRINCIPLES, and has the MATERIALS and WORKMANSHIP in it to stand the test—not for a few months—but for years.

"ROYAL" Low Cisterns are made by workmen who are proud of their work, and try to make every "ROYAL" Low Cistern W. C. Combination as good as they know how.

The Lining is Heavy Copper, double lock-seamed.

The Valve Float is made of COPPER—not a cheap rubber bulb.

The Ball Cock is noiseless.

The Woodwork is of Golden Oak, well finished and put together, and the Tank has Lock-Joint Covers.

When we say that "ROYAL" Low Cistern Combinations are "Fit for any Bathroom," we are telling you what we know to be a fact, and we ask the chance to prove it to you. Why not investigate? Our prices are no higher than for other makes that are uncertain, and we can quote you a price delivered to your city.

EVERY TANK BEARS OUR TRADE MARK.

T. McAVITY & SONS, Limited

St. John and Winnipeg

WAS THE GARDEN OF EDEN IN MISSOURI?

We all have that "show me" instinct which must have come from some common ancestor—the presumption is that it came from Adam.

The low-priced article is the money-maker.

With an effective display and attractive, alluring show cards (furnished by us) goods of first class quality and established reputation will sell themselves.

SAPHO ANTI-DUST

meets a long neglected demand for a sweeping compound which not only has a sweet, wholesome odor, but which is at the same time a strong disinfectant. **It is the only sweeping powder which kills moths, insects and disease germs, makes carpets look lie knew, reduces the expense of frequently washing uncarpeted floors.** Its advantages are manifold and we will gladly send you "selling details."

SAPHO INSECTICIDE

kills instantly cockroaches, bed bugs, ants and insects of all kinds. Summer hotels and cottages are entirely freed from all insects by the use of this preparation. It is beyond all doubt the most effective insecticide on the market and a quick seller. Last year's demand exceeded our capacity.

SAPHO METAL POLISH

is an old favorite among those who have used it. The composition makes it especially desirable for use on metal exposed to rain and damp.

By means of carefully thought out and ingenious selling schemes which are at your service, you will be shown how the Sapho products sell.

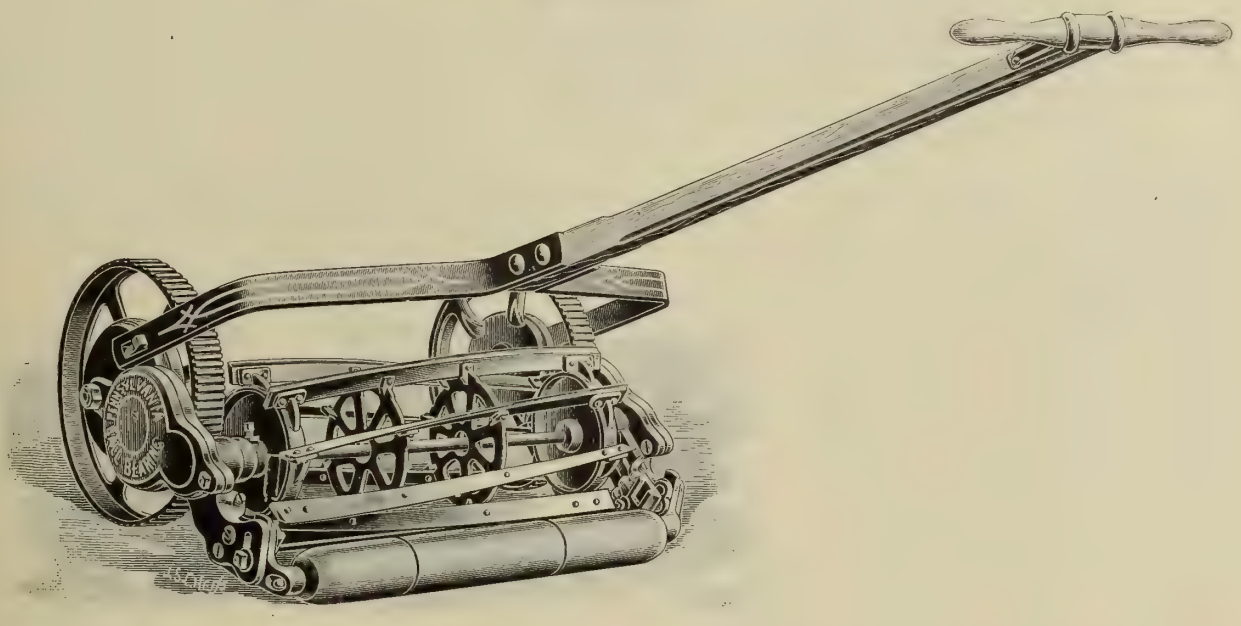
Write Sales Department "H."

Sapho Manufacturing Company, Ltd.

586-588 Sanguinet Street, Montreal, Que.

TORONTO **WINNIPEG**

PENNSYLVANIA
Quality



WE beg to advise the Canadian Hardwareman that we have established Jobbing Agencies for the distribution of the Pennsylvania Quality line of Lawn Mowers with the following wholesale firms whose purchases at our lowest car load prices enables them to supply the trade at favorable figures :

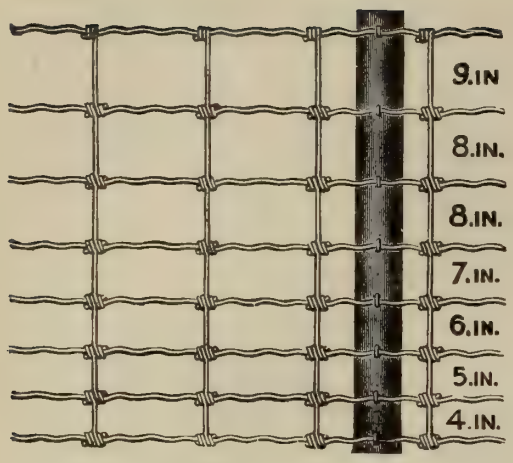
QUEBEC, CHINIC HARDWARE CO.
MONTREAL, CAVERHILL, LEARMONT & CO.
OTTAWA, THOS. BIRKETT & SON CO., LIMITED
TORONTO, H. S. HOWLAND, SONS & CO., LIMITED
TORONTO, RICE LEWIS & SON, LIMITED
HAMILTON, WOOD-VALLANCE & CO.
WINNIPEG, WOOD-VALLANCE, LIMITED
VANCOUVER, WOOD-VALLANCE & LEGGET, LIMITED

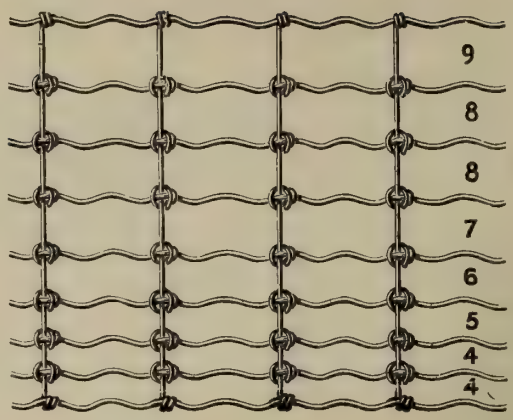
The world-wide reputation of PENNSYLVANIA QUALITY Lawn Mowers has been attained by the use of the highest cost materials and mechanics, and the perfect work, ease of operation and long service for which the PENNSYLVANIA is noted, prove it to be the cheapest and most economical Lawn Mower on the Market.

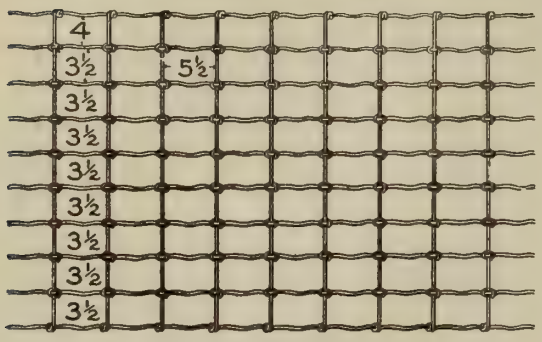
We shall be glad to mail anyone a copy of our latest catalog.

Supplee Hardware Company

PHILADELPHIA, PENNSYLVANIA







STABLE GUARD
For Front of Horse and Cattle Stalls

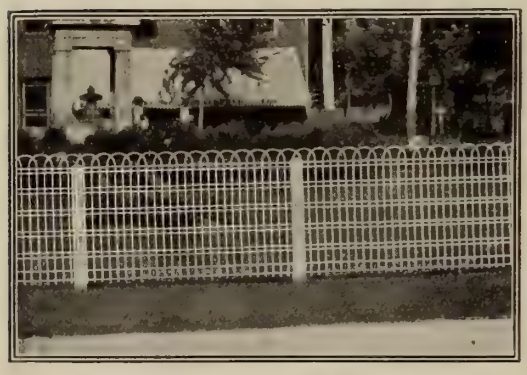
SAFE-LOCK AND MONARCH FENCES

are not built to procure one time orders but rather to give a satisfaction that ensures repeat orders.

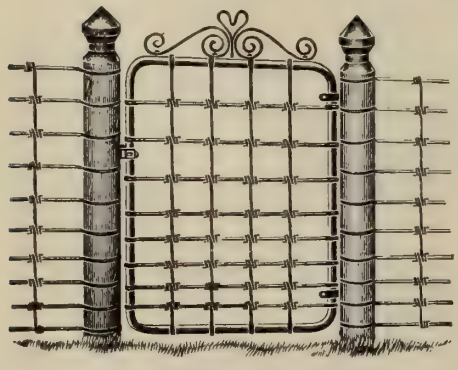
Better get our large catalog at once.

We guarantee satisfaction.

OWEN SOUND WIRE FENCE CO.,
LIMITED
Owen Sound, Ontario

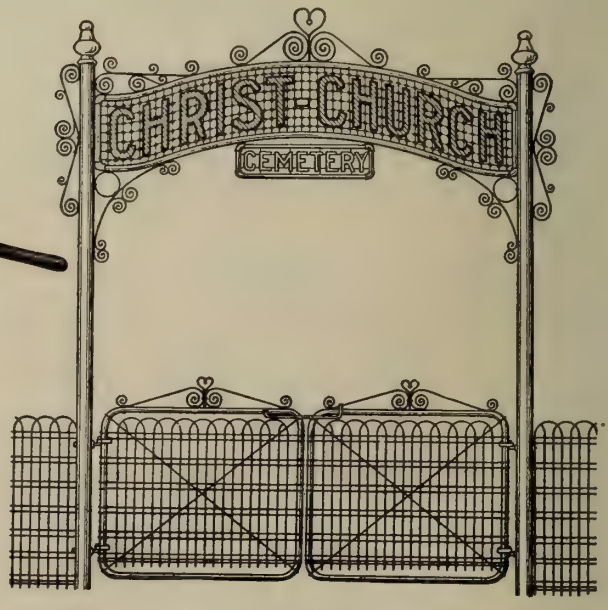


ACME LAWN FENCE
From 12 inches to 72 inches high



FARM and WALK GATES
Made in all Sizes, with or without Scrolls

Universal Post Hole Diggers



CEMETERY ARCH
Massive and Strong

Beal Bros., Limited, Toronto, Ont.

Do you want quality at moderate prices?

We Have Both

Harness Leather
(Round Knife Brand)

Lace Leather
in Sides or Cut Laces

Black Leather Money Pouches

3 pocket - - - -	$15.00 Dozen
4 pocket - - - -	$15.75 Dozen
5 pocket - - - -	$16 50 Dozen
3 pocket, large - -	$18.75 Dozen
4 pocket, large - -	$18.90 Dozen
5 pocket, large - -	$19.88 Dozen

Liberal discount to the trade

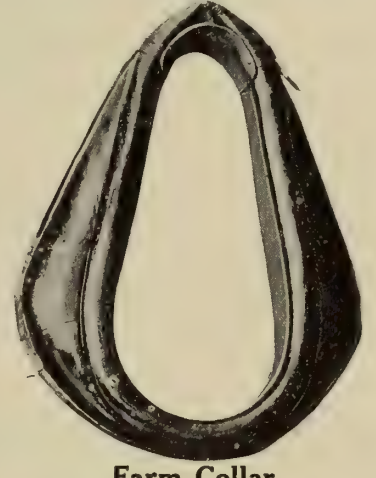
Oil Tan Moccasins and Sporting Boots.
Have Patent Stiffened Heel

5 Ring Solid Leather Halters

Common Sense Feed Bags
Heavy canvas leather gussett and breathing holes in front

Wooden Bottom -	$15.00 dozen
Leather Bottom -	$22.50 dozen

Liberal discount to the trade



Farm Collar

QUOTATIONS ON APPLICATION

We are extensive manufacturers of Horse Collars, Harness, all kinds, and Harness parts

BEAL BROS., LIMITED,

52 WELLINGTON STREET EAST,
TORONTO, ONTARIO

TANNERY, UXBRIDGE, ONT.

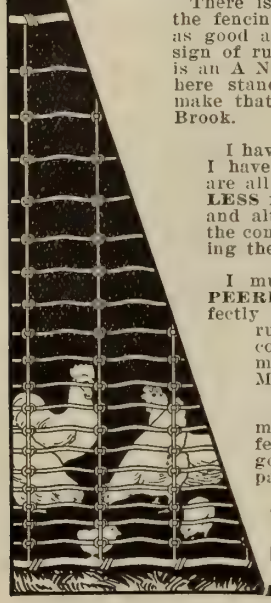
Tanners & Harness Manufacturers

Why Not Sell the BEST Fence?

When you sell a fence your customer holds *you* responsible for its quality—not the maker. So why not sell the fence that will satisfy your customers and bring them back for more? Read what some dealers have to say about the

Peerless Fence

Saves Expense



There is no fault to find with your fence the fencing I put up four years ago is just as good as the day I put it up, showing no sign of rust and giving good satisfaction. It is an A No. 1 Fence. The **PEERLESS** around here stands the test better than any other make that I have seen.—John Mason, Spring Brook.

I have been well pleased with all the wire I have received from you. My customers are all highly pleased with all the **PEERLESS** fencing they have received from me, and although opposition is very strong in the community, **PEERLESS** Fencing is taking the lead.—Wm. F. Mills, Wheatley.

I must honestly confess I have found **PEERLESS** Fencing, once stretched, perfectly satisfactory. I have never seen any rust on it yet, nor have I received one complaint from the many different men I have sold wire to.—J. H. Craig, Metcalfe.

We manufacture farm and ornamental gates, lawn, farm and poultry fences of a quality that will build up good business for you. Write for particulars.

The Banwell-Hoxie Wire Fence Co., Ltd.

Dept. A.K. HAMILTON, ONT. WINNIPEG, MAN.

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the

Highest Standard Lampblacks

for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

"WE MAKE NOTHING ELSE And our goods show it"

The "Norcross" Line of GARDEN CULTIVATOR-HOES and WEEDERS

Our 5-Prong is the only one having detachable ferrule (Patd.) providing for attaching cultivator to wheel plows.

Our new 3-Prong is a modification in size, weight and cost, cheap as a common hoe in price and pays a larger profit.

ANY WOMAN CAN USE THIS WITH EASE

Our midget is the greatest of all Flower Weeders. Material, workmanship and finish of highest quality. All Prongs Detachable. Write us for circulars.

Canadian Jobbers who handle the "Norcross" line are—

McLennan, McFeely & Co., Ltd., Vancouver, B.C. Lewis Bros., Ltd., Montreal, Canada. The Eureka Planter Co., Ltd., Woodstock, Ont.

C. S. NORCROSS & SONS, - BUSHNELL ILL., U.S.A.

Patentees and Sole Manufacturers

More-Profit Pumps ---Real Profit

No use to sell a pump that makes trouble for a dealer with his customer.

The trouble is remembered. The cost of repairs is dead loss of time and temper. The dealer suffers.

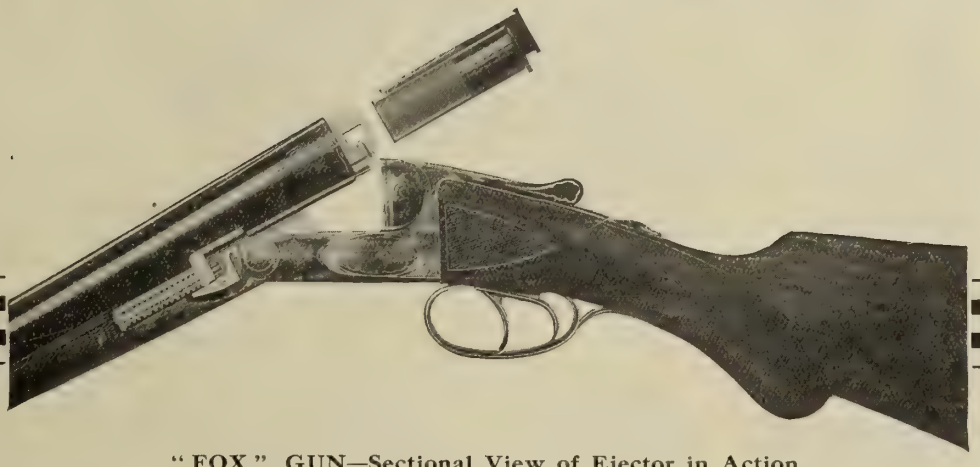
"Aremacdee" hand and motor metal pumps for force or lift use, every kind, are shown in the big catalogue.

Dealers, ask for prices and terms. Get real profits on your metal pump sales.

THE R. McDOUGALL CO., Limited

GALT, CANADA

GET READY!



"FOX" GUN—Sectional View of Ejector in Action.

FOR A BIG SEASON'S GUN TRADE

One of the most profitable branches of your business.
We have a complete line and are booking orders NOW.
Our stock includes the following well-known makes:

THE PARKER
THE FOX
THE ITHACA
} THE MOST POPULAR AMERICAN DOUBLE-BARRELLED GUNS

THE TOBIN—MADE IN CANADA. STRICTLY HIGH GRADE

REMINGTON PUMP GUNS, WINCHESTER REPEATERS, MARLIN REPEATERS, as well as several lower priced grades in both double and single barrel.

We handle orders carefully and ship promptly.

WOOD, VALLANCE LIMITED
WINNIPEG

"Clyde" Hercules

Rockwell Pattern

The

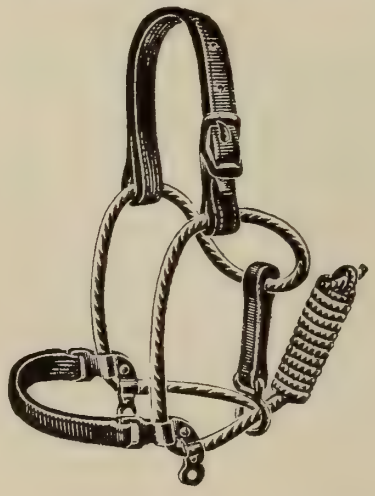
Handy Hame Strap

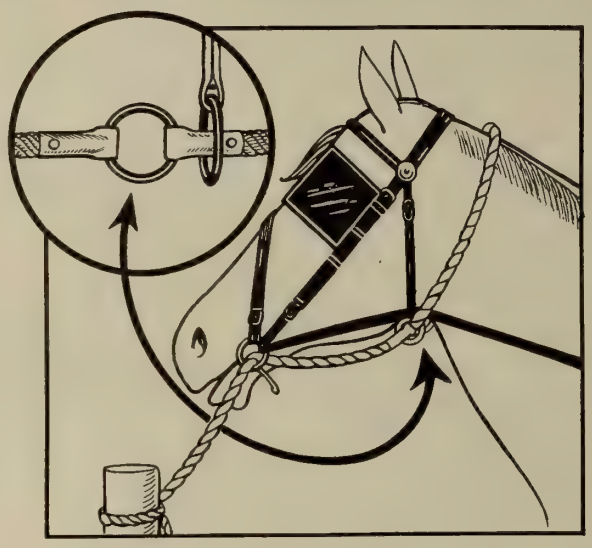
NEVER SLIPS

DO YOU SEE THAT HOOK?

It withstands the extra wear at this point and prevents slipping when being pulled up. When ordering Hame Straps be sure to specify "The Handy." Through your jobber or direct.

"Giant" Hercules





THE HARVEY TIE

This Tie has met with such favor locally that we have decided to offer it for general sale. There is no snap to break and no knot to untie. Simply throw it over the head and run the shank through the bit. On a straight pull a ring will stand three times as much as a snap.

HERCULES HALTERS HOLD HORSES

and selling HERCULES HALTERS will not only HOLD your HALTER trade, but will increase it.

The "Giant" Hercules here illustrated is, without exception, the strongest halter on the market to-day, which can be retailed for less than a dollar. This Halter created a great deal of interest at both the Guelph and Montreal Hardware Exhibitions. One farmer, on seeing it in our exhibit, said to his friend: "I cured an 1800-pound horse of halter-pulling with one of those halters. He pulled just three times and quit."

The "Clyde" is a very heavy halter, made of quarter-inch stock, all double and stitched, and weighs 25 pounds to the dozen. It makes a splendid dollar and a quarter line, with 50% profit. Worth considering, isn't it?

Why not try a sample order of Hercules Halters? They are sold by the leading Jobbers in Canada, or direct from the factory. We will prepay a set of six samples to any point in Ontario or Quebec, or give you a list of Jobbers handling them, on application. It's almost a case of "Dollar Diplomacy," and dollars count.

G. L. Griffith & Son

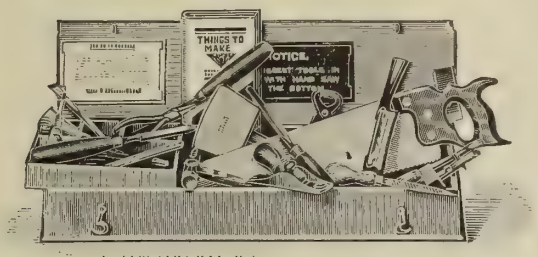
Melbourne, Ont.

Halters, Harness and Saddlery Specialties

BRITISH EMPIRE TOOL SETS

Order Them Now.

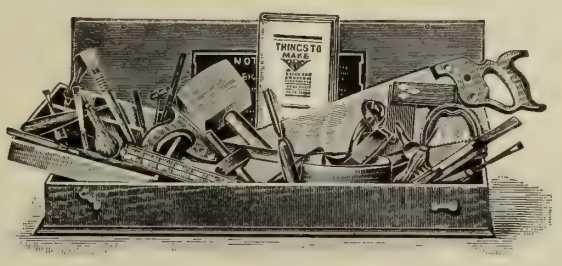
No. 1. 7 Tools. Retails at 80c.
Saw, Rule, Chisel, Gimlet, Bradawl, Hammer, Turnscrew, Booklet.



No. 5a. Containing 22 Tools. Retails at $5.00
Similar to No. 5, but with 18 in. Handsaw, 2 ft. Folding Rule and 3 additional Tools, in larger box.

No. 3. 13 Tools. Retails at $1.50
Saw, Pliers, File, Rule, Hammer, Mallet, Turnscrew, Chisel, Bradawls (2), Gimlets (2), Nail-lifter, Booklet.

No. 2. 10 Tools. Retails at $1.25.
Saw, Chisel, Hammer, File, Turnscrew, Gimlets(2), Bradawl, Rule, Mallet, Booklet



No. 6. Containing 26 Tools. Retails at $7.00.
Handsaw (22"), Backsaw, Metal Padsaw, Hammer, Plane, Spokeshave, Chisels (2), Gouge, Gimlets (2), Pincers, Pliers, File, Marking Gauge, Turnscrews (2), Folding Rule, Bradawls, Square, Mallet, Marking Awl, Brad Punch, Glue Pot and Brush, Carpenter's Pencil, Nails, Booklet.

No. 4. 16 Tools. Retails at $2.50.
Saw, Pliers, File, Rule, Chisel, Hammer, Pincers, Gimlets (2), Bradawls (2), Metal Plane, Turnscrews (2), Marking Gauge, Carpenter's Pencil, Booklet

Sole Canadian Representatives:

Henderson & Richardson,

234 Board of Trade Building, Montreal.

SPEAR & JACKSON, LTD.,

Sheffield, England.

Rope and Cordage of All Kinds

Ask for our Hayfork and Sling Ropes
Best Manila, British Manila and Sisal

BEST IN QUALITY.
PRODUCT OF CANADIAN INDUSTRY
LEADING IN POPULARITY.

BRANTFORD CORDAGE CO.

BRANTFORD, CANADA LIMITED

A Good Year-round Seller!!

is within your reach. Seize this opportunity to stock

The "Tweed" Sanitary Chemical Closet

It will bring you surprising results.

Bottom and top stamped out of 20 gauge Galvanized Steel and is very strong, durable, attractive and guaranteed to be absolutely sanitary, and to satisfy every user or money refunded. The only closet with closed-in top.

Up-to-date facilities and special machinery enable us to produce these superior grade closets at a very low price.

We will help you to get started by sending you circulars, talking points, or an expert salesman and cut for local advertising.

Large stock on hand, can ship promptly. Get after summer resort business.

Family size retail for $18.00.

Write for Catalog

THE

Steel Trough and Machine Co., Ltd.

TWEED, ONTARIO

HANDLES

Axe, Adze, Pick, Sledge, Hammer,
Cant Hook, Peevie, Spike Maul,
Hay Fork, Manure Fork,
Hoe, Rake, Shovel,
Handles.

WHIFFLETREES,

DOUBLETREES,

NECKYOKES.

It is advisable to place your orders early for FORK HANDLES in order to have them reach you the week you want them. Our fork handles are made of naturally seasoned northern white ash, carefully graded and beautifully finished.

W. C. CRAWFORD COMPANY,
LIMITED

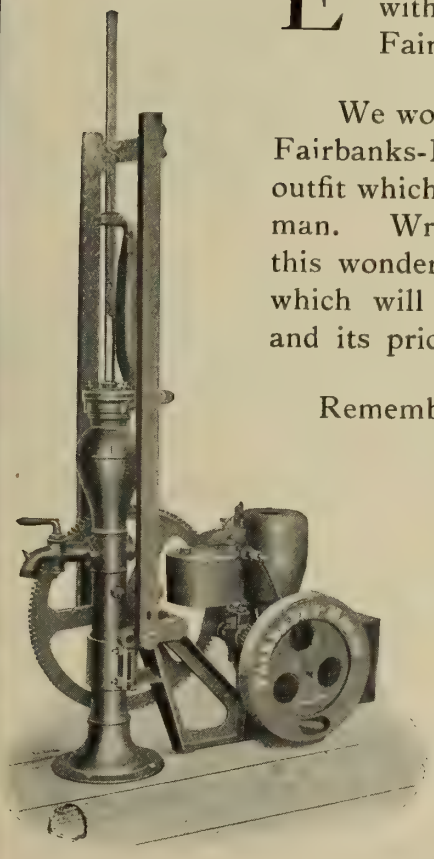
TILBURY, - - - ONT.

PROFITABLE LINES

For Every Hardware Dealer

EVERY hardware dealer should be familiar with the lines carried by The Canadian Fairbanks-Morse Co., Limited.

We would like to draw your attention to the Fairbanks-Morse "Eclipse" Pumper. This is an outfit which should be known by every hardware-man. Write us and let us tell you more about this wonderful outfit. A regular gasoline engine which will do many odd jobs around the farm, and its price makes it within reach of everyone.



Fairbanks-Morse "Eclipse" Pumper

Remember, when ordering your supplies, that we carry Valves, Scales, Steam Goods and Plumbers' Supplies, Roofing, Transmission Appliances, Small Tools, Pumps and Farm Machinery. Before ordering write and get our catalogs. A card to our nearest branch will bring them to you.

Fairbanks Standard Scales

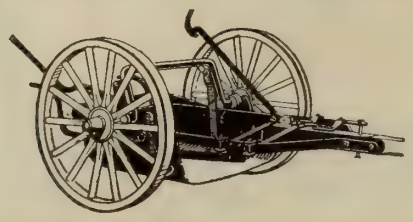
THE CANADIAN FAIRBANKS-MORSE CO., LIMITED

Fairbanks Standard Scales—Safes and Vaults.
Fairbanks-Morse Gas Engines.

MONTREAL, ST. JOHN, OTTAWA, TORONTO, WINNIPEG,
CALGARY, SASKATOON, VANCOUVER, VICTORIA

Good Profits Assured

TO THOSE WHO SELL OUR HIGH GRADE MACHINERY



Meaford Double Strength Wheeled Scraper

The latest improvement in wheeled scrapers, far excelling all others in mechanical construction, durability and simplicity. Bowl or box is made from a single sheet of high carbon steel and so shaped as to give maximum strength and capacity. Made in two sizes, Nos. 2 and 3, both in pressed bowl and square box.

Sterling Concrete Carts

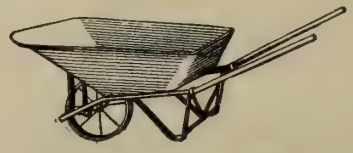
Roller Bearing Wheels. Big Capacity. Simple and Durable. Made in five sizes, Nos. 0, 1, 2, 3 and 4.

Meaford Solid Pressed Steel Drag Scraper

Pressed from a solid plate of High Carbon Steel, made in 4 sizes, Nos. 0, 1, 2 and 3. Handles on top or sides with or without runners. No. 0 supplied with chain bail if required.

All Steel Tubular Barrows

Pressed Steel Trays, Tubular, Iron Handles. Made in six sizes, Nos. 0, 1, 2, 3, 4 and 5.



Sterling Roller Bearing Wheelbarrows

Sterling Line of Roller Bearing Wheelbarrows, the easiest pushing Wheelbarrow on the market.

Meaford Improved Fresno Scraper

The most economical earth-moving tool in existence—for constructing ditches, levelling land, irrigation and other purposes. The remarkable performance of this form of scraper is just beginning to be appreciated. A carefuf investigation of this proposition will lower the cost of your work. Driven, loaded and dumped by one man.

Grading Plows

Made from specially prepared Plow Steel, White Oak Beams and Handles. Made in four sizes, Nos. 1, 2, 6 and 7.

Wooden Railroad or Navvy Wheelbarrows

Seven different styles to choose from. Supplied with Iron or Steel Wheels.

Selling Agents:

Alexander Gibb, 13 St. John St., Montreal.
Bissett & Loucks (Ltd)., 151 Notre Dame Ave., E., Winnipeg.
John Burns, 329 Railway St., Vancouver.

Write for our illustrated catalog No. 9, giving styles, sizes and full description. Our line is absolutely guaranteed.

The Meaford Wheelbarrow Co., Limited

MEAFORD, ONTARIO

B. & S. H. Thompson & Co.
LIMITED

MONTREAL

SOLE AGENTS IN CANADA FOR

UNITED STATES STEEL PRODUCTS CO., Sheet Steel and Tinplate Depts., -	**New York**	Sheet Steel and Tinplate for all purposes.
EMILE REGNIERS & CO., - - -	**Charleroi**	Belgian Window Glass.
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VERBAND DEUTSCHER ZINKWALZWERKE,	**Berlin**	Sheet Zinc.
HULL OIL MFG. CO., LTD., - - -	**Hull**	Castor Oil, Soya Bean Oil, Castor Meal, Soya Meal.
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BURMAN & SONS, LTD., - - -	**Birmingham**	Horse and Toilet Clippers.
ASSOCIATED PORTLAND CEMENT MNF'RS. (1900) LTD., - - -	**London**	Cement and Whiting.

In addition to the above lines we handle Brass and Copper Sheets and Tubing, Ingot Tin, Wired Glass, Nitrate of Lead, Zinc Oxides, Sal Ammoniac, Plate Glass, Gold Leaf, Metal Leaf, and Italian Marble, etc., etc.

We Solicit Your Enquiries

H. Boker & Co.'s Tree Brand Cutlery

Fix that name, Tree Brand, firmly in your mind. It is the high water mark in high-grade cutlery, and when you stop and think about it, what goods make a finer display, or pay a better profit, than a well selected assortment of Pocket Knives, Razors, Shears and Scissors? But be careful in buying—just as "A tree is known by its fruit," so is a Boker Knife known by its CUT. The QUALITY that makes customers, and holds them, is there. Boker Cutlery sells to everybody. Order now.

For Sale by Leading Wholesale Hardware Houses

"ATLAS BRAND"
"IMPROVED BLUE TWILLED"
EMERY CLOTH

—AND—

"IMPROVED CABINET"
FLINT PAPER

TWO HIGH-GRADE STAPLE LINES
SPECIALLY MADE FOR CANADIAN TRADE

FULLY GUARANTEED

GET SAMPLES

YOU WILL BE SURPRISED
AT THE LOW PRICES

LONDON EMERY WORKS CO.
LONDON, ENG.

CANADIAN REPRESENTATIVE:
W. FRANK MURPHY
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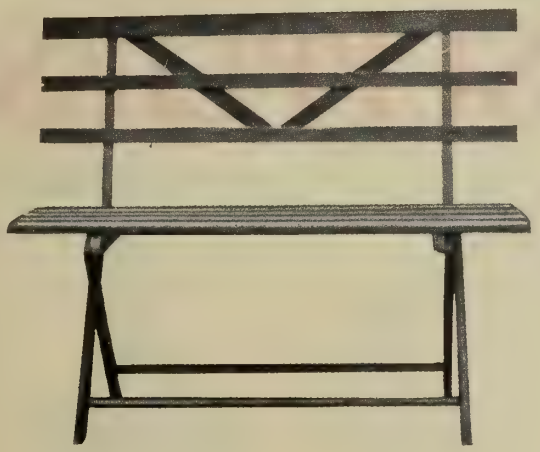
Supply Your Farm Trade
WITH
STILL'S
Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want---the durable, service-giving kind.
Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.
Get our circulars and discounts at once.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS - ONT.

THE STRATFORD MFG. CO., LTD.



You Are Not Completely Prepared

for the Spring and Summer seasons unless you have these high grade articles in stock.

"Stratford" Lawn Swings, Ladders and Camp Furnishings

are articles upon which every dealer can absolutely rely to sell well and give unlimited service to the user.

We have gained a reputation for treating every dealer squarely and we make it our aim to retain this reputation through our dealings with YOU.

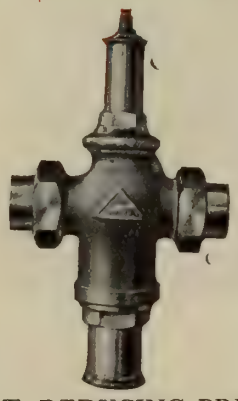
The Stratford Mfg. Co., Ltd.

STRATFORD, ONTARIO

QUICK SHIP-MENTS OUR SPECIALTY

WRITE AT ONCE FOR PRICES AND PARTICULARS

ENGINEERS' AND PLUMBERS' SUPPLIES



J.M.T. REDUCING PRESSURE VALVE

This is a valve that the engineer invariably chooses. Made from the highest grade material. Always gives splendid service.

No. 805—Corner Lavatory

THE "VICTORIAN" VITREOUS-CHINA LAVATORY

is absolutely impervious to crazing or chipping and always retains its rich, glossy and cleanly appearance. It is the choice of modern architects.

J.M.T. GLOBE VALVE

This valve has been on the market for over 15 years and is universally recognized by steam users. The high quality explains the reason.

You Can Sell Our Goods With Confidence —They Are Absolutely Guaranteed

Every dealer who does not know Morrison's goods should make it a point to get acquainted at once.

They are the most reliable and most saleable line that you can handle, always paying an attractive profit.

Let us send you a trial order—then you will be convinced as to the selling qualities of Morrison's Supplies.

CATALOGUE TO THE TRADE

The James Morrison Brass Mfg. Co., Limited

93-97 Adelaide St. West, TORONTO

GLASS

GLASS

We carry a full stock of Glass of every description for building purposes.

PLATE

SHEET

FIGURED

MIRRORS

LEADED

Write for our leaded glass catalogue.

THE CONSOLIDATED PLATE GLASS COMPANY
OF CANADA, LIMITED

Montreal
30 ST. SULPICE ST.

TORONTO
241 SPADINA AVE.

Winnipeg
375 BALMORAL ST.

PURITAN
MOTOR WASHER

The "Puritan" Motor Washer has taken hold splendidly in the cities and towns where waterworks are established. The strength, simplicity and fine finish of the motor, and the fact that it works on very low pressure, have given the best of satisfaction to those who have bought one. The tub and washing mechanism are just the same as in the old favorite "Puritan" hand washer, and that means that there is nothing better made.

CHAMPION
High Speed Washer

The **"Champion"** High Speed Washer has also the same tub and rubbing mechanism as the old "Puritan," but a new and improved drive. The feature of it is the heavy balance wheel, which revolves several times for every stroke of the lever, making the "Champion" work with wonderful ease and smoothness.

"BLUE BELLE" WASHER

The **"Blue Belle"** Washer is of the revolving tub type, and for those who prefer that kind of a machine it has no equal. The tub revolves in one direction while the upper rubbing board turns the opposite way, making it very fast. Heavy coil springs underneath the tub assist materially in working it.

MAXWELL ELECTRIC WASHER AND WRINGER

We are the first manufacturers in Canada to design and place upon the market an Electric Washer and Wringer as illustrated. This is driven with one-eighth horse-power Motor and can be attached to any ordinary electric lamp socket, and Washing Machine and Wringer are independently driven—the one can be thrown out and the other operated by a very simple device and can be used in any house where electric wiring is installed.

It Will Pay You As to the Sell "MAXWEL

The "Maxwell" products are known quality and highly efficient service.

The dealer who handles this line is goods that allow an attractive profit and

Our factory is thoroughly equipped for making quick shipments are the best.

Write Us To-day For Our

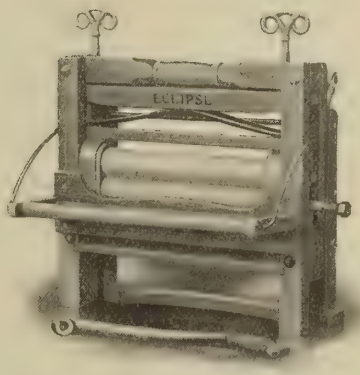
David Maxwell and

'FAVORITE" CHURN

Maxwell's **"Favorite"** is used all over the world—in Denmark, the butter country of the world—in the United States, in spite of high tariffs—and in every section of Canada. Our Agricultural Colleges and Govt. Inspectors recommend it, because it is the finest butter-maker in the world.

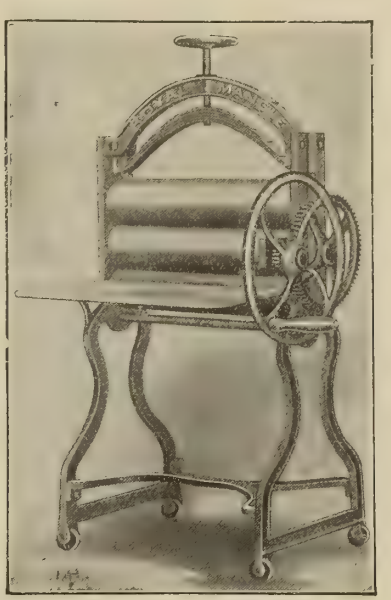
The roller bearings—and hand and foot levers—make churning an easy task, even for a child.

All sizes from ½ to 30 gallons.



"ECLIPSE" WRINGER

We illustrate **"Eclipse,"** the latest type we have placed on the market. This Wringer can be attached to Laundry tubs of any description. We manufacture a line of Wringers embracing between 50 and 60 different machines from 10 inches to 14 inches in width and from one to five years' grade, with and without ball bearings or covered gear. A variety to suit the wants of all customers.



ROYAL MANGLE

The **Royal Mangle** is a household convenience in which you could do considerable business with a little pushing. The value of a mangle in the large household is not yet fully appreciated, but the introduction of half a dozen "Royals" in your neighborhood would go a long way toward making its value known.

To Experiment

ing Qualities of

L" GOODS

from coast to coast, known for their high

handling goods that most people select—
are guaranteed against imperfection.

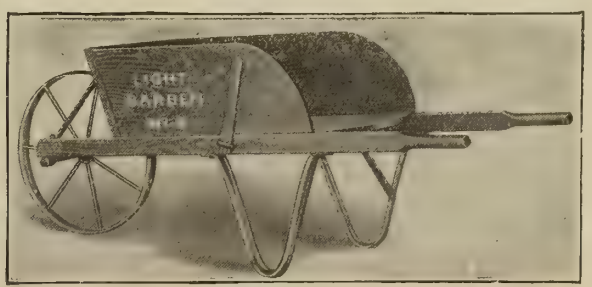
with special machinery and our facilities

Large Illustrated Catalogue

Sons, St. Mary's, Ont.

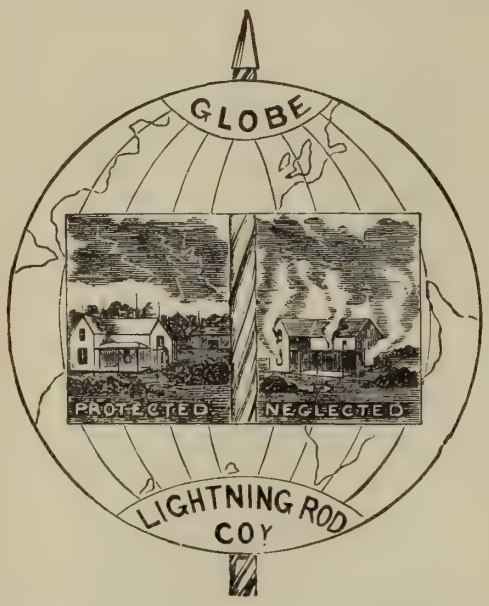
Maxwell Lawn Mowers are known throughout Canada for their easy running, their clean cutting, and their ability to stand up to hard work indefinitely. They have cold rolled steel shafts, crucible steel cutter knives and plates, and the finest material and workmanship throughout.

MAXWELL LAWN MOWERS



GARDEN BARROW

are made in several sizes to meet the requirements of the buyer. They are built to wear as well as to balance and handle conveniently.



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

WE WANT A MAN

of good character, in each city, town and village in Canada, where we are not already represented, to act as our

SPECIAL CIRCULATION REPRESENTATIVE.

Work is dignified and educative. Previous experience unnecessary. Duties at first need not interfere with your present employment.

WE WILL ASSIST THE RIGHT MAN TO BECOME INDEPENDENT FOR LIFE.

If you are making less than $100.00 a month, and are trustworthy and ambitious to learn and become competent to handle our business in your vicinity, write us at once for full particulars.

MACLEAN PUBLISHING COMPANY,
143-149 University Ave., Toronto, Ont.

MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

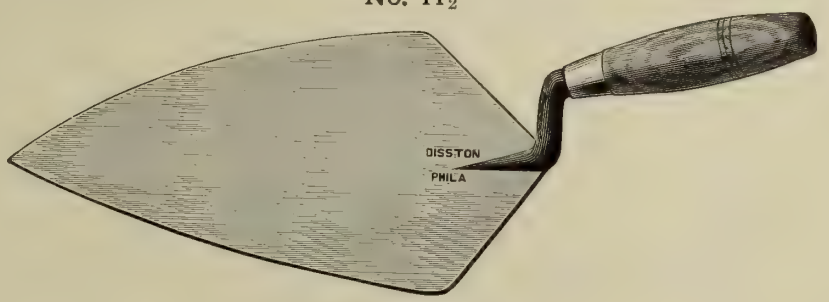
TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.

DISSTON TROWELS

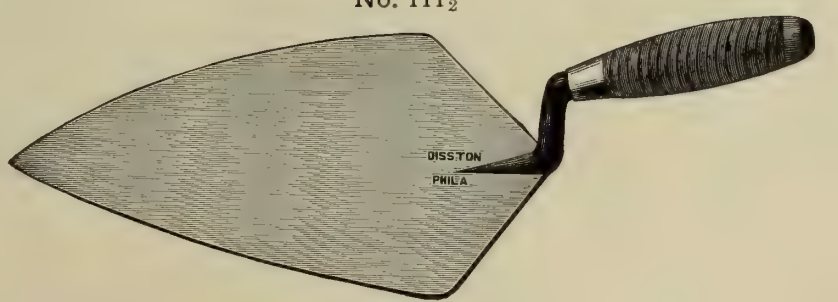
Some users preferring the New York Pattern Brick Trowels with handle having a solid wood end, instead of through riveted tang, we have made up the Nos. 11½ and 111½ to meet these requirements.

No. 11½



REGULAR GRIP

No. 111½



LEATHER GRIP

We shall, of course, continue making the Nos. 11 and 111 patterns, which differ only in having the through riveted tang. Each number made with the LIFT or hang at three different heights.

Our purpose is to furnish the goods wanted and of a quality that will give perfect satisfaction.

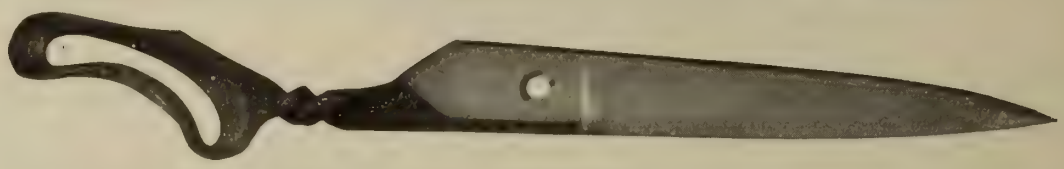
HENRY DISSTON & SONS

INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA

The WISS STEELFORGED PROCESS makes WISS SHEARS SUPERIOR in SHARPNESS and DURABILITY



It's a Profit-Producing Policy to Sell Wiss Shears and Scissors

Perhaps you say—as thousands of other clever merchants have said—

"I don't care a snap about BRANDS. I judge by merit—and not by NAME."

That's right—DEAD RIGHT.

And the best of all reasons why you should want to sell WISS Scissors and Shears.

We've been producing high grade cutlery since 1848. We've got the experience—the plant—and the men. It was only natural that "WISS" should perfect the celebrated "STEELFORGED" Process—the wonderful welding of a high carbon crucible steel cutting edge onto a breakproof frame of forging steel.

The merchants who buy on a COMPARATIVE MERIT and VALUE BASIS are our biggest and most discriminating customers.

AND THESE MERCHANTS ENJOY THE BEST TRADE—MAKE THE MOST PROFIT—AND KEEP THEIR CUSTOMERS.

Send for free catalog, illustrating 167 patterns and interesting information on building up REAL scissors and shear trade.

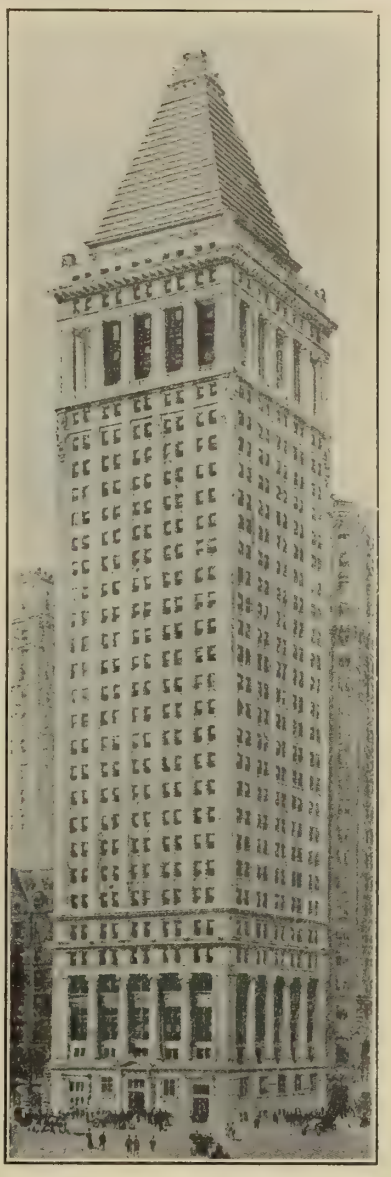
J. WISS & SONS CO.

Newark, N.J. - - - U.S.A.

Toronto Office: 145 Wellington Street West.

The Woolworth Building
55 Stories, 750 ft. High

The Metropolitan Tower
45 Stories, 710 ft. High



The Bankers' Trust Building
39 Stories, 535 ft. High

Three of the Highest Buildings in the World

Equipped exclusively with

TRADE
CHICAGO
MARK

"Triplex" Spring Butts and Hinges

A PRODUCT OF RECOGNIZED SUPERIORITY

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

TRADE CSB CO MARK

Chicago Spring Butt Company

CHICAGO NEW YORK

TRADE CSB CO MARK

YALE

No Locks are Yale Locks unless made by Yale & Towne

Yale Locks and Hardware for Canada will be made in Canada

Our new factory at St. Catharines, Ontario, will be ready to begin the manufacture of Yale products May 1st. This new plant will be a duplicate of our American plant at Stamford, Connecticut, in everything except size.

You can be sure of the same quality in Canadian-made Yale products that has characterized those made in the United States.

As soon as the factory is in operation, your orders for

Yale Cylinder Locks	Yale Cabinet Locks
Yale Night-latches	Blount & Yale Door Checks
Yale Padlocks	Triplex, Duplex and
Yale Builders' Hardware	Differential Chain Blocks

will be handled with greater efficiency and promptness than has been possible before.

YALE

No Locks are Yale Locks unless made by Yale & Towne

With the opening of our new plant and our improved facilities for supplying the trade, we will increase our advertising, and, with your help, will build up a demand for Canadian-made Yale goods equal to that now existing in the United States.

Canadian Yale & Towne Limited

Makers of YALE Products in Canada

St. Catharines, Ontario

These Goods Sell on Sight!

COLLINS

3-Gallon

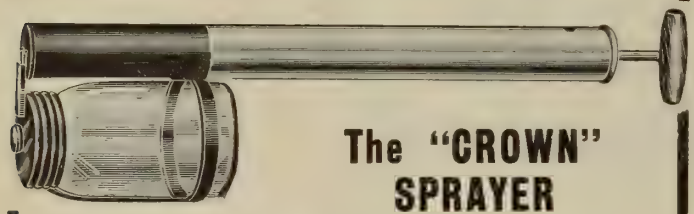
Improved Automatic Compressed Air Sprayer

Holds 1-3 more than any other sprayer on the market.

By a little change in the nozzle it will throw a long distance stream, about 35 feet.

One of the great features in this machine is our COUPLING, CONTROLLED BY US. constructed in such a way that the handle does four operations.

1st—Puts the cap on by turning handle to the right. 2nd—Takes cap off by turning to the left. 3rd—By inserting handle under clips or hooks can be carried from place to place. 4th—The same handle does the pumping. Every part is of the very best material, made by skilled workmen, so that we never have any blow-outs or leaks. Holding three Imperial gallons—when properly charged will run for fully 10 minutes before recharging.



The "CROWN" SPRAYER

This is an ideal sprayer for spraying flowers, trees, etc., can also be used for washing buggies or windows. The price will interest you.

The old reliable One Quart Crown Sprayer now on the market for several years, and the demand increasing every year. **It is adapted for spraying all kinds of Disinfectants, Fly Oils, Paris Green, etc. The great advantage of this Sprayer is the glass reservoir—contents always in view and should the glass get broken, step into the kitchen and replace it with another.**

Made of the best material all throughout, the barrel of heavy tin, 1¾ in. in diameter by 20 in. long, double spray, two curved brass tubes leading to contents, permitting it to spray upwards or downwards. Absolutely non-rustable.

Write at once for full details and prices.

The Collins Manufacturing Co.

413-415 Symington Ave. TORONTO

"The best quality in any quantity is our motto"

Do you realize that Quality counts?

Do you realize that it is essential to have a good strong point and heads that will not fly off on tacks and nails, when driving them into hard or soft wood?

Our modern plant and the capital selection of our plate guarantees these qualities. Write for samples and prices.

MORRISBURG TACK MFG. CO'Y, LIMITED.

MORRISBURG, ONTARIO, CANADA.

"B-E-R-E-C" MIDGET POCKET LAMP

MADE IN

LONDON, ENG.

The smallest and best finished pocket lamp in the world. Covered in real crocodile, lizard or morocco leather, **$1.50**
Sterling Silver, **$6 00**

SOLE AGENTS FOR—

B-e-r-e-c Pocket Lamps, Torches, Handlamps, Electric, Medical and Surgical Coils and Lamps, Fancy Goods, Clocks, Automobile Accessories, Etc.

SOLOMON & SPIELMANN

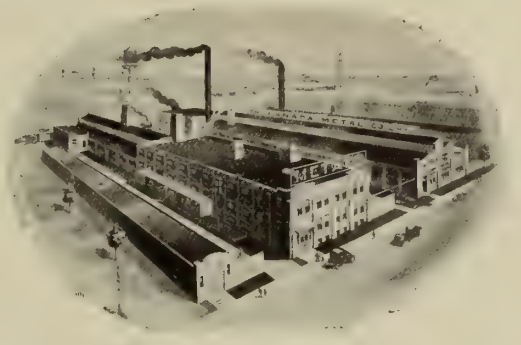
22 St. John Street, MONTREAL

Sole agents for—Nettlefold & Sons, Bardsley door checks; Schroeder ratchet wrenches and box spanners; "Fastnut" guaranteed lock washers; Doehler oil cups; Griffiths Bros. (London, England), Paints, Enamels, etc.

WE MANUFACTURE IN

TORONTO and WINNIPEG

Lead Pipe
Lead Waste
Traps and Bends
Brass Ferrules
Babbitt Metals



Solder, all grades
Sheet Lead
Lead Fibre
Fuse Wire
Battery Zincs etc.

AND FOR

METALS

WE ARE HEADQUARTERS AND CARRY IN STOCK

INGOT COPPER, PIG LEAD, PIG TIN, ALUMINUM AND ALL INGOT METALS

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory, TORONTO — Branch Factory, WINNIPEG

Branch Offices, HAMILTON MONTREAL VANCOUVER

2 & 3-ply
Ready Roofing
"Black Diamond"
Tarred Felt
"Joliette" & "Cyclone"
Sheathing

Before you place your order for roofing and building papers get our prices.

We have the facilities for turning out the highest grade weather-resisting products at a reasonable cost—products that can be easily laid by any ordinary workman —products that will give a service that cannot be excelled.

We manufacture all kinds of wrappingpaper.

Alex. McArthur & Co.,
Limited,
82 McGill Street,
Montreal
Western Agent:
F. J. Cox,
Winnipeg

Speciality:

British Wire — Solder

TINMENS, PLUMBERS & BLOWPIPE
Solder
A.T.BECKS & Co.
54.CLEMENT ST.
BIRMINGHAM

ECONOMY AND RELIABILITY

are two essential features that are combined in the

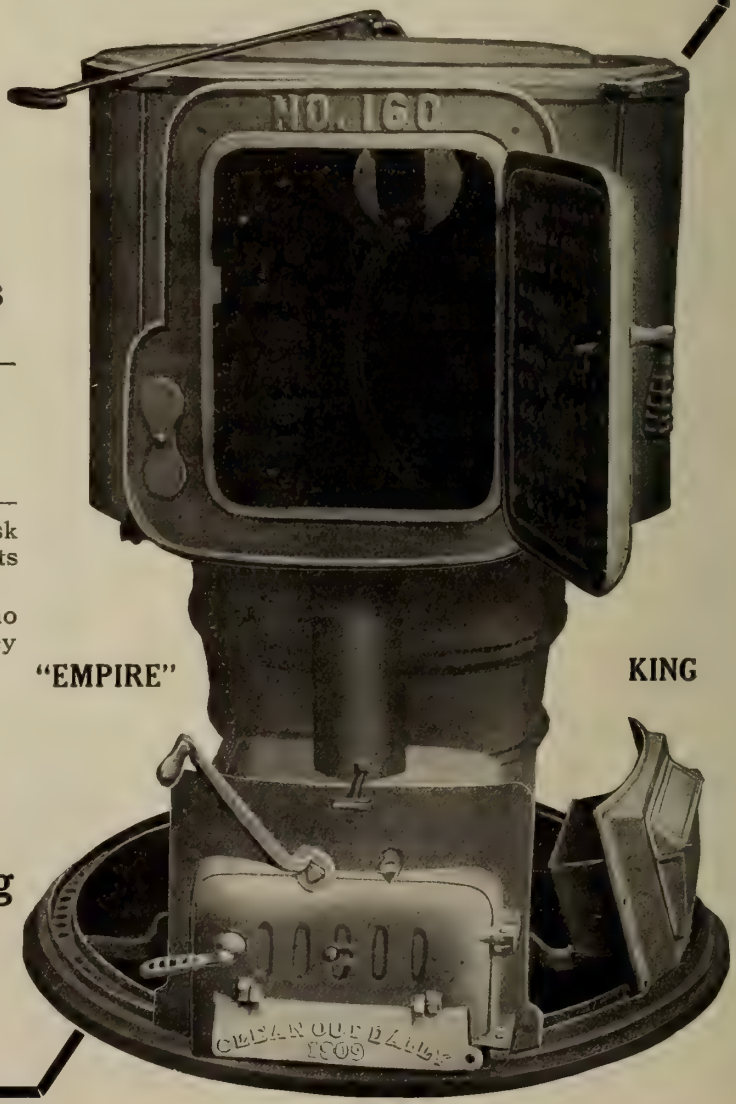
"EMPIRE"
STEEL RANGE

This range contains an unusual high quality, which is the result of our careful supervision during its manufacture. It is an ideal range for perfect and rapid heating and baking, perfect firebox, large broiler door and interchangeable and quick heating water reservoir.

Its attractiveness and convenience alone are certain to appeal to prospective buyers.

Our New Empire Sidewall Cold Air Face.

We are headquarters for sidewall and floor registers. We make the largest and most up-to-date line of sidewall registers on the market. Write for prices and discounts.



"EMPIRE" KING

Absolute Satisfaction Prevails

in every household where an _____

"EMPIRE" KING FURNACE

is used.

On service-giving qualities it is second to none—in durability and economy it leads them all. Ask any user; he will convince you that our statements are true.

In the manufacturing process we have spared no efforts to give the trade intrinsic value for money received.

Better get acquainted with us—it will pay you.

Catalog and Prices on Application.

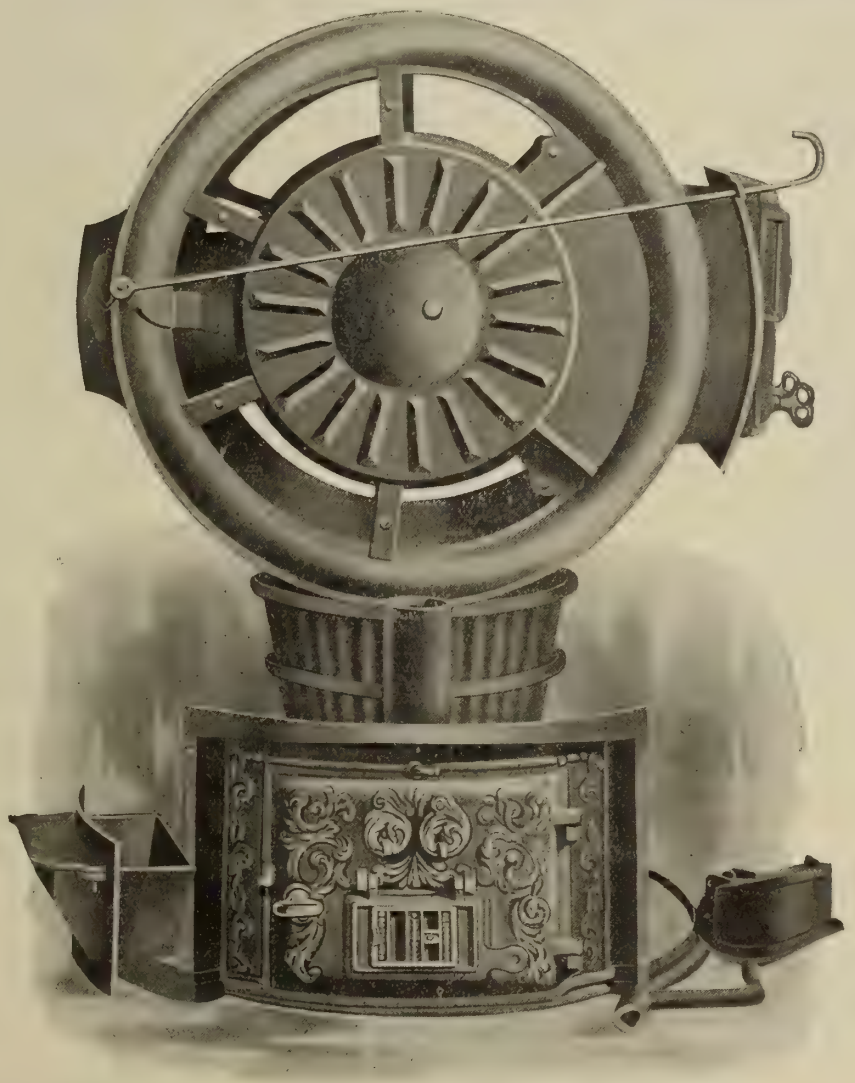
THE
Canadian Heating & Ventilating Company, Limited

Owen Sound, Ontario

Or The Canadian Heating and Ventilating Co. Branch:
521 Henry Avenue, Winnipeg, Man.

The Pilot Success Furnace

Gives A Service That Is Worth Investigating



VERY IMPORTANT NOTICE

Owing to the increased demand for our products, we have been forced to remove to Hespeler, Ont., where we will have much larger quarters, thereby increasing our output, and will be able to supply the trade promptly.

WILL BE PLEASED TO RECEIVE INQUIRIES.

OUR LINES BRING THE DEALER GOOD PROFITS. OUR GUARANTEE PROTECTS HIM.

The Hall Zryd Foundry Co., Limited

HESPELER, ONTARIO

Athletic and Sporting Requisites

Football, Cricket, Tennis, Boxing,
Running, etc., etc.,

THE LEADING WHOLESALERS

Pocock Bros.,

235 Southwark Bridge Road, London, S.E.

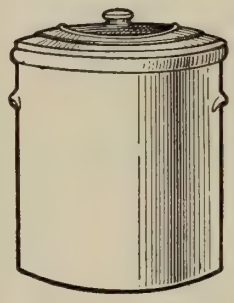
Our No. 653 Pullman Sleeper

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them first in the carriage trade.

WRITE US FOR CATALOGUE

Goderich Wheel Rigs Limited, Goderich

BELLEVILLE POTTERY CO.



MADE TO GIVE SATISFACTION.

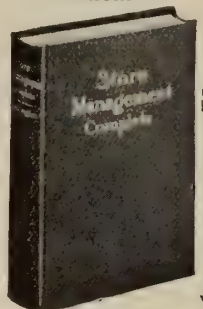
Prepared Modelling Clay, Stoneware, Fire Bricks, Etc.

Mail orders receive prompt attention.

BELLEVILLE, - - ONTARIO

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK

By FRANK FARRINGTON

A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

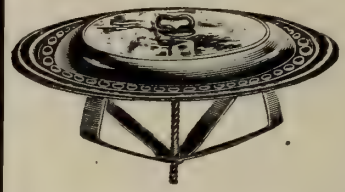
CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

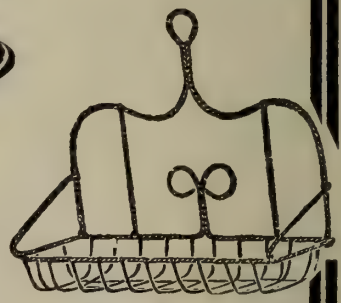
ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

We Have KITCHENWARE That Will Meet the Requirements of Every HOUSEWIFE

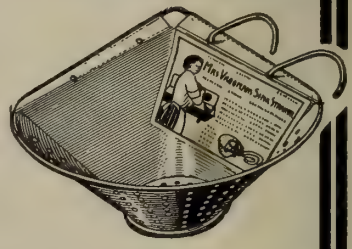




The hardwareman who handles our kitchenware will get the best returns for money invested.

It is a line of unusual quality—a line that never fails to satisfy the most critical of buyers.

Our goods are attractively designed and well finished.

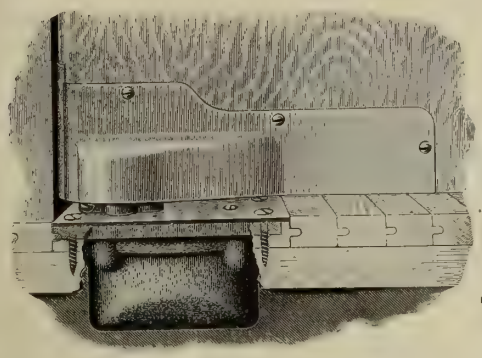


Write for catalog and price list.

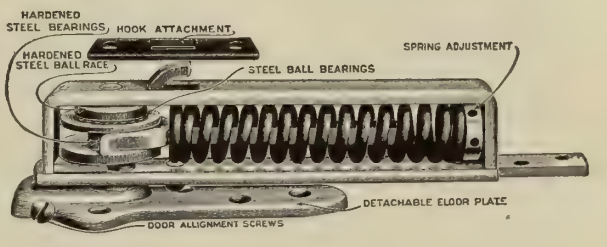
Andrews Wire Works of Canada, Limited

Watford, Ont. - Rockford, Ill.

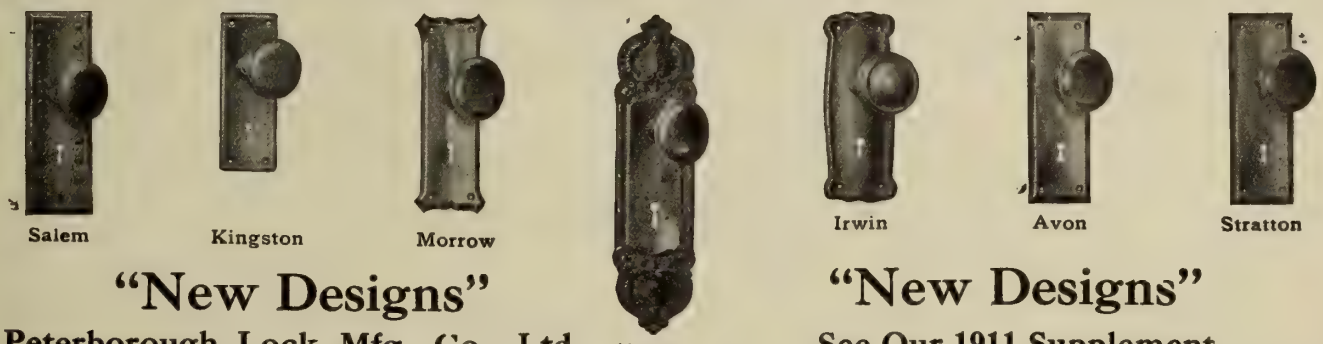
TWO OF THE BEST



"STANDARD" Double-Acting Spring Floor Hinges and "STANDARD" CHECKING HINGES for DOUBLE-ACTING DOORS.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.



"New Designs"

Peterborough Lock Mfg. Co., Ltd.
PETERBOROUGH ONTARIO CANADA

"New Designs"

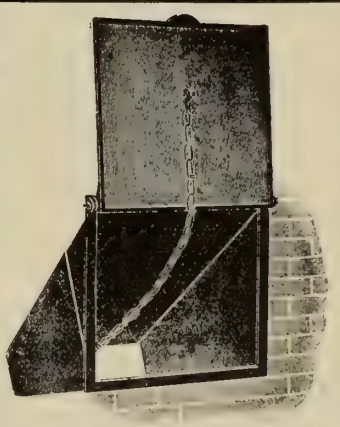
See Our 1911 Supplement

THE "BEST" FUEL CHUTE

Is a Necessity to Every Up-to-date Home

This device will prove an effective seller in your locality. It costs very little more than a window sash and glass. Sets flush with the outside wall. An overlapping flange on top of the door prevents rain from entering chute and rusting it out. Adapted for any kind of fuel and absolutely burglar proof. This is certain to create a large demand.

Write us at once for full information and prices.

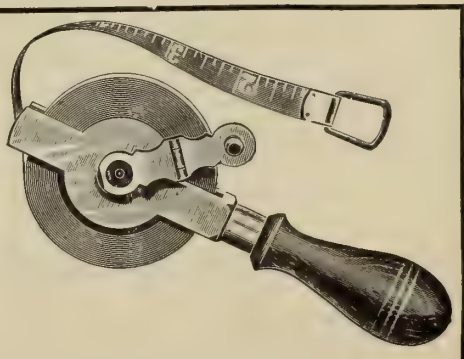


STERLING FOUNDRY CO., Sterling, Ill., U.S.A.

MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.

FOR SALE BY ALL JOBBERS. THE LUFKIN RULE CO. OF CANADA, LTD. WINDSOR, ONT. **CATALOGUE ON REQUEST**

Your Trade Will

greatly increase—your profits will be clean and satisfactory if you recommend and sell our

"D. L." STANDARD LOCKERS

These lockers are absolute necessities in factories, hospitals, clubs, gymnasia, hotels, schools, etc., as they promote tidiness, prevent petty thefts, and being absolutely sanitary, eliminate all danger of contagion.

D. L. Lockers are attractively finished, well designed and are absolutely fire-proof.

If you want to make money QUICK here's your chance. We will give you every possible help in placing these lockers in your locality.

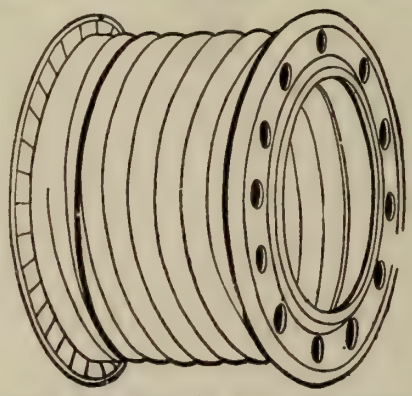
Dennis Wire & Iron Works Co., Limited

LONDON - ONTARIO

Toronto Office. 12 Queen Street East

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO. LIMITED

GUELPH, ONT.

A Bargain

must have two essentials in order to deserve the name—it must be useful and cheap.

Hardware and Metal

offers a real bargain in its Want Ad. Department. Here, at the lowest possible cost, you can place before the very persons most interested, **hardware men and men in the allied trades,** any respectable business proposition.

Here is Proof of the Value

SIXTY SWISS ARMY RIFLES, at $2.50 each. Box 920, HARDWARE AND METAL, Toronto. (48)

F. Y W. Braithwaite, Blind River, Ontario, who inserted this ad., says "It brought us replies from nearly every province of the Dominion."

The Cost was 39c

If you have any proposition, in which you consider hardware dealers, clerks or travellers would be interested, try a want ad. in

Hardware & Metal

Toronto Montreal Winnipeg

RATES (payable in advance)

2c. per word one insertion
1c. per word subsequent insertion
5c. extra per insertion for box number if required

LAMPBLACK

HIGHEST QUALITY

We are the World's Largest Manufacturers of Pure Lampblacks. This has been gained by giving our trade intrinsic value for money received—a value that cannot be obtained in any other lampblack.

If in doubt, let us submit you the evidence of dealers who know, by sending you copies of their repeat orders.

Better give our Lampblack a trial—it will cost you nothing if dissatisfied.

Write to-day.

Wilckes Martin Wilckes Company
NEW YORK, N.Y., U.S.A

Manufacturers' Agents

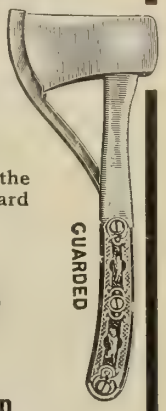
AND ME LIMITED

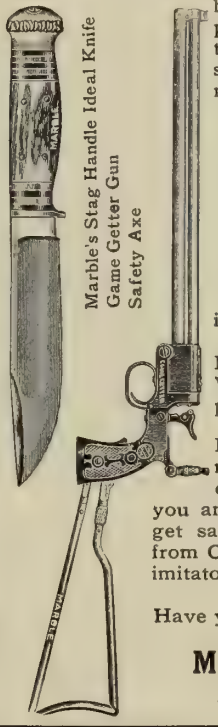
HARDWARE SPECIALTIES
EXCELLENT STORAGE FACILITIES

Moncrieff & Endress
WINNIPEG .:. CANADA

WE'RE EAGER TO HELP YOU SELL

Marble's Goods—We're "Johnny on the Spot" for co-operating. We start right by giving dealers a generous profit, then we follow it up by boosting their business—by popularizing the goods through advertisements in the sporting and leading standard magazines.





Marble's Stag Handle Ideal Knife
Game Getter Gun
Safety Axe

TRADE MARBLE'S MARK

Nation-Wide Advertising Campaign

is a direct effort on your trade.

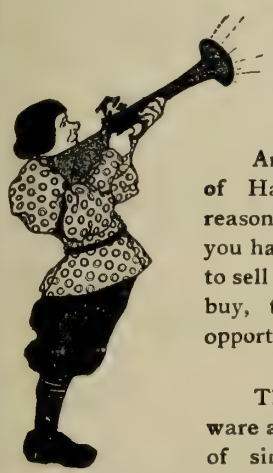
FREE—Send for sample of mailing folder. We imprint your name on it and prepay package to your counter.

FREE—Send us a list of your local Sportsmen and Outers. We'll mail each a catalog and letter—send them straight to you and emphasize your store as the place to get satisfaction. Marble's goods are known from Ocean to Ocean—they're a standard for imitators everwhere.

Have you our complete 1912 catalog? It's free.

MARBLE ARMS & MFG. CO.
5350 Delta Ave., Gladstone, Mich.

Hits the Mark



Among the thousands of readers of Hardware and Metal it seems reasonable that someone wants what you have to sell, or that someone has to sell what you have tried in vain to buy, that someone is hunting the opportunity you have to offer.

The want ad. columns of Hardware and Metal are the simplest form of simplified advertising. No ad. writer need be employed, no drawing or cut need be made, no knowledge of display type is necessary, for display type will not be used in these columns. All that you have to do is state your wants, state them simply and clearly and send to any of our offices along with remittance to cover cost of advertisement. No accounts opened in this department.

Don't despise the want ad. because of its small size or small cost. Don't forget that practically all the hardware merchants, clerks, manufacturers and travellers read our paper each week.

RATES:—
2c. per word first insertion.
1c. per word subsequent insertions.
5c. additional each insertion for box number.

J.W.&T.A.SMITH, Ltd.

Can and do make every kind of Chemical Color and therefore invite enquiries from

Canadian:

Paint Makers,

Printing Ink Makers,

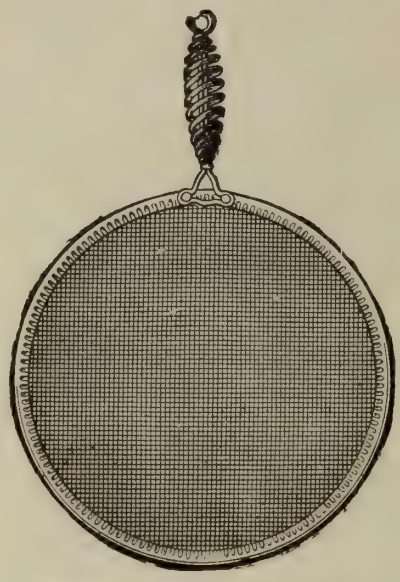
Paper Makers and Stainers.

Address:

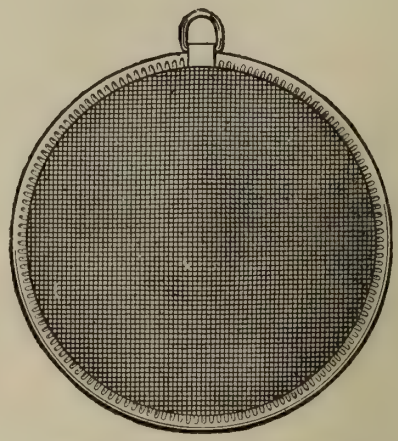
Imperial Chemical Color Works,
Old Ford Road, London, England.

Asbestos Stove Mats and Toasters

ASBESTOS STOVE MATS
For Gas or Coal Stoves
Diameter 8½ inches. Ring handle.
No. 1—Light. No. 2—Heavy.
Packed 1 dozen in cardboard box.



ASBESTOS TOASTERS
For Gas or Coal Stoves
Diameter 8½ inches. Alaska handle.
No. 1—With wire cloth surface.
Packed 1 dozen in cardboard box.



ASBESTOS TOASTERS
For Gas or Coal Stoves
Diameter 8½ inches. Ring handle.
No. 2—With wire cloth surface.
No. 3—With wire cloth surface and steel back
Packed 1 dozen in cardboard box.

E. T. WRIGHT & CO., - Hamilton, Canada.
(H. G. WRIGHT)

FOR SALE BY ALL JOBBERS

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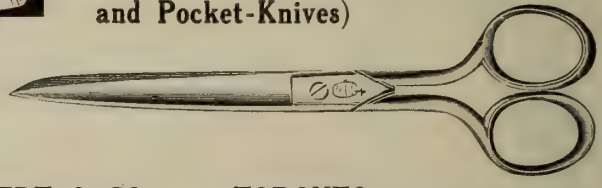
D. PERES' Barrel **Brand CUTLERY**
(Razors, Scissors and Pocket-Knives)



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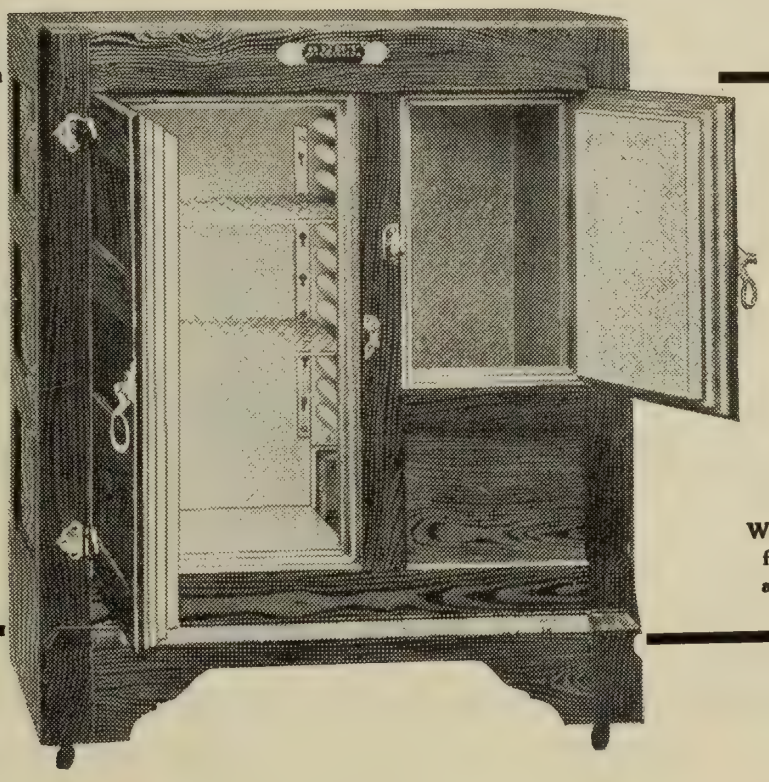
TWO CENTS PER WORD

You can talk across the continent for two cents per word with a Want Ad. in this paper.

Perfect Circulation of Cool Dry Air

is acknowledged to be the ideal condition for a refrigerator, and it is the Syphon system of the

"BARNET" Refrigerator



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which has made this satisfactory result possible.

And besides keeping foodstuffs in prime condition, milk sweet, butter untainted, and salt perfectly dry, the Barnet is the Refrigerator YOU should recommend, because it is so economic in ice consumption, so perfectly sanitary and so easily cleaned.

THE REPORT OF EXPERTS on the "BARNET" REFRIGERATOR

Inspector of Hospitals and Charities, Parliament Buildings, Toronto

Having for some time been impressed with the great desirability of having a refrigerator, which, on account of proper ventilation and at the same time economical in the use of ice, I might be able to commend, I willingly consented to act with Mr. S. A. Armstrong, Assistant Provincial Secretary of Ontario, for the purpose of judging the merits of the "Barnet" Refrigerator.

We were first shown the empty refrigerators at the National Exhibition, Toronto, and allowed to designate any of our selection for the test. One was chosen and, after having been supplied with ice, the compartments were well filled with a quantity of food supplies, including milk (not pasteurized), fish, meat, onions, butter, cheese, apples, tomatoes, celery, oranges, lemons, bananas, matches and salt. The refrigerator was then locked and sealed, so that no one could open the door. The seal was broken 96 hours afterwards and the contents were found in a surprising condition. The milk was as sweet as when purchased from the vendor four days before and entirely free from any taint. The onions and other vegetables and fruit had not imparted the slightest odor to anything. The salt and matches were as dry as when placed in the refrigerator.

A more rigid test of ventilation could not be asked for, and the conditions in which the food supplies were found quite justifies the statement that the "Barnet" Refrigerator is constructed on a hygienic system peculiarly its own.

R. W. BRUCE SMITH.

I desire to corroborate the above statement, having been present and noted the conditions mentioned.

S. A. ARMSTRONG.

The Barnet Manufacturing Co., Ltd.

Renfrew, Ont.

The Merchants Bank of Canada

Brandon

The Barnet Mfg. Co., Limited,
Renfrew, Ont.

Gentlemen,—

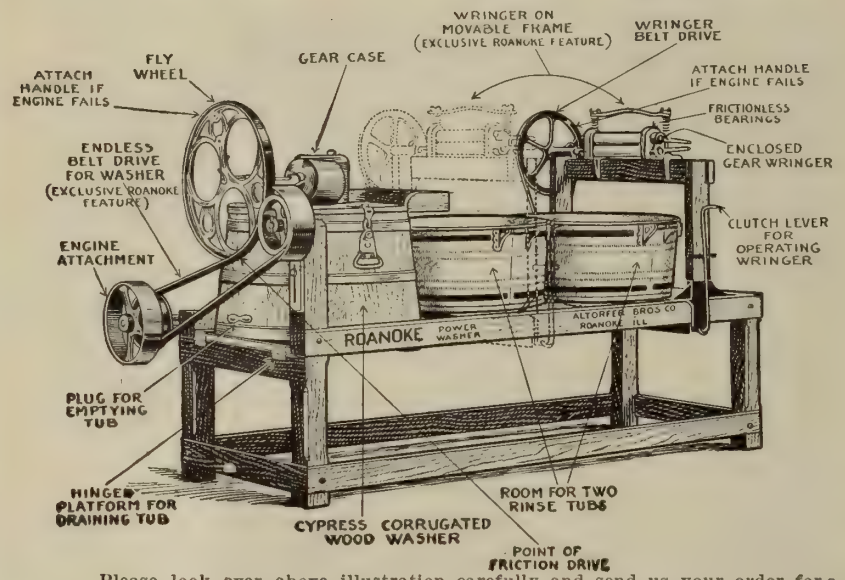
In reference to the refrigerator purchased from you a month ago, I would like to say, that it is giving entire satisfaction. The weather has been steadily warm since we commenced using it, and it has been working to perfection. The ventilation is good, and there seems to be no contamination whatever of any articles of food. Moisture does not collect inside. It is dry and sanitary. The consumption of ice is moderate. The refrigerator is so much better than the old one, that the two can not be compared at all. I consider you conferred a distinct benefit in persuading us to try it. We would not now be without it on any account. It will be a pleasure to recommend it to our friends.

Yours truly,
(Sgd.) J. S. Willmot.

ONE DEALER TRAVELLED OVER 800 MILES

TO GET THE SALES AGENCY OF THE

ROANOKE POWER WASHER AND WRINGER



Many other progressive dealers have gone way out of their way to get the Roanoke. Why? Because the Roanoke is **"The World's Best Power Washer."** It is the fastest, most profitable seller.

The Roanoke is best because it is the original machine with a Sliding Power Wringer. This wringer is vitally important because it saves much time and labor. Reversible ball bearing wringer slides along washstand and can be operated at same time washtub is working. Any power—gasoline, electricity or steam—operates both. No lifting or shifting of tubs.

The Roanoke is the only Two-Tub Power Washer and Wringer in the World. Think of the many advantages of this feature.

The Roanoke Belt Drive saves clothes and machinery. Still another reason for the Roanoke superiority. These points of merit (there are many others) and our extensive advertising in the magazines, weekly and monthly Agricultural Publications, make it easier and more profitable for you to sell the Roanoke Power Washer and Wringer than any other machine.

Big Profits to You

Complete Satisfaction to User

Please look over above illustration carefully and send us your order for a trial machine. We guarantee satisfaction. Do not wait, do not delay; delay was the reason of the dealer traveling 800 miles to secure agency. **Send order now.**

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Clipper Lawn Mower Co., Dixon, Ill.

Lawn Rollers.
London Foundry Co., London.
Erie Iron Works, St. Thomas.

Lawn Swings.
Stratford Mfg. Co., Ltd., Stratford.

Lead Pipe.
Canada Metal Co., Toronto.
The Steel Co. of Canada, Hamilton.

Levels.
Stanley Rule & Level Co., New Britain, Conn.
Henry Disston & Sons, Philadelphia.

Lightning Rods.
Hamilton Brass Mfg. Co., Hamilton.

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Dominion Oilcloth Co., Montreal.

Linseed Oil.
Canada Paint Co., Montreal,
Sherwin-Williams Co., Cleveland, Ohio.
Sanderson Pearcy & Co., Toronto.

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National Hardware Co., Orillia.
Peterboro Lock Mfg. Co., Peterboro.
May & Padmore, Birmingham.
Belleville Hardware & Lock Co., Belleville.

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Davidson, Thos., Mfg. Co., Montreal.
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Sheet Metal Products Co., Toronto, Montreal, Winnipeg.
Wright & Co., E. T., Hamilton.

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Chicago Spring Butt Co., Chicago.
Standard Mfg. Co., Shelby, O.

Stanchions, Cattle.
Canadian Potato Machinery Co., Galt.

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Down Draft Furnace Co., Galt.
Findlay Bros., Carleton Place.
Hall, Zryd Foundry Co., Hespeler.
McClary's, London, Ont.
D. Moore Co., Hamilton.
Pease Foundry Co., Toronto.
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Chesterman, Jas., & Co., Sheffield, Eng.

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Alex. McArthur & Co., Montreal

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Raymond Bros., London.

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McClary Mfg. Co., London, Ont.
Thompson, B. & S. H., Montreal.
Samuel, Benjamin, M. & L., Co.
Sheel Metal Products Co., Toronto, Montreal, Winnipeg.

Tinning.
Toronto Metal Co., Toronto.

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Collins Mfg. Co.
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Andrews Wire Works of Canada, Ltd., Watford.
Collins Mfg. Co.
Wright, E. T., & Co., Hamilton.

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The Goodell-Pratt Co., Greenfield, Mass.
Robt. Sorby & Sons, Sheffield.
Spear & Jackson, Sheffield.
Stanley Rule & Level Co., New Britain, Conn.
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Iron City Tool Works, Pittsburg, Pa.
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Armstrong Bros. Tool Co., Chicago, Ill.

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Meaford Wheelbarrow Co.
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Turpentine Producers' Agency, Toronto.

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Berry Bros., Walkerville.
Dougall Varnish Co., Montreal.
Glidden Varnish Co., Toronto.
International Varnish Co., Toronto.
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Onward Mfg. Co., Berlin.

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Prentiss Vise Co., New York.

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Alabastine Co., Paris, Ont.
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Maxwell, David, & Sons, St. Mary's.
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WILL—Be heavily advertised by brand.
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MADE IN CANADA

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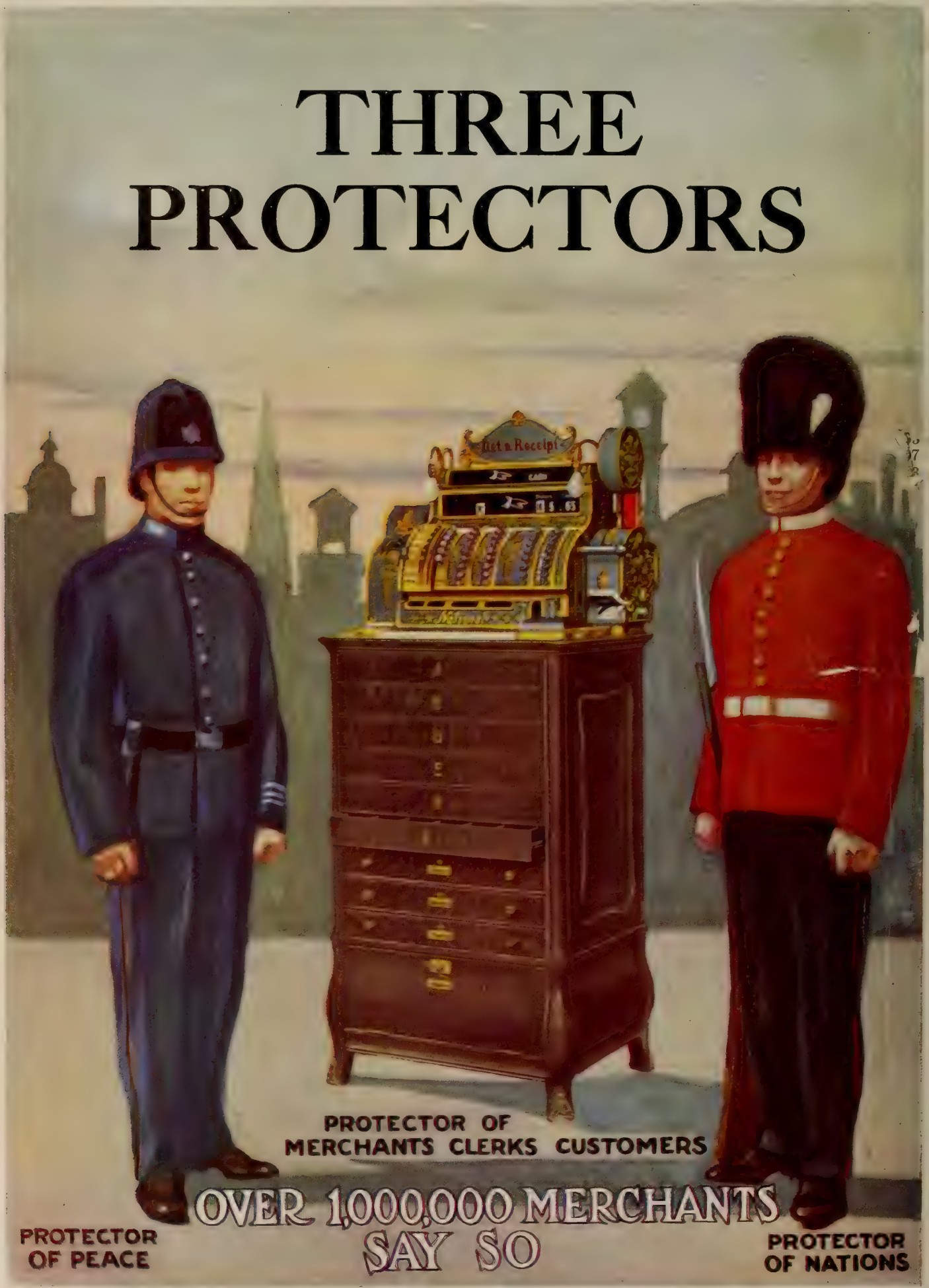

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CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

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Vol. XXIV. Publication Office: Toronto, Canada No. 13

March 30, 1912

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THE KING OF HOUSEHOLD FINISHES

LOWER RETAIL PRICES

LARGER PROFIT to DEALERS

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KNOWN THE WORLD OVER

The Momentum of the GILLETTE

Ever watch a big Mogul puff and tug to start a heavy freight train? It certainly takes some energy.

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It took no end of advertising and a vast amount of energy to convince men that the GILLETTE Safety Razor, so different from the open blades to which they had been accustomed, would really shave them quicker and better, as well as more safely. But we did it

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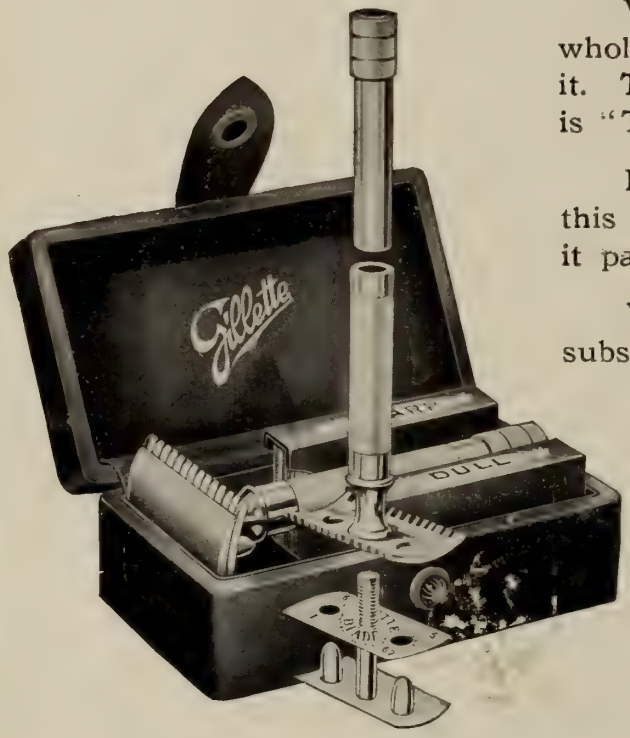

What is true of the country as a whole is true of your particular section of it. To YOUR customers the GILLETTE is "The Razor of To-day."

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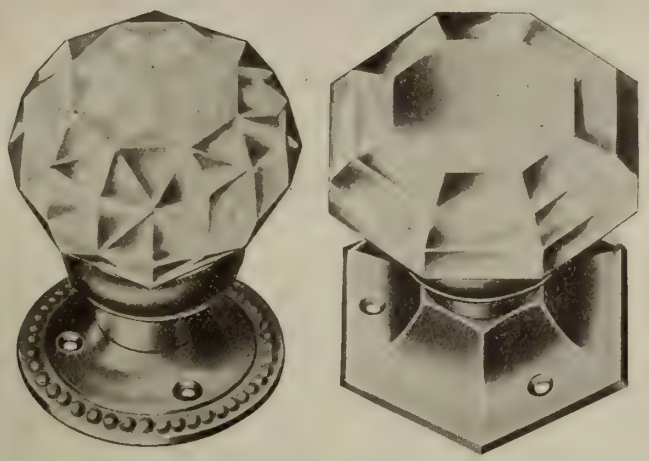
Offices and Factories in Montreal, Boston, New York, Chicago, London, Eng., Leicester, Berlin, Paris, Hamburg, and Shanghai, China.



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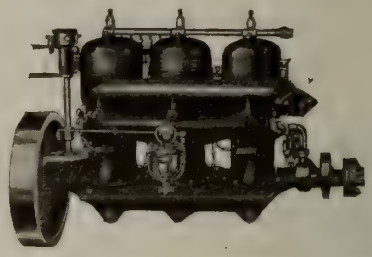

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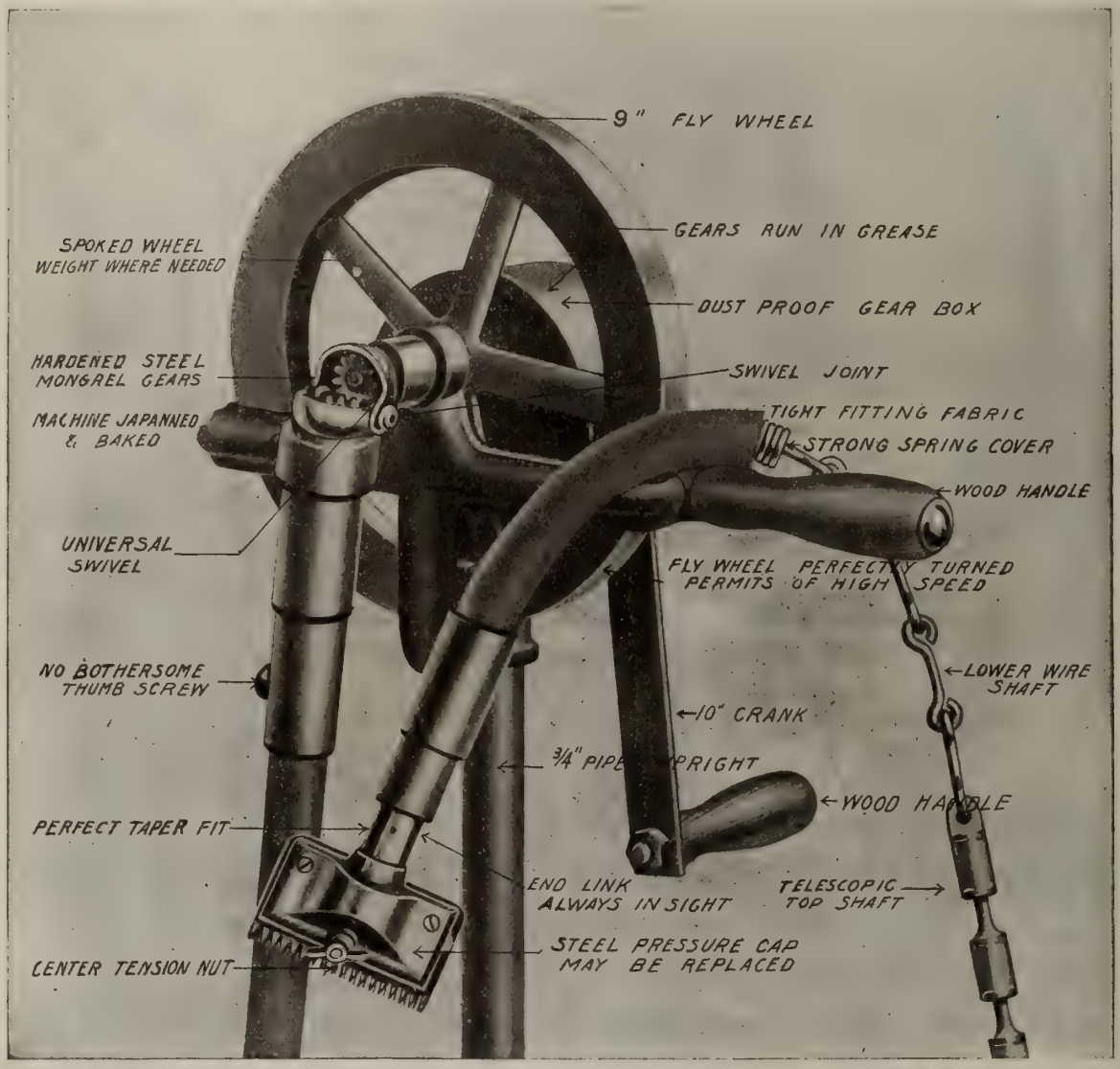

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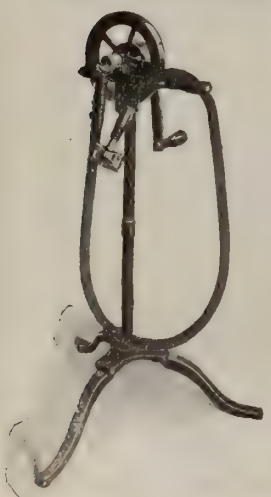

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It is 9½ inches wide by 11⅛ inches high—has a stiff board cover and is printed on a high grade of paper.

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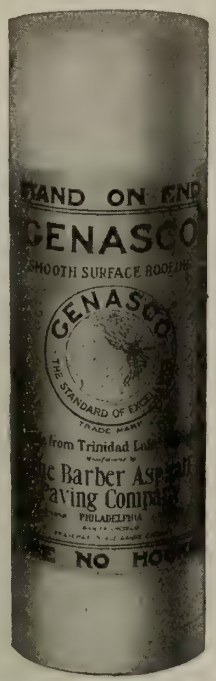

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THE TRINIDAD-LAKE-ASPHALT Ready Roofing

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SAPHO MFG. CO.

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UNITED STATES ENGINEER DEPARTMENT
U.S. DREDGE "WALLOWA"

RIPARIA, WAS., OCTOBER 24th, 1911

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JOHN OWRE, Steam Engineer on U.S. "Wallowa."

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"THE NAME'S THE GUARANTEE"

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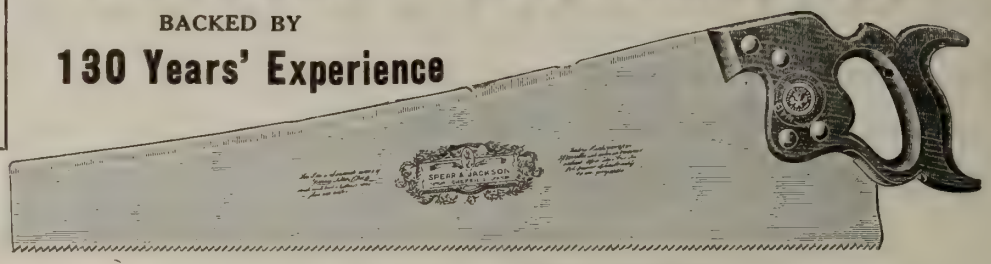
130 Years' Experience



LEAP-FROG

171-A Secret Process VANADIUM Steel
(Also Straight Back)

Extract from The LONDON DAILY TELEGRAPH

WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of tool-makers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

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Spear & Jackson, Ltd.
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The quality is there and will be maintained.

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same as cut at left in Blue and Orange.

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BRANTFORD, ON.T

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TORONTO and WINNIPEG

Lead Pipe
Lead Waste
Traps and Bends
Brass Ferrules
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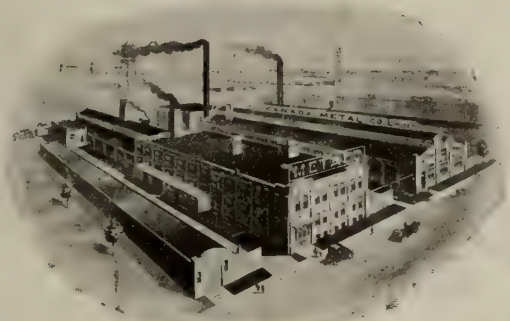

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WE ARE HEADQUARTERS AND CARRY IN STOCK

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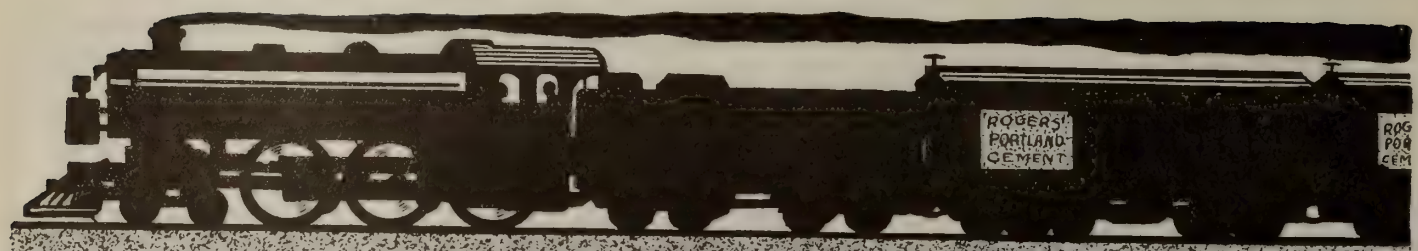

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Pays An Attractive Profit

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Our prices are reasonable. ***Our service quick.***

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N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

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Roofing NAILS

Wherever Corrugated Iron is used these are wanted.

Galvd. Cone Head Roofing Nails and Washers, Galvd. Hoop Iron or Steel, Galvd. Plates, Bars, Angles.

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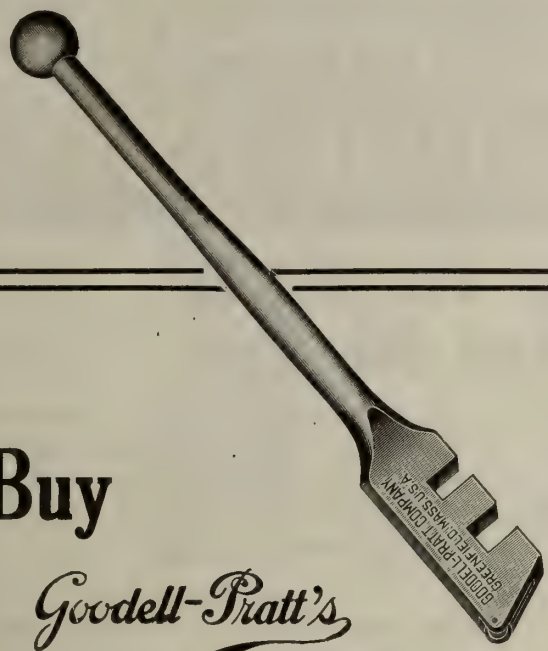

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Among our 10 different styles will be found something to suit everybody and the profit for the dealer is fine.

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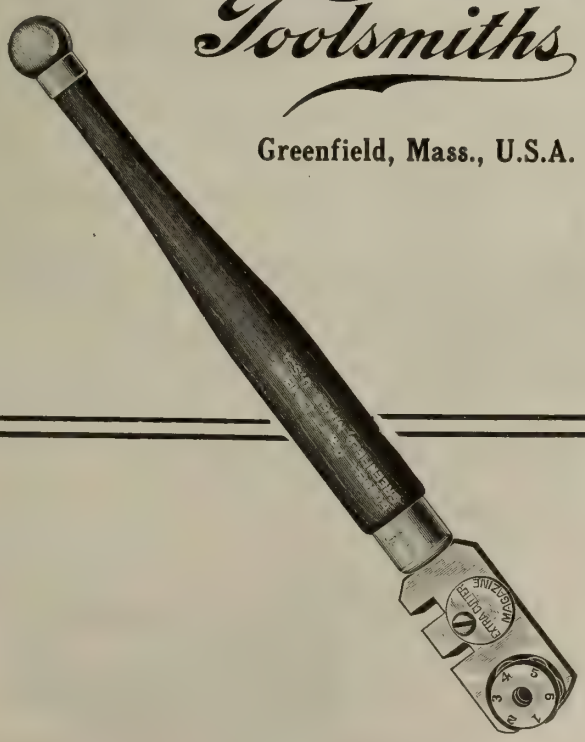

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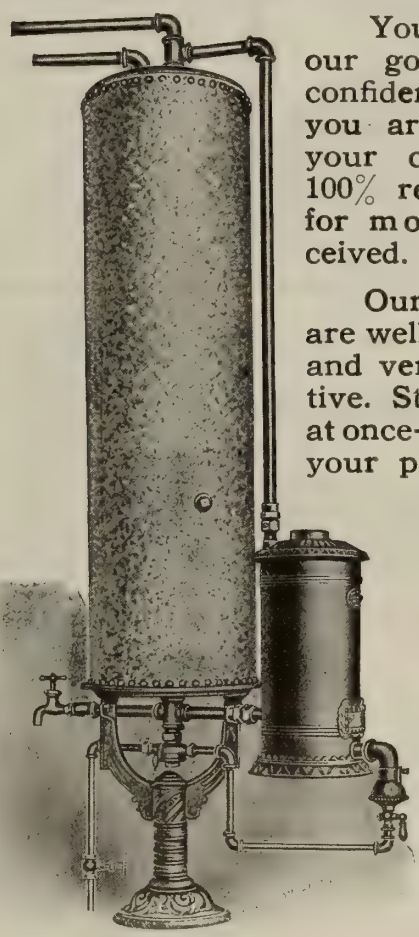

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Our products are well finished and very attractive. Stock them at once—they are your protection.

Communicate with us once and get full details and prices.

The James Morrison Brass Mfg. Co., Ltd.

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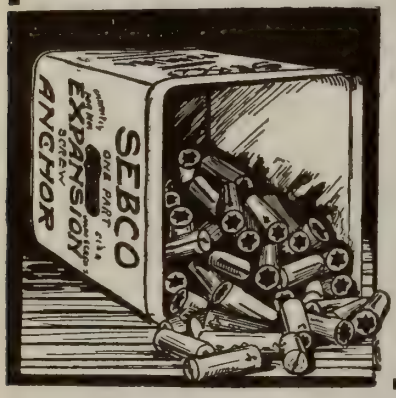
Somebody's Going To Get It —It Might As Well Be You

We are receiving inquiries every day from people who have occasion to buy Expansion Bolts---these inquiries might just as well go to you---if you could see some of the letters from Dealers thanking us for sending them business, you would not hesitate to send for our 90 day Special Dealers' Proposition. We can refer inquiries only to those who have our goods.



It's easier to sell to a man when he's in your store than it is to get him to come. We are paying to get men to come to you. Can you supply them?

Star Expansion Bolt Co.

CATALOGUE DEPT. 36

147-149 Cedar Street, New York City

Bacon Bros. 377 St. Paul St., Montreal, Can.; Turner & Walker, 14 Bannatyne Ave., Winnipeg, Can
H. F. McIntosh & Co., 28 Toronto St., Toronto, Can.

THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912
is now ready and will be shown
throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line Because it is Most Saleable

The Most Popular Line Because it is Most Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS

Known the world over as the standard by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request

MAYMORE

INSIDE LOCK SETS A SPECIALTY

COMPLETE LINE OF BUILDERS HARDWARE

No 7968

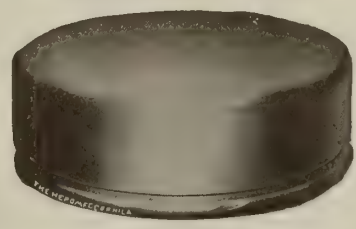
WRITE FOR PARTICULARS OF COMPLETE LINE TO

THOMAS. W. KIRBY

YONGE ST ARCADE TORONTO

MANUFACTURED BY

MAY & PADMORE LTD BIRMINGHAM ENG



Closed.

"The Mug With The Disappearing Handle"

(Patent Pending)

Holds a brimming tumbler full.
Can be used for hot liquids.
Has a sanitary cover.
Folds up flat, like a watch.
Does not drip.
And is

Hero Quality

All through!

Open

No. 749 Aluminum. No. 750 Brass. Nickel Plated, Silver Plated or Gold Plated, with or without Leather Cases.

Your Jobber has them. Reasonable price. Order early.

The Hero Mfg. Company,

Kensington, Philadelphia, Pa.

"WE MAKE NOTHING ELSE And our goods show it"

The "Norcross" Line of

GARDEN CULTIVATOR-HOES and WEEDERS

Our 5-Prong is the only one having detachable ferrule (Patd.) providing for attaching cultivator to wheel plows.

Our new 3-Prong is a modification in size, weight and cost, cheap as a common hoe in price and pays a larger profit.

ANY WOMAN CAN USE THIS WITH EASE

Our midget is the greatest of all Flower Weeders. Material, workmanship and finish of highest quality. All Prongs Detachable. Write us for circulars.

Canadian Jobbers who handle the "Norcross" line are—

McLennan, McFeely & Co., Ltd., Vancouver, B.C. Lewis Bros., Ltd., Montreal, Canada. The Eureka Planter Co., Ltd., Woodstock, Ont.

C. S. NORCROSS & SONS, - BUSHNELL ILL., U.S.A.

Patentees and Sole Manufacturers

You handle the best selling line in Gas Ranges when handling

McClary's 1912 Series

ORDER NOW

Style G, No. 258

NOTE

—The bright black enamel finish that lasts.
—The large cabinet base with double sliding doors and ample shelf.
—The large cooking surface and burnished griddle plate top.
—The white enamelled broiler pan and blue enamelled rack.
—The high-grade quality material, workmanship and finish.
—Quality, finish and quick service help you in business.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

Look For This Trade Mark Then Buy The "White" Mop Wringer

WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

There's a FORD AUGER BIT for every purpose

and for every class of work—fine or coarse.

FORD tools are perfect in every respect and contain the cream of the latest ideas of Auger Bit experts. By actual test FORD Tools have been proved Fastest, Easiest, Smoothest and Most Accurate.

They are highest in efficiency, superior in grade of material and strongest in construction.

Each tool is thoroughly tested before put into stock and each one is fully guaranteed to you.

A List of FORD Tools

Single Lip Auger Bits.
Double Lip Auger Bits.
Long Auger Bits, 8" twist.
Reg. Car Bits, 12" twist.
Ship Augers with screw.
Ship Augers without screw.
Ship Auger Car Bits.
Ship Auger Bits.
Screw Driver Bits.
Bit Extensions.
Nail Sets.

FORD AUGER BIT CO.
HOLYOKE, MASS.
Send for catalog 8B. It's free.

Economy Furnace---300---Series B. Cased with Vertical Shaker.

To Dealers

Read These Figures!

In London, Ontario, the Annual Reports of Board of Education for the last five years, show as follows:

Average cost per class room per year:

PEASE System $27.75

Other Systems $54.44

In Toronto, Board of Education Annual Report:

PEASE SYSTEM in Annette Street School cost $21.61 per room.

All other Systems in Toronto average $43.86 per room.

See The Difference?

THE PEASE FOUNDRY COMPANY LIMITED
Toronto :: Winnipeg
Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
333

Canadian made
Canadian trade
THE NATIONAL-ACME MFG CO MONTREAL

Do You Use Special Parts?

IF you use any kind of special parts that can be milled from a bar, send us your samples or specifications and get our quotations.

We can give you the benefit of our many years' experience in making parts, and quote especially attractive prices on quantities of a kind.

File your contract with us and we will assure you of parts that are a little better than the ordinary, and the best of service.

Regular Cap and Set Screws in either "V." or U.S. Threads may be had immediately upon receipt of your order.

THE NATIONAL-ACME MANUFACTURING CO.
MONTREAL, QUE., ST. HENRI & G.T.R.

McClary's

RAILROAD and DELIVERY CANS

STYLE E.

With SAMSON Bottom, Breast and Cover.

Made Up---Ready to Sell

18 Gauge Tinned Iron Body, Steel Barrel Handles. Covers are Interchangeable.

SIZES - 6 - 8 - 10 - 12 Gallons

These are high grade lines that sell easily. Order Stock Now.

McClary's

STYLE G.

With SAMSON Breast and Cover-Anchor Bottom

"McClary" on goods is a quality name.

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick

LONDON BAR IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

F. E. MYERS & BRO.
ASHLAND, OHIO

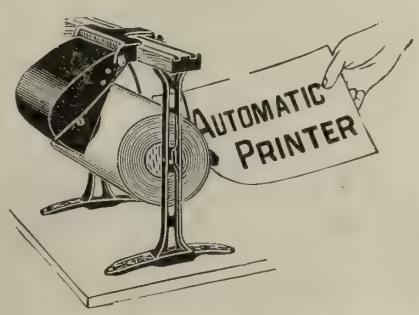
PUMPS OF ALL KINDS
HAY UNLOADING TOOLS
BARN DOOR HANGERS
guaranteed by our reputation for fair dealing.
The name means "QUALITY"
LOOK FOR THE NAME MYERS

J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

This Attachment

to your paper holder will print your name on every parcel which leaves your store.

Just attach it and leave it alone. 'Twill work for you and need no care. Just a little food occasionally in the shape of ink.

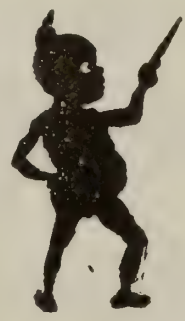


YOU NEED ONE

in your store. The price is so low that every merchant can and should have one in his store.

Write For Full Particulars

UTILITIES LIMITED
Bank of Ottawa Building
MONTREAL



NO MAN HAS ANY RIGHT

to offer an opinion on a subject upon which he is not qualified to speak.

What Do You Know about ERMALINE Paper Bags ?

A large number of hardwaremen are doing a steady trade in Ermaline Cooking Bags. You can do the same, for once your customers try this new system they will want Ermaline Bags all the time.

TRY IT YOURSELF

It will not cost you anything, and it will be one step taken that you will never regret.

Ask your jobber for free samples, or write to

Edward Lloyd Limited
508 Eastern Townships Bank Bldg.
MONTREAL

Simonds "Crescent Ground" Cross-Cut Saws

Dealers and Jobbers should place orders at once so that their stock may be complete to supply the great demand for Simonds Crescent Cross-Cut Saws, that begins about the middle of Summer. Write us about the quantity you can use. Give specifications and shipping date when delivery would be desired. If you take this matter up now, it will be the surest way of protecting your sale of Simonds Crescent Ground Cross-Cut Saws. FACTORY IN MONTREAL.

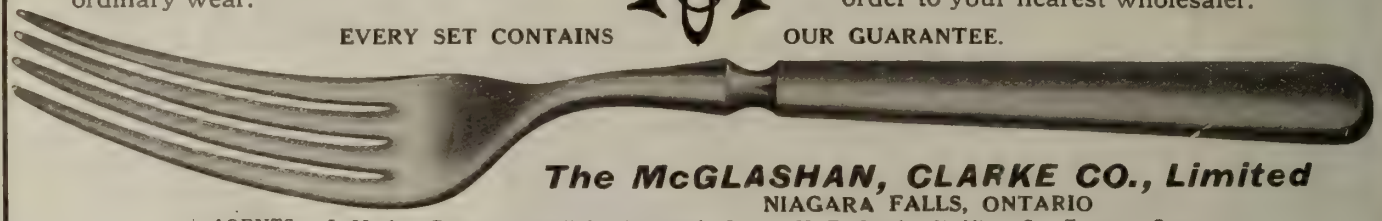
SIMONDS CANADA SAW CO., Limited. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

JUMBO FORKS

"JUMBO" Forks have a standard silver plate that is guaranteed to give long and satisfactory service under ordinary wear.

"JUMBO" Forks, put up with our 12 dwt. knives in a lined case, make a highly acceptable gift. Send a trial order to your nearest wholesaler.

EVERY SET CONTAINS OUR GUARANTEE.



The McGLASHAN, CLARKE CO., Limited
NIAGARA FALLS, ONTARIO

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. Gundy, 61 Albert St., Toronto, Ont.
David Philip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

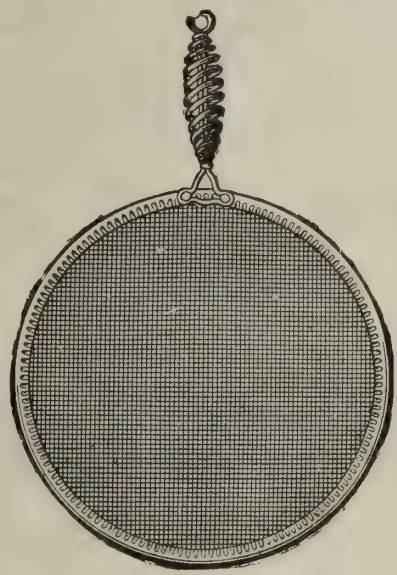
Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer and shows the complete H. & R. line. Ask for it now while you think of it.

Harrington & Richardson Arms Co., *715 Park Avenue, Worcester, Mass.*

Asbestos Stove Mats and Toasters

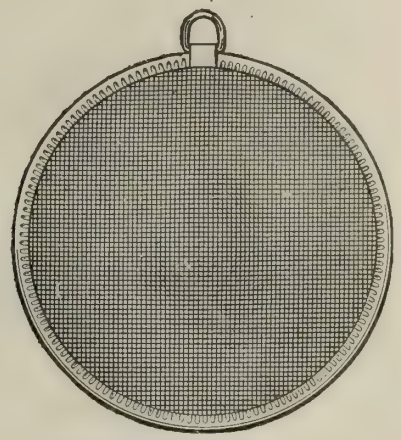
ASBESTOS STOVE MATS
For Gas or Coal Stoves

Diameter 8½ inches. Ring handle.
No. 1—Light. No. 2—Heavy.
Packed 1 dozen in cardboard box.



ASBESTOS TOASTERS
For Gas or Coal Stoves

Diameter 8½ inches. Alaska handle.
No. 1—With wire cloth surface.
Packed 1 dozen in cardboard box.



ASBESTOS TOASTERS
For Gas or Coal Stoves

Diameter 8½ inches. Ring handle.
No. 2—With wire cloth surface.
No. 3—With wire cloth surface and steel back
Packed 1 dozen in cardboard box.

E. T. WRIGHT & CO., - Hamilton, Canada.
(H. G. WRIGHT)

FOR SALE BY ALL JOBBERS

BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from

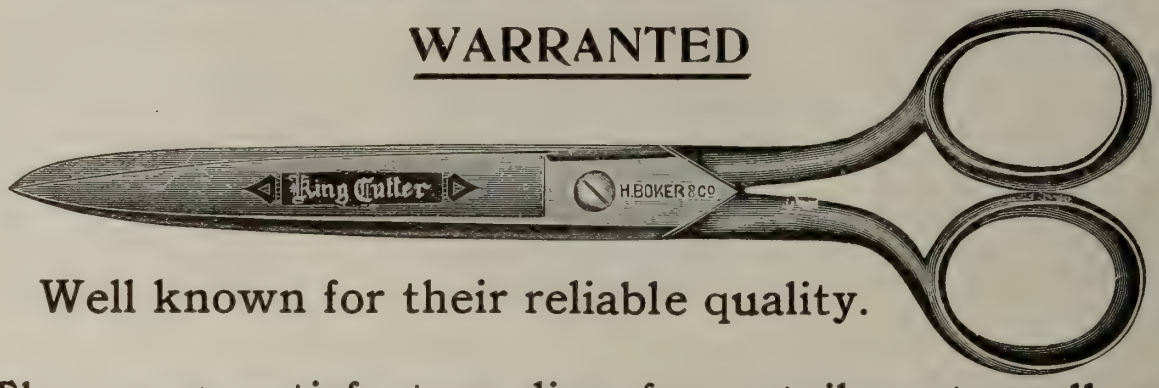
MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

H. Boker & Co.

'TREE BRAND'
Scissors and Shears

WARRANTED



Well known for their reliable quality.

The most satisfactory line for retailers to sell at a Good Profit.

Can be had through all leading Wholesale Hardware Firms.

Make Money From Good Pumps--Profit

Unless a metal pump is made just right it will leak at joints or valves.

"Aremacdee" pumps do not give dealers who sell them trouble and loss from defective service in "Aremacdee" pumps sold customers.

Pumps for every use—hand or motor—force or lift—every type a dealer can sell.

All in the big catalogue. Ask for it—for dealer prices—for dealer terms.

The
R. McDougall Co., LIMITED
GALT, CANADA

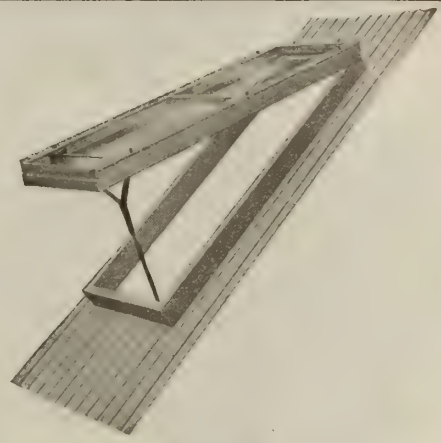
SHEET COPPER

Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.
LIMITED
MONTREAL, QUE.

Every
Barn-Owner
Will Want
One or More



Acheson Barn Roof Lights

Distribute the advertising matter that we supply you with—this alone will sell numbers of these Roof Lights for you.

The advantages are so many and the cost is so low that they almost "sell on sight."

If you haven't investigated this new line of skylights it will pay you to do so at once.

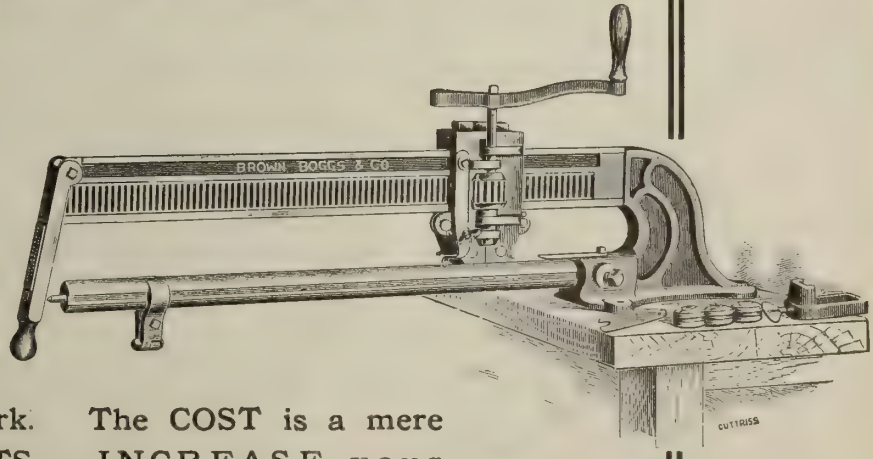
THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C81

YOUR TIN SHOP

is not complete without a NOYES GROOVER. It will GROOVE the work and close the seam down in one operation. It is good for INSIDE or OUTSIDE seaming. The standard size has been 32 in. long. We are also making the "NOYES" for 36 in. work. The COST is a mere trifle compared with RESULTS. INCREASE your PROFITS by adding one of these machines to your equipment.

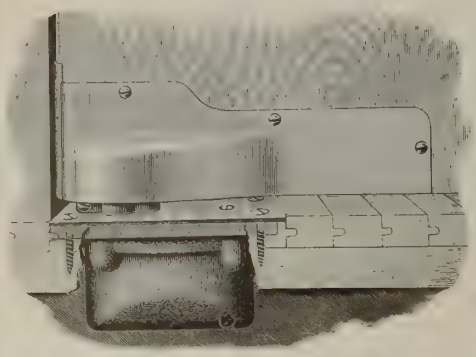


The Brown-Boggs Company, Limited

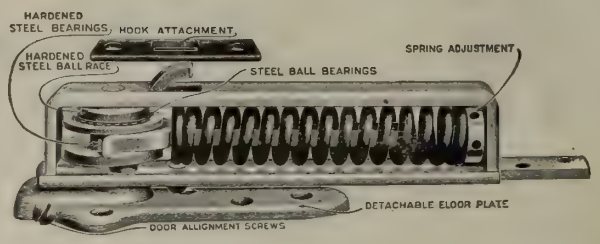
HAMILTON, CANADA

Tinsmiths' Tools, Presses, Dies, Sheet Metal Workers' Tools, Canning Machinery

TWO OF THE BEST



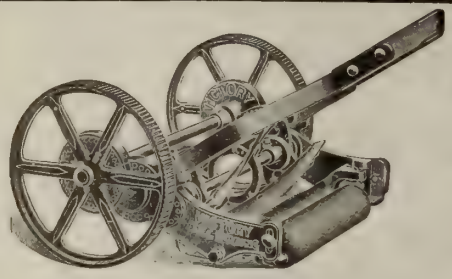
"STANDARD" Double-Acting Spring Floor Hinges and "STANDARD" CHECKING HINGES for DOUBLE-ACTING DOORS.



THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

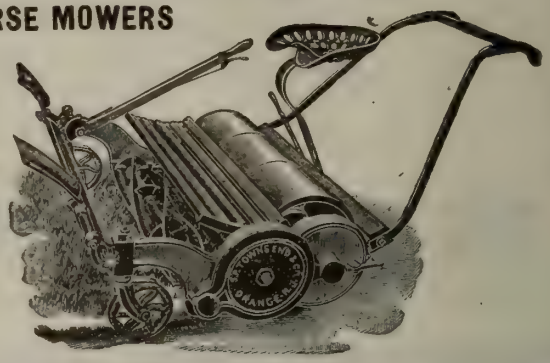
TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS



All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Now is the time to Push Churns

and the Churn to Push is the **LEADER**

Made in 2 styles, 6 sizes.

Style F.

It's a name familiar to the Butter Makers of both hemispheres.

Why?

Because they combine every Requisite of a Rapid and Perfect Butter Maker and are a combination of Simple Construction, Massive Strength and Easy Manipulation.

Barrels made of seasoned Oak. Run on steel ball bearings, are easily drained and conveniently detachable for cleaning.

All Steel Frames

Combination Hand and Foot Drive. Fitted to Run by Power if Required.

Style E.

Made by

Cummer-Dowswell, Limited

HAMILTON, CANADA

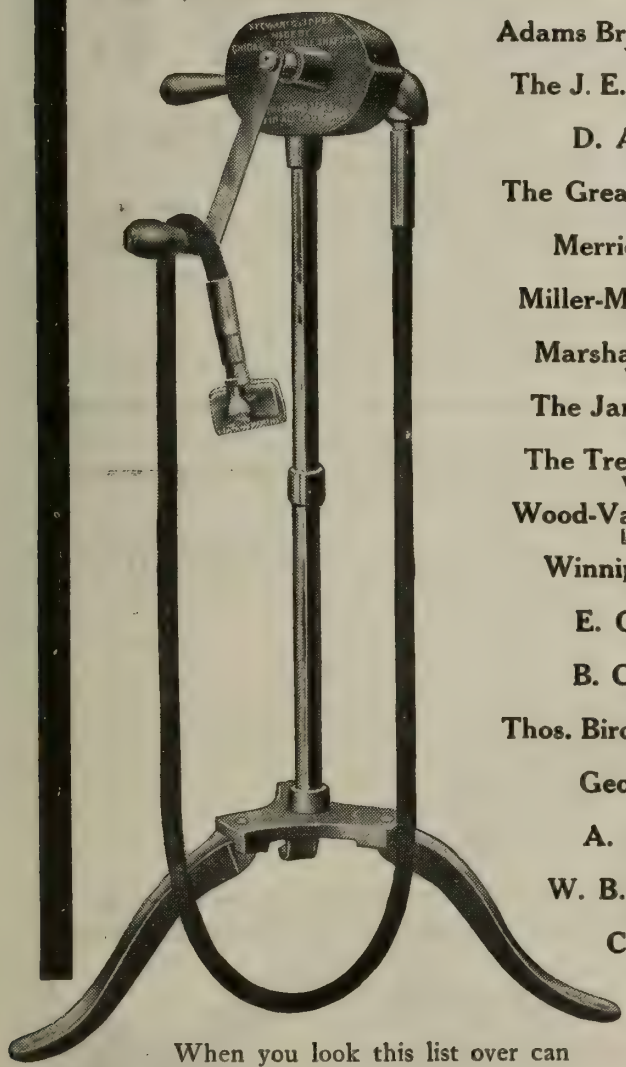
Agents:
W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Jobbers of Canada

WHO HANDLE THE GENUINE

Stewart Clipping Machines

EXCLUSIVELY



Adams Bros. Harness Mfg. Co.
Winnipeg, Man.

The J. E. Ashdown Hdw. Co.
Winnipeg, Man.

D. Ackland & Son
Winnipeg, Man.

The Great West Saddlery Co.
Winnipeg, Man.

Merrick-Anderson Co.
Winnipeg, Man.

Miller-Morse Hardware Co.
Winnipeg, Man.

Marshall-Wells Co., Ltd.
Winnipeg, Man.

The James Robertson Co.
Winnipeg, Man.

The Trees-Spriggs Co., Ltd.
Winnipeg, Man.

Wood-Vallance & Co., Ltd.
Winnipeg, Man.

Winnipeg Saddlery Co.
Winnipeg, Man.

E. G. Pryor & Co.
Victoria, B. C.

B. C. Saddlery Co.
Victoria, B. C,

Thos. Birckett & Son Co., Ltd.
Ottawa, Ont.

Geo. May & Sons
Ottawa, Ont.

A. Chown & Co.
Kingston, Ont.

W. B. Dalton & Sons
Kingston, Ont.

Caverhill-Learmont Co.
Montreal, Quebec

L. H. Hebert & Cie
Montreal, Quebec

Ludger Gravel
Montreal, Quebec

Prudhomme & Fils, Ltd.
Montreal, Quebec

Frothingham & Workman, Ltd.
Montreal, Quebec

Lamontagne, Limited
Montreal, Quebec

Lewis Bros., Ltd.
Montreal, Quebec

Starke-Seybold, Ltd.
Montreal, Quebec

James Cowan, & Co.
London, Ont.

The Hobbs Hardware Co.
London, Ont.

D. H. Howden & Co.
London, Ont.

James Wright & Co.
London, Ont.

H. Horton & Son, Ltd.
St. John, N. B.

Kennedy Hardware Co., Ltd.
Toronto, Ont.

H. S. Howland & Sons Co., Ltd.
Toronto, Ont.

Rice, Lewis & Son, Ltd.
Toronto, Ont.

Kelley's, Limited
Halifax, N. S.

LaCie, Codere & Fils, Inc.
Sherbrooke, P. Q.

A. McBride & Co.
Calgary, Alta.

McLennan, McFeely & Co., Ltd.
Vancouver, B. C.

Wood, Vallance & Leggat, Ltd.
Vancouver, B. C.

Peart Bros. Hardware Co., Ltd.
Regina, Sask.

Wood, Vallance & Co.
Hamilton, Ont.

White's, Limited
Collingwood, Ont.

When you look this list over can the statement of the imitator,—to wit: ***"All jobbers handle them,"*** be true?

If the machine they offer is as far from the genuine as their statements about the jobbers is from the truth, we feel confident the dealers of Canada will prefer to stick to the genuine Stewart that carries an unqualified guarantee to please every purchaser or no sale.

Chicago Flexible Shaft Company

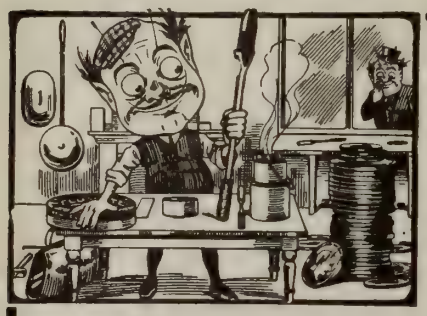
250 Ontario Street, CHICAGO

HOCKEY STICK SPECIALISTS

1912 Pice List Just Issued

St. Mary's Wood Specialty Co., Ltd.

Branches :
WINNIPEG and MONTREAL



The satisfied smile,
Happy and bright,
He's making a pile
By using FLUXITE.

THE PRACTICAL MAN USES

FLUXITE

The Paste Flux That

SIMPLIFIES SOLDERING

AND SUPERSEDES LEAD BURNING

It solders even dirty metals without cleaning and without corrosion. It joints lead without solder, merely by the use of a blow-lamp or blow-pipe. Anyone can do soldering work with Fluxite. It is a necessity in the tool kit of every motor car, workshop and home. Easy to use, easy to sell.

REMEMBER IT IN YOUR INDENTS.

Packed in small and large tins. Made by

THE AUTO CONTROLLER CO., 212 Vienna Road, Bermondsey LONDON, S.E., ENG.

HAMILTON (22 Calibre) RIFLES

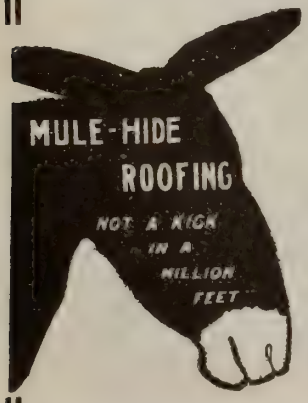
Sell Well And Bring Good Profits

We began manufacturing these rifles with the aim to build our business on their reputation and we have more than succeeded. The old as well as the young have always been highly pleased with the "HAMILTON" Rifle Service

Handle OUR line and increase YOUR business. A trial will convince you that there isn't a better value on the market. The Hamilton Rifle is safe, strong and accurate and is exceedingly simple. It has a quality and appearance that equals many higher priced rifles. Get circulars and prices at once.

FOR SALE BY ALL JOBBERS

C. J. Hamilton & Son, PLYMOUTH, MICHIGAN



Ten-Year Iron Clad Guarantee

This guarantee and our reputation are behind every order of

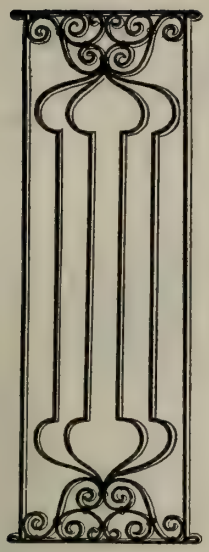
MULE-HIDE ROOFING

that leaves our works. This roofing is not an experiment but a roofing that has showed merit through its past service.

We invite comparison with any other make. Get our prices and proposition now.

The Dominion Roofing Company, Limited

31-33 FRONT STREET EAST, TORONTO, CAN.



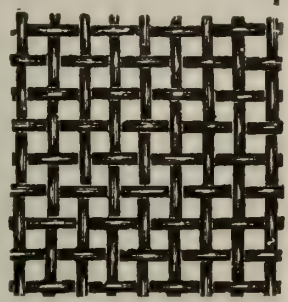
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

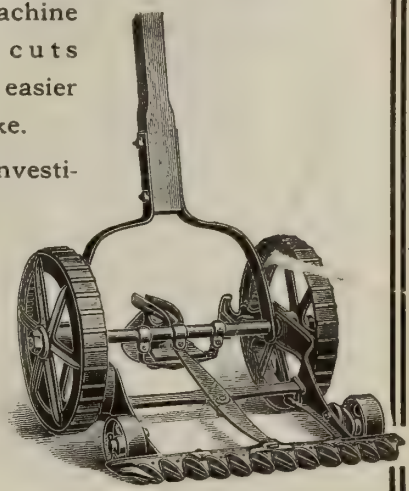
We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Clipper Lawn Mower

Is Recognized As A Trade-Winner By All Dealers Who Sell It.

This is a lawn mower that gets away from the ordinary type of machine—a mower that cuts cleaner and works easier than any other make.

It will pay you to investigate this clipper as it has proved wonderfully effective as a money-maker wherever sold.



Write for testimonials and get the verdict of other dealers.

Clipper Lawn Mower Company
DIXON, ILLINOIS, U.S.A.

METAL GARAGES

"THE FIRST MADE IN CANADA"

Announcement—In a very few weeks' time we will be ready to furnish all metal garages and small steel buildings. If you need anything in this line, be sure to hold your order until you see our buildings and get our prices.

Use the coupon below in sending for information.

The Metal Shingle & Siding Co., Limited,
Preston, Ontario.

When completed, send me your catalogue of Preston Metal Garages and all metal buildings.

I wish a building, size .... ft. by ..... ft.

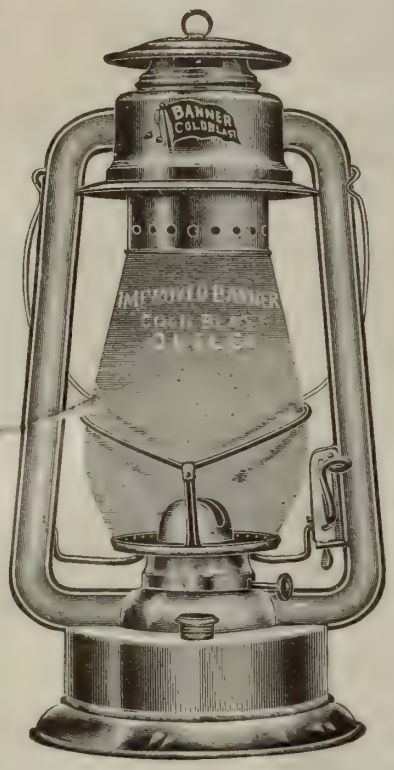
Name .....

Address ....

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD
PRESTON ONT. MONTREAL QUE.

QUICK, EASY, PROFITABLE SALES



MADE WITH

BANNER COLD BLAST LANTERNS

Their good points are obvious. They need no demonstration.

On account of their marked superiority they repeat easily.

They cost no more than inferior lanterns.

ONTARIO LANTERN & LAMP CO., Limited

Head Office } HAMILTON
Factory }

Branches :
MONTREAL 30 St. Dizier St.
WINNIPEG 56 Albert St.

The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

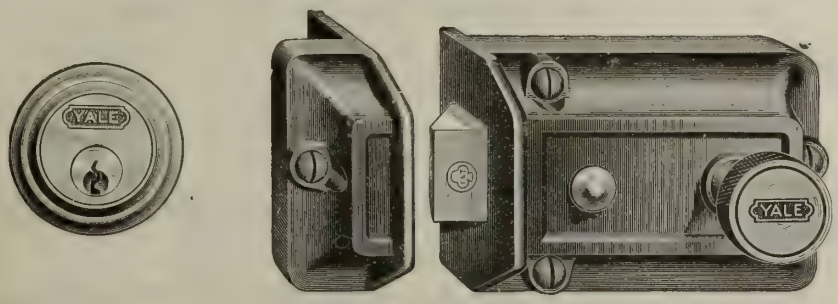
LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.

Write for Circulars and prices NOW.

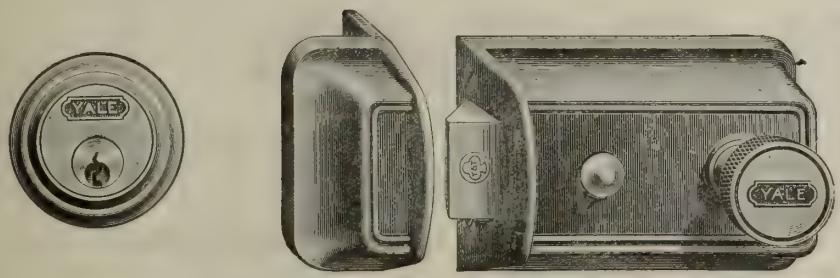
Renfrew Scale Co.

RENFREW, ONT.

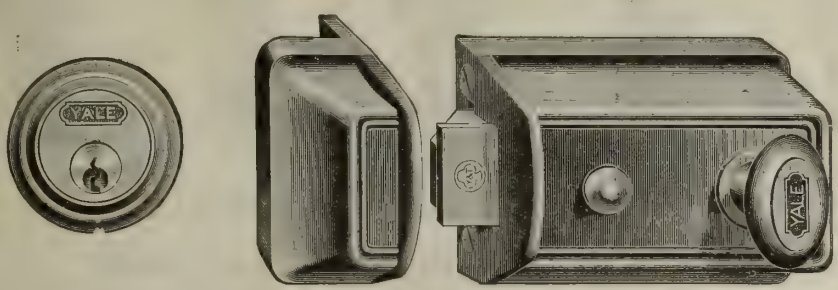
YALE NIGHT LATCHES



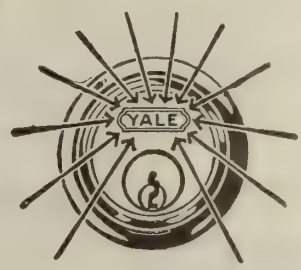
No. 042—Jap'd Iron case, 2½ x 3⅝ in., bronze cylinder, 3 Paracentric keys with each.



No. 42—Old Copper Finish Case, bronze cylinder, size 2⅜ z 3½ in., all screws that attach this latch to door are concealed, 3 keys with each one.



No. 44—Old Copper-plated Finish Case 2⅜ x 3½ in., thick bronze bolts. A slide in front of bolt dead locks the latch, which can be retracted only by the key or knob. 3 keys with each one.



A little learning is a dangerous thing.

It doesn't do you any good to know that a Yale is the safest lock to buy unless you also know that some cylinder locks with small flat keys are *not* Yales.

The genuine Yale Lock has the name "Yale" on it.

We can supply you.

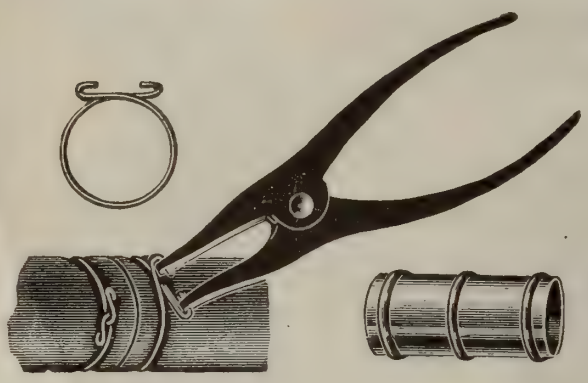
If You Supply Your Customers

with insecure locks, and thieves get in, they will fear trading with you again.

Why Chance it?

Caverhill Learmont & Co.

MONTREAL



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

Salem

Kingston

Morrow

Turenne

Irwin

Avon

Stratton

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

LION BRAND METALWARE

WE CARRY a full line of "LION BRAND, KING QUALITY" metal-ware, and guarantee it the best in the land. High in quality but moderately priced.

Heavy re-tinned strainer pails. They stand the kick.

If you have a "Lion Brand" Boiler, you have the best. None Just as Good.

Dairy Pails that stand the racket. That's Lion Brand dairy pails.

You buy Lion Brand galvanized pails but once. That's often enough. They last.

One Lion Brand tub is all you need buy. It will supply your needs forever.

Galvanized heavy stock pails The wear that W-E-A-R-S.

"LION BRAND, KING QUALITY" metal-ware; the kind that W-E-A-R-S.

Write us for sole agency proposition.

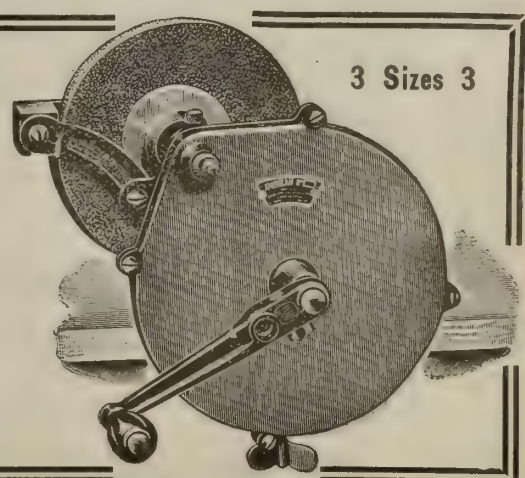
MERRICK-ANDERSON CO.

WINNIPEG, MAN.

Sole Distributors for Canadian Northwest.

AMERICAN GRINDERS Are Real Trade-Winners

3 Sizes 3



This Grinder is particularly adapted for purposes where a very compact yet powerful grinder is needed. Just the thing for a carpenter's tool chest and private shops, as well as hundreds of occasions of like nature.

When the grinder is assembled a quantity of high grade oil is placed into the case so that the machine can be used indefinitely without oiling.

The gears run in this oil path, further causing them to operate noiselessly without friction, and with elimination of excessive wear.

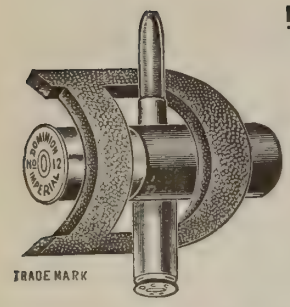
Stock it at once—we guarantee good results.

A card will bring circulars and prices by return mail.

Three sizes. 4-6-7-Inch Wheels, Corundum or Carborundum.

The American Grinder Mfg. CO., MILWAUKEE, WIS., U.S.A.

Merchants' Hardware Specialties Co., Ltd., Calgary, Alta.—Agents Western Canada



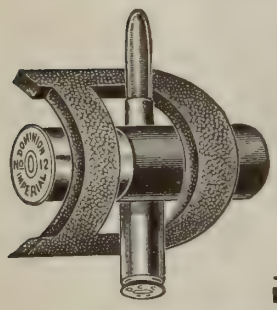
Buy NEW DOMINION Big Game Cartridges

Less capital invested than in American brands and the profit is better, although you sell at the popular less-duty price, which means satisfied customers.

MADE IN CANADA

A TRIAL WILL PROVE OUR GUARANTEE OF UNEXCELLED QUALITY.

The extreme accuracy, high uniform velocity, flat trajectory and great killing power have made **NEW DOMINION** the choice of big game hunters.



INSIST ON THIS TRADE MARK.

Dominion Cartridge Co., Ltd.

MONTREAL, Canada

For all the Game in Season

.22 REPEATER

Solid Breech Hammerless Side-Ejecting

SURE, SAFE Shooting For Man or Boy—An a Simple Rifle To Care For

The Remington-UMC .22 Repeater is rifled, sighted and teste . for accuracy by expert gunsmiths.

The simple, improved safety device on every Remington-UMC .22 Repeater never fails to work. Accidental discharge is impossible.

The Remington-UMC .22 Repeater is easily cared for. In taking down, your fingers are your only tools. The breech block, firing pin and extractor come out in one piece—permitting the barrel to be cleaned from the breech.

The action handles .22 short, .22 long or .22 long rifle cartridges—any or all at the same time without adjustment.

Ask your jobber to quote you prices on this small game and target rifle to-day.

REMINGTON-UMC—the perfect shooting combination.

REMINGTON ARMS-UNION METALLIC CARTRIDGE CO.

299 BROADWAY, NEW YORK CITY

Remington-UMC Eastern Factory Loaded Shells now on Sale on the Pacific Coast.

Sport Lovers Now Considering Equipment

Baseball, Tennis, Lacrosse, Canoeing, Golfing and Fishing—All These and Other Activities Are About to Commence—The Devotees Are Wondering When the Season Will Actually Open, it is, Therefore,Well That Dealers Are Preparing to Meet the Demand—More Prominence to be Given Motor Cycles; and Bicycles, Which Were Largely Used at the Fashionable Winter Resorts, Are Being Quite Largely Handled—A Fine Fishing Tackle Window.

From the southern training quarters of the professional baseball teams there come reports of stars and rumors of new stars; from the river districts the old inhabitants are recalling, and improving, old-time fishing tales; from the sporting clubs come talk of tennis, and speculations regarding the earliest date upon which the courts will be ready for play. In short, spring is here, spring with its promises of the splendid out of doors sporting eason.

Since hockey was forced to yield defeat to the softening weather, there have been quiet times in the sporting departments of the hardware stores. But this is but the between-season lull. Shortly, the goods needed for the summer sports will be in demand. Evidence of this is to be found on every hand. The boys and young men, now so industriously reading of the baseball heroes, are only waiting for dry ground until they place their order for baseball goods. The fisherman will come for new tackle as soon as the season opens. The golfers are already examining their sticks and trying to decide if they will need a new driver, or if they can get along with the clubs which they have, plus a new brassy. Tennis players, too, are thinking of the game. More than one player is spending some thought over his racket. It is a favorite racket and he does not want to superannuate it if that is not absolutely necessary, but he is not quite certain that his game might not be improved by the purchase of a new model. Balls will have to be secured any way. Only the drying of the court is awaited.

Must Show the Stock.

So it goes. Every young man and many a young woman, too, is thinking of some game. The dealers are, therefore, rightly considering the best means of supplying this demand. They not only have to stock the necessary goods, but they have to let the sport lovers know that they have stocked them. So the wisest are planning window trims and attractive interior displays which will catch and hold attenton.

Baseball goods many consider an especially good line to carry. Undoubtedly there is a fine demand for these. While the professional games are the ones which attract the greatest crowds, there are, nevertheless, hundreds of amateur contests played every Saturday. In baseball season the world is pretty well divided into two classes—fans and non-fans—but the fans might be subdivided into the active and grand stand varieties. There are thousands in the first sub class, thousands who play the game themselves and who need the paraphernalia of a player.

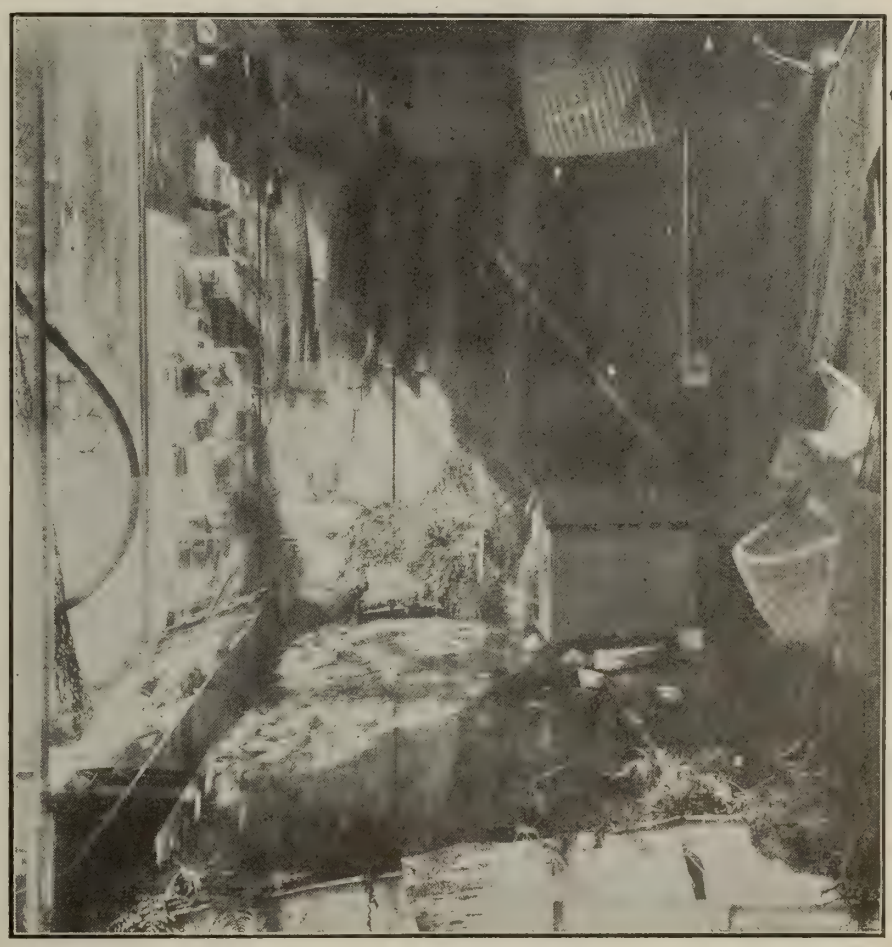
Boys Buy Expensive Gloves.

"One strange thing about baseball goods is this," remarked a man who has handled them for years. "It is for the good lines that the big demand is felt. You would think now that these little twelve or thirteen-year-olds would be satisfied with a cheap glove. But they arn't. I've sold a lot of them mitts costing from three to four dollars. They will work hard to get the money for a glove, and they save up until they have enough for a good one, too."

It is the old dyed in-the-wool fishermen who are the great buyers of fishing tackle. Young blood is coming into the fold every year, and to them a good quantity of supplies are sold, but the old timers are the big buyers. When the 24th of May approaches these men will become restless. They will feel the call of the river. Then they will buy some new tackle and be off. It is certain this will be so, for history repeats itself and so it has been in the past.

A Unique Window Trim.

A fine method of drawing attention to fishing tackle was taken by R. and W. Kerr, Montreal, last spring. One whole window was used to show the various lines. A galvanized tray, six inches deep and five feet by three in size, was placed in the window. At one of the ends a water wheel was constructed, over which the water flowed. The sides of the tank were covered with moss, and the bottom was given the appearance of a clear stream by a layer of pebbles. In the water swam about some large-sized minnows, while a miniature canoe floated on the surface of the water. The whole window was exceedingly natural,



Striking window display used to bring fishing tackle to the fore—The photograph is a little, indistinct, owing to reflections, making it necessary to make the exposure from the side.

ferns being used at the side and back to give a wood-like appearance.

Such a display naturally attracted a great deal of attention. It also sold a large amount of tackle.

According to those who are handling tackle in Canada at the present time—and they are a large number—the class bought is of fair quality. Some fishermen there are who hold that they can catch more with a ten cent pole than they can with a fine steel rod. Their number is not large, however. They are like the local preacher who violently opposed the renovation of the church in which he worshipped, claiming that he had been converted in a dingy old church with cobwebs as the only mural decoration, and he thought that was the best way to get converted.

Very Expensive Rods Not in Demand.

The great number of fishermen buy good rods and lines, though the high-priced articles so generally purchased in England do not find great favor here.

There are districts in which golf has not yet found much favor—districts in which the youth of the land has not become sophisticated through service as caddy. But wherever there is a golf links, there a demand for golf clubs and golf balls is felt. Many hardwaremen are making well out of their lines, though perhaps fewer handle this class of sporting goods than any other. It seems strange that this should be so, for there is money to be made from selling these goods.

For years tennis rackets, nets and balls have been given prominence in the hardware store. They appeal to men and women, and a sale is of especial value since it is almost certain to mean others. New balls will be needed before the season is over.

Paddles Worth Carrying.

In districts where canoeing is popular—and that means every district where there is a good river—hardwaremen are carrying canoes. It is an awkward thing to show, and yet in Montreal, some fine displays have been made. Canoes have even been placed in the windows, where they attract the attention of all passers-by. Paddles, of course, are needed, too. Indeed, the sale of these is not limited by the number of canoes marketed. Paddles occasionally break. Occasionally they get lost or borrowed. He is a fortunate canoeist who does not have to replace one or more blades during the season.

Bicycles and motor cycles are receiving attention from a number of dealers this year. The motor cycle seems to be coming into general favor—both as a means of pleasure riding and as a speedy means of transportation for the business man it is in demand. The bicycle is not gaining, but regaining favor. In Bermuda, Palm Beach, and such places where the well-to-do and fashionable foregather in the winter months, bicycles have been much used. The fad for them has been revived, and that seems to indicate that their use in cities and towns will become more common. There may yet be a rush for these machines, and if so, the hardwaremen will get his share of the profit.

Working Lines Together.

A wide variety of questions now face the hardware dealer who goes in for sporting goods. He must plan what he

F. C. Lariviere, Montreal, believes in displaying shaving accessories in his sporting department. He holds that this is the place where the greatest number of young men will see them.

can carry to best advantage. He must decide the manner in which he can best give these lines prominence. He must figure out attractive window trims and result-bringing ads. Moreover, he must remember that the sporting department—like many others—brings an indirect benefit. He must try to bring those lines which find their readiest sale among the young men into proximity with the sporting goods. F. C. Lariviere, of Montreal, remembering that the young man who comes to look for sporting goods may remain to examine something else, has gone so far as to carry razors in his sporting department. It is young men who are largely interested in these, and he has found that many sales have resulted from this arrangement.

Sporting goods have come to mean much to the hardwareman—especially at this season. To handle them properly necessitates a great deal of thought, but it is thought which will bring results, and after all that is what all the dealers are eagerly looking for.

Going Out After The Roofing Trade

Dealers Should Make an Effort to Secure Orders for New Buildings Now in Course of Erection—Thornton Bros. of Bradford Send Out Circular Letter to Their Customers and Get Results.

The spring trade starts before real spring weather arrives; that is, before it puts in its appearance permanently. The dealer's campaign should begin even earlier. He must be in the field with suggestions and methods for trade stimulation before the demand for spring goods has begun to manifest itself to any effect.

One of the best lines for spring exploitation is ready roofing. Hardwaremen have been handling it in large bulk of late years and have found that the demand has been growing with singular rapidity. Now building work begins just as soon as the snow clears away; even sooner than that sometimes. The dealer who wants to sell roofing for the new buildings going up in his vicinity cannot afford to lose any time about it, therefore. The owners or the contractors should be seen at once.

A good many dealers are adverse to outside canvassing. They claim that it involves unnecessary expense and that it stirs up bitter competition. In the opinion of the writer, however, outside canvassing is not only advisable but necessary in the matter of roofing.

In the first place the owner or the contractor will be found in a number of cases undecided as to what material to use. The shingle is still very much in use and will continue so until such time as all dealers make their roofing campaigns thorough and persistent. If a call were made, or several calls in connection with every building, the contractors would use prepared roofing to a greater extent and the dealer would reap the benefit of his thoroughness and persistency in bigger sales. A great many houses and buildings are finished off in the old way because the owner has never considered the advantages of using ready roofing.

Sent Circular Letter.

Among the firms who believe in featuring roofing are Thornton Bros. of Bradford, Ont. They also believe in going after this class of business early. This year circular letters were sent out to all prospective customers, outlining some of the advantages of ready roofing. The letter read:—

Bradford, Ont., March 9, 1912.

Dear Friend,—It has been some time since we heard from you and we do not intend to let our interest in each other lag, if it is within our power to prevent it. We enjoy your fellowship and business relations, and trust they may grow to even larger proportions this year. We handle roofing among the other good things on our list and this product is not of the ordinary kind but is considered by the large railroad companies and manufacturers as the best roofing material on the market to-day. We are delighted with it, and we take pleasure in recommending it to prospective users. Now the very next time you want to put a roof on your sheds, barns, or buildings we want you to give it a trial and you can take our word, it will prove the best and most lasting roofing you ever tried. It is cheap and does not take long to put on. It is made from fine wool felts and high grade asphalt, for these have proved the most elastic element defying properties possible for roofing. It carries an iron-clad guarantee.

A full line of "——— ———" roofing is carried in stock by us, and the next time you are near, if you will stop and get a few rolls just for a trial we are sure you will thank us for writing to you.

You will notice we handle a full and complete line of builders' hardware, stoves, paints, oils, cutlery, plumbing, etc., and our standard steam and hot water boilers meet your heating problem perfectly.

Very truly yours,
THORNTON BROTHERS.

This plan was found to be an effective means of bringing trade. Many people have since called in and the roofing demand has been large for this time of year.

Keeping in Touch With Contractors.

It is extremely important that the dealer should keep in touch with the contractors. It is not roofing only that can be sold in that way. The contractor needs a great many things; nearly everything that the hardwareman has to offer—builders' hardware, building paper, tools, cement, glass, paint and so on. If an order for roofing cannot be secured, other goods can be sold. The canvasser, if at all efficient, is certain to secure enough business to reward him for his time and trouble.

BETTER CONDITIONS TO FOLLOW.

Cleveland, Ohio, March 27.—The Iron Trade Review to-morrow will say:—

In the United States court last Saturday, Judge Killets asked District Attorney Denman whether there were any further orders to be entered in the rebating cases, the latter smiled and said there was nothing to be done except to arrange for the payment of the fines. Everybody seemed to be pretty well satisfied, and that is the attitude of the iron trade. Better conditions are expected to follow. During the past week there has been a moderate amount of ore selling, including a round tonnage for delivery in the east, from which the higher prices of last year practically exclude Lake Superior ores. Prices of finished material have hardened during the past few days, and pig iron, though not very active, showed considerable firmness in price.

The market on some finished products has advanced about $1 a ton, this gain being in a closer adherence to nominal prices in many instances, while in some others it has been an actual advance. The excitement in the coke market is less noticeable. Semi-finished steel is stronger, and buying more liberal. Railroads have appeared as buyers of cars. Light rails are increasing in activity, with production greater than at any time during this year. Plates are firm and specifications are increasing. Sheets have shown a better volume, and prices have firmed up considerably. Inquiries for structural material are more numerous, and the outlook is becoming more clearly defined as the season advances. The pig iron market, while firm, has not been so prolific of big orders, but there are signs of higher prices for third quarter delivery.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

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SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

A NEW SUPPLY OF TIN.

In Northern Nigeria, on the west coast of Africa, a boom is being experienced in tin mining. But this is as nothing compared with the boom in tin mine stock which is now taking place on the Stock Exchange in London. There, stocks which a few weeks ago were quoted at £1 are now being bought and sold for £5. Rayfield Syndicate shares show an even greater advance, nominally, worth 5s., these are now being quoted at £8. 10s.

The boom may be partially the result of stock market manipulation; yet there is some ground for the activity, the production of tin in Nigeria being at the present time quite considerable. So far the tin ore has been discovered only in patches, but there is now word of a great tin lode six miles long and 30 feet broad. Such a lode, if it exists, would render possible the production of great quantities of tin. It would put Nigeria on a par with Straits Settlements.

Tin can be produced in North Nigeria and delivered in London at a cost of £50. When it is considered that last year tin sold as high as £233 per ton, and that it is now selling well up to £200 per ton, it will be apparent that there is some ground for the speculation now taking place. Whether the Nigerian tin lode is as great as has been reported, of course, remains to be seen. This is exceedingly improbable, yet it does appear that the world's supply of tin may be increased by reason of the operations now being more extensively undertaken.

HAS BUSINESS OUTGROWN THE RAILWAYS?

Has business in Canada outgrown the railway facilities? This seems to be the reason for the serious situation which has developed during the past month.

The transportation problem in Canada is presenting many difficulties. The extraordinary development of the country in point of industry and commerce has been taxing the railroads for some years. The moving of the Western wheat has become such a gigantic task that each fall the danger of a freight blockade becomes more imminent.

At the present time the freight situation in some sections is causing much worry. Toronto shippers are being seriously hampered by the inability of the railroads to handle goods on time. Consignments of freight which should have been delivered early in the month, are in many cases still on the road or at the place of shipment. Had the weather been more propituous the freight blockade would have developed into a menance. As it is, trade has not opened up rapidly and the delay in shipments has not hampered business as seriously as it might had weather conditions been favorable.

The only feasible explanation seems to be that the transportation facilities have not kept pace with the development of the country industrially. In view of the fact that everything points to the present year breaking all records, the necessity for an improvement in the freightage facilities becomes a matter of grave import.

FEATURES OF MODERN STORES.

The improvements that are being effected in the construction and lay-out of hardware stores is shown by the descriptions of new stores which appear from time to time in Hardware and Metal. It has become a custom to make such descriptions a feature of the special numbers published each year. In past years, illustrations have been given of elaborate and up-to-date establishments, which have had an undoubted interest for members of the trade. In the special number just published, the new store of Thornton Bros., at Bradford, was described at some length and mention was made of the many practical ideas and improvements which have been put into effect there.

The close attention of every hardwareman should be given to this article. Thornton Bros. are doing business in a small town and their establishment stands as a model which all dealers, no matter how restricted their field may be, can hope some day to attain to. The ideas put into effect by the Bradford firm could be incorporated with good results in many hardware stores where a business on the same scale is conducted.

An especially commendable feature is the unpacking and shipping room at the side of the store. Not only is it possible by the use of this department to look after deliveries promptly, but the receiving and unpacking of goods has been systematized. Nothing so detracts from the appearance of a store as a collection of cases and packages shoved into odd corners waiting to be unpacked, or worse still to see the work of unpacking being carried on within the store. Where space permits, it is indeed a wise plan for dealers to provide a separate department for this work.

HIDING GOODS UNDER A BUSHEL.

This is a day of keen competition, when men crave all aids to salesmanship. The manufacturer who advertises his goods has little difficulty securing for them a place upon the dealer's shelves. Not only is this so because the dealer takes it for granted that the goods must have quality to give the manufacturer that confidence which leads him to expend a considerable sum to introduce them; but also because he knows that the goods which have been extensively and properly advertised will sell rapidly.

But while this is so there are cases in which dealers fail to do their part. They are glad to handle goods which have been advertised, yet they do not get the full benefit from this advertising. They hide it under a bushel.

An eastern dealer carries a much advertised line of silverware. This he shows in his windows and in his silent salesman, but not in the whole store is there a single sign to connect this silver with the line so well known by reason of the publicity given it. The retailer is selling good silver and is securing results; but he is wasting the good advertising which the manufacturers

are doing to help him secure his sales. He is robbing himself and the manufacturer. He is not only burying his own talent but also that of another.

Manufacturers advertising is an exceedingly valuable thing, but that the results may be most effective it must be followed up by the retailer. There must be a connecting link—something to let the customers of a store see that the article there displayed is the same article that had been brought so prominently to their attention, and for which they have come to feel a want. Some lines there are which state this fact themselves, by means of a prominent trade mark; but there are others which are not so self explanatory. They need the assistance of those signs and posters so carefully prepared for the retailers' use by the manufacturers who produce and advertise the goods.

To visit each factory and jobbing house in search of this information would not be feasible. To thoroughly read all the catalogues of all the firms bidding for business from the Canadian hardwaremen would be a physical impossibility. But to study the advertisements in each issue of Hardware and Metal is undoubtedly practicable, and it would give the hardware buyer a splendid grasp of the situation.

HANDLING NEW LINES.

The field of the hardwareman is almost unlimited. It is growing wider every day. New goods are appearing on the market which fall naturally under the head of hardware, and changes in commercial conditions are bringing other lines within his scope.

Each dealer must exercise judgment, however, in deciding in what directions his own business is to expand. Some lines which can be handled with great success in some places would prove flat failures elsewhere. Handling motor repair parts and accessories is a highly profitable venture for most hardwaremen, but there are some localities where it would not be advisable. If a small town already boasted a couple of up-to-date repair and supply shops, the hardware dealer would find it difficult to get a share of the trade. Jewelry is a first-class line in a great many localities, but there are other places where the opposition would be too keen for the hardwareman to start. When a trade paper points to the advisability of handling certain goods, it should not be thought that this is meant to apply to all members of the trade. Each dealer must apply the information given to conditions in his own locality. If conditions are not favorable, it would, perhaps, not be wise to make the venture. No rule can be drafted which would apply to all hardwaremen. Conditions vary and localities differ very widely.

BRIGHT WESTERN PROSPECTS.

The Board of Trade of Moose Jaw, Sask., claim there is every indication of a shortage of men in April in that district, unless the immigration at the latter part of the present month is heavy enough to meet the demands. Already the farmers of the district are sending in orders to the local employment agencies for men which will make the demand for farm help busier than in any previous spring. For the programme of building which is going on in that city this year, there will be needed altogether, according to the estimate of a contractor, fully 5,000 men, including carpenters, finishers, bricklayers, and concrete workers.

A city official estimates that the sewer, pavement, and water programme for the year will require several hundred men.

If this is an indication of western progress this year, prospects for a good 1912 are quite bright. It is an undisputed fact that the coming year will see a large influx to the West and business will be particularly good if the weather permits the grain yield to be an average one or better.

POINTED EDITORIALS.

If a new world's supply of tin has been found in Nigeria, a serious problem will have been solved.

* * *

The efficiency cry is being raised by all papers and magazines. It has become, in fact, the main theme of the present moment.

* * *

The paint trade will soon be at its height. The duty of the dealer can be summed up in two sharp, idiomatic words: "Get busy."

* * *

A motor boat exhibition is now being held in the arena, Montreal. Those dealers who are finding accessories a profitable line are paying considerable attention to the show.

* * *

A Belleville, Missouri, merchant has placed a striking sign over his store. "Come in without knocking," it says, "You're sure to go out the same way."

* * *

The qualities which go to make up an "efficient" man are: E—Earnestness; F—forcefulness; F—faith; I—initiative; C—conscientiousness; I—intelligence; E—energy; N—nerve (of the right kind); T—tenacity.

* * *

Spring is the season of all season's for the sport lover. The call of the brook and the woods is heard. The fan gives to baseball all the enthusiasm that he has kept pent-up during the winter. Is it any wonder, then, that the dealer finds the spring a splendid time for the sale of sporting goods?

* * *

Now Dr. Wiley, the United States Pure Food Expert, is resigning, claiming that his hands are tied. It seems a pity that a man who has the support of the people in general can not also feel the support of the authorities. Dr. Wiley has done much to put the canning business upon a higher plane. In doing this he has done something for the tin plate industry.

* * *

The series now running in Hardware and Metal, "Veteran Figures in the Hardware Field," has attracted a great deal of notice and comment. Some of the most interesting hardware dealers in Canada have been included in this series. Many practical ideas have been given in the various articles. Each sketch has contained suggestions and precept of value to every business man.

* * *

The burlap trade which has been greatly affected of late by reason of the high prices of jute will not likely experience any immediate relief. On July 1 next The Indian Factory Act comes into force. This limits the operation of mills to eleven hours a day, six days a week —a limitation which will certainly curtail the output. It seems the price of burlap is due to advance.

New Styles in Electrical Lighting Fixtures

The Old Ceiling Lights Have Given Place to Designs Suspended by Chains—Dining Room Domes Out of Style, Yet They are Still Popular—All Bars are Now Being Made in Circular Shape Instead of Square—Fixtures Remarkably Low in Price.

Whether spring or fall is the better time of the year for the sale of electrical fixtures may be a debated point. In some sections spring is the time when the largest sales are made. Other places experience the big rush in fall. There are some localities—localities where little building is being done, where Christmas is as about as good a season as any. But this is exceptional—usually the big demand comes either in the early days of spring or the early days of fall. It is then that those who have bought new houses are having them equipped with lighting fixtures. It is then those moving into old houses wish to buy some lights more to their liking than those which they find installed.

Showing New Patterns.

Little wonder, then, that those handling electrical fixtures are bringing them to the front at this time. They are showing complete sets which they can supply at a given price. They are showing fixtures especially appropriate to living room and dining room. They are bringing to the front all the new patterns.

New Patterns.—Here is where it pays the man handling lighting fixtures to study the trend of events. The fashion changes in lighting fixtures as it changes in well nigh everything else. The pattern which was much thought of a few years ago will still be highly regarded, yet those patterns are not the things which are now being largely sought.

It is but a little time ago that the aim was to have lights placed high up—bulbs, they appeared, sprouting out of the ceiling. In practically every room but the dining room this was the fashion, though in many households a greater variety was demanded. Still lights placed close to the ceiling were the fashion.

Chains Now the Thing.

At present these are not being sold so much. The light of the moment is that attached to chains. There are chains for the drawing room or living room; chains for the hall; chains for the den; chains for the bedroom, providing the wiring here does not necessitate the light being placed on the wall, instead of falling from the ceiling.

There are a variety of forms in which these fixtures are made—the chain is the only thing which remains constant. For the hall, for instance, a simple and yet an effective light is a globe hanging at the bottom of a chain perhaps two feet in length. The globes, of course, are made in various glasses—clear, ground, flowered. The prices vary, but this is a fixture which may be secured at an exceedingly reasonable figure, and which one Montreal dealer has been retailing at figures varying from three to seven dollars It is the globe which makes most of the difference in price. The chain remains about the same.

Ceiling Lights in Vestibules.

It must be noted that the old order of ceiling light is still being largely sold for use in vestibules and on porches. Perhaps the reason of this is that such a light may be installed inexpensively. It, moreover, seems exactly what is needed for this part of the house. These ceiling lights are being sold now at remarkably low prices.

Another hall light which is in considerable favor, is one in which the lamps themselves are placed within a glass or alabaster bowl. The bowl, of course, is suspended from the ceiling by chains. Such lights are more expensive. They are to be had for ten dollars, but the prices run from that up to forty and even higher.

In living rooms there are brass domes suspended from the ceiling by chains, and these again having lights suspended from them. There are clusters surrounded by prism cut crystals, these also suspended by chains. Even the bracket lamps — those lights which are placed beside the mantel — are fitted with chains. Short chains they are, just a link or two, but still chains.

Out of Fashion, But Popular.

Some attempt is being made to change the fashion in dining rooms. Domes are yet much used. They are liked. They are to be found in many houses and so the demand for them continues.

Those handling fixtures now recommend the installation of something in the cluster line. A favorite is a plate of beaten brass which is affixed to the ceiling, and from each corner and the centre of which chains drop, bearing at the end, lights. The centre light is usually of some power, while the corner ones are small, perhaps of only two candle power.

Chain effects are the fashion for bed rooms, too, and for dens. There are a variety of forms in which these fixtures may be secured; but always—or almost always—chains are used as the foundation.

Rods Are Now Circular.

Another change, some say, is to be noted in the most up-to-date lamps. It deals with the shape of the rods. Even with the great use of chains there must of course be some rods. In the past—the distant past of a season or two ago—these rods were largely square in shape. The bars on "the newest thing" are circular. Four-square men are still in demand, but the vogue of lighting fixtures in this form has passed.

While styles are changing in this way there appears also to be a steady change in the lighting business. The active building operations in many districts has caused this to improve. The very fact that fixtures are becoming cheaper has stirred up a great demand for them. Heretofore, when people had some fixture which they did not like, they grinned and bore it as well as they might. Now they think that a few dollars will enable them to get a light which appeals to them more. They do not bear with the old light, therefore. They bear it out, and supply its place with one of the new patterns which have been brought to their attention through the newspaper or window advertising of some man who handles this class of goods.

Another tendency of the purchasers, which handlers are now reporting, is their desire to have the work of installation done by the same people from whom they buy the lights. This saves them all worry, and enables them to tell right at the outset what their lights are going to cost them. There are a number of hardwaremen who have men in their employ who can install the lights. Others have got in touch with electricians who will do the work for them, and thus they are able to tell the customer at once what will be the total cost of a certain fixture, or a certain set of fixtures. These men have taken the right course.

MARBLE FROM CINDERS.

By a process which is being kept secret until the patents are allowed, a Berlin engineer is claimed to have succeeded in producing an artificial marble of extraordinary hardness from cinders combined with a binding material and coloring matter. With the aid of apparatus consisting simply of iron pots, a gas furnace and an old copying press, he is said to obtain, in a half hour's time, a slab resembling marble and as hard as iron.

Veteran Figures in the Hardware Field

No. 13.—Samuel Birch, Kingston.

Best results are obtained by team work. Some one man with outstanding ability and pronounced personality can sometimes dominate a situation or successfully manage a business all by himself. But in the main it is team work that counts. In big corporations, efficiency is needed all along the line. One weak spot hurts the efficiency of the whole machine. From president to penpusher, from director to drayman, there must be co-operation and team work.

History is full of instances of two-man co-operation. David and Jonathan, Damon and Pythias, Mackenzie and Mann, Kelly and O'Toole—you get them in all times, ranks and trades. When two men are so matched that one supplies what the other lacks and vice versa, the combination is better than any lone-hand competitor.

McKelvey & Birch, of Kingston, have been partners for 47 years. Before that the two members of the firm learned their trade together. They have been working together ever since the time they left school. and they make a great team. What John McKelvey doesn't know, Sam Birch does. If either one lacks a certain quality the other has that particular quality good and plenty. It's a case of give and take and between them they have built up a grand business.

As we enlarged in a recent issue on the subject of John McKelvey, the object of this sketch is to provide some intimate information with reference to the other member of the firm, Samuel Birch. Mr. Birch was born in Ireland and came out to Canada when 8 years old. His parents settled in Kingston and there he has remained all his life. When a lad, he engaged in the hardware business in the establishment of Arthur Chown. Another employee was a young fellow named John McKelvey and they became great friends. In 1865 we find them starting in on their own hook under the firm name of McKelvey & Birch.

Samuel Birch is above all else a practical man. He has a deep insight into the problems of steam heating and has been recognized as an authority on that subject for years. He is known from one end of the country to the other and has been called in for advice on some of the biggest installations in the United States. Naturally, he has taken charge of the plumbing and heating end

For some years it has not been necessary for Samuel Birch to turn into the work but we warrant he could wipe a joint or lay out a heating job with the best of them.

of the business while his partner has inclined more to the hardware department.

People in other cities sometimes hint that Kingston is a sleepy city. Samuel Birch has lived there over three score years and has not acquired any of the sleepiness yet. Although an old man in point of years, he is as active and virile as ever. He is first man down at the shop half the time—the other half, the first arrival is John McKelvey. The firm have contracts in many parts of the country and it is surprising how closely Mr. Birch keeps in touch with the outside work. It has not been necessary for him to turn into the work himself for some years but we warrant he could wipe a joint or lay out a heating job yet with the best of them.

Mr. Birch is of a retiring disposition. It must not be supposed, however, that he has not taken an interest in public affairs. His interest has always been deep-seated and sincere. He has traveled extensively. When the average man travels he does so for pleasure alone. Mr. Birch has seen as much of the world as he could with the purpose of widening his knowledge. The quiet man is usually observant and Mr. Birch being a quiet man, has used his powers of observation to such good purpose that he has acquired a fund of information on many matters.

Although three score years and ten have passed over his head, he is still enjoying good health and will be found in active business for many yeare yet, we trust.

AN ODE TO ORDER WRITERS.

An American manufacturer has sent out the following verses. His object quite apparently is to show dealers the necessity of writing orders legibly and clearly. The verses are clever and amusing and they undoubtedly point to a form of carelessness rather too common.

Though we never went to college, we've
acquired all kinds of knowledge
And can solve the hardest problems if
we only have a hint;
The handwriting of H. Greely we are
able to read freely,
And Cuneiform Inscriptions are to us
as plain as print.

When a musty old papyrus of the days
of good King Cyrus
Is unearthed by some old fossil, and
he wants to have it read,
We're the fellows that can do it, in a
moment we construe it,
For we haven't got a pumpkin where
we ought to have a head.

But, alas! like men and nations, even
we have limitations,
And we can't tell from some orders
just what tools we should have sent;
When a customer writes thickly "Send
one part and send it quickly!"
We'll be—blessed—if we can tell what
part of just what tool is meant.

Though our minds are often groping, we
intend to keep on hoping,
For we're learning metaphysics, and
developing our wit;
From subordinates to leaders we shall
soon become mind readers;
When, at guessing what's intended,
we'll be sure to make a hit. ("Nit.")

HARDWARE MEN LOST.

Rosetown, Sask.—The hardwaremen went down to defeat before the mercantile and professional men in a hockey match by a score of 7 to 5. An oyster supper was at stake.

Got Three Years.

Maple Creek, Sask.—A young fellow who broke into Cooil Bros.' hardware store and stole about thirty dollars from the register, was sentenced to three years.

Complete Course of Sheet Metal Work

By L. W. KOSER---No. 7

Problem 5, plate 13, illustrates a Y-joint in pipe. This can be a cut-off for a small conductor pipe, or a Y-joint for a large blower pipe. The size makes no difference.

The top piece P is straight and necessitates no pattern.

The pattern for the bottom is developed as explained for problem 1 and 2, plate 11.

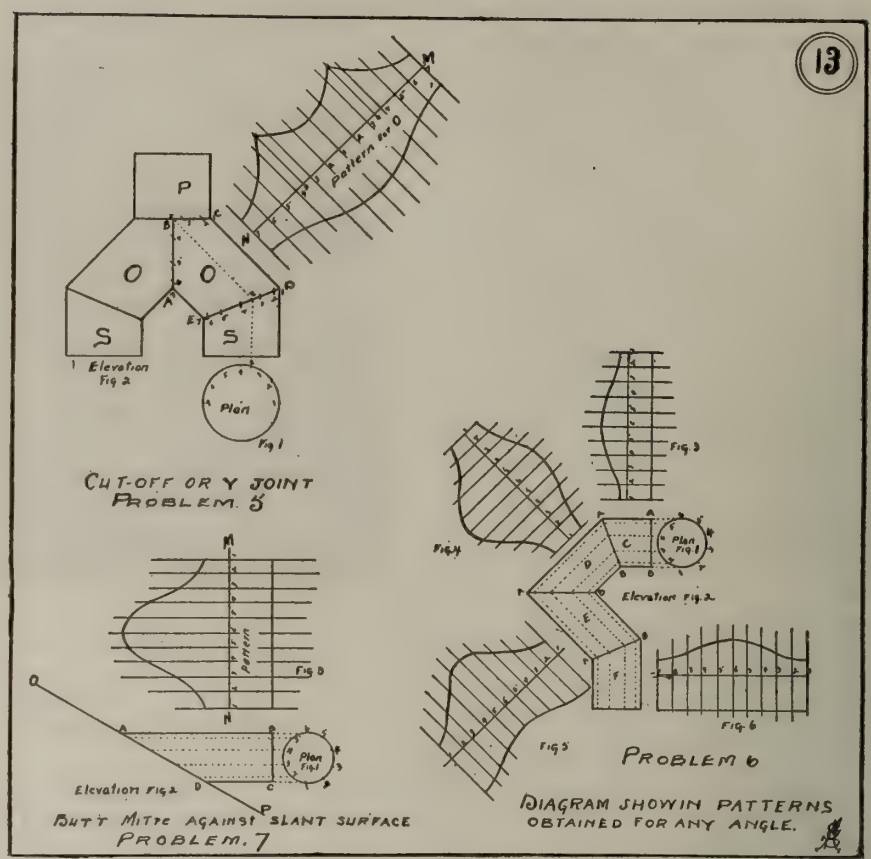
The gore piece O is very similar to the gore piece C, problem 3, plate 12, and is developed in practically the same manner.

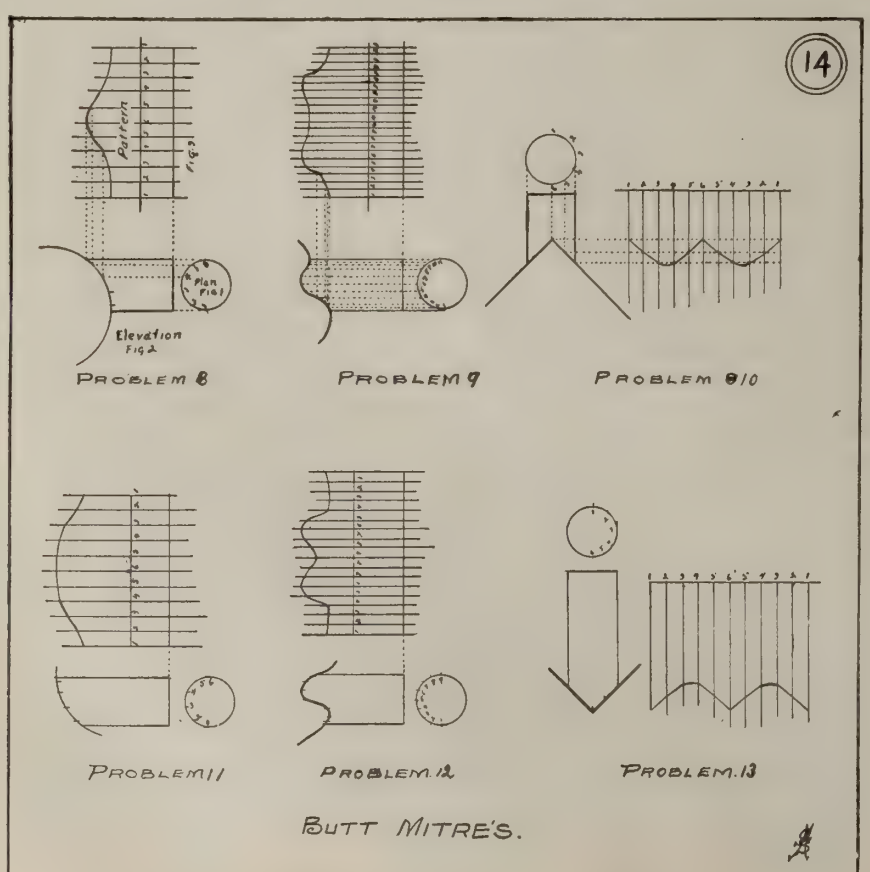
Lay out the plan, Fig. 1; then the elevation Fig. 2; keeping one arm of the elevation in line and directly above the plan.

One half the plan is then stepped off and numbered as previously explained and vertical lines are carried from the numbers to the first mitre line E D, then parallel to C D, to the next mitre line A B C.

The stretchout N M is then laid out at right angles to the line C D and the usual measurement lines drawn.

The T-square is then placed so it will run parallel to N M. Bring it against each one of the points on the mitre lines, and cut the corresponding measurement lines.





In measuring off the plan of a Y-joint, it seldom happens that any of the regular lines come into the point B on Fig. 2, therefore to get the pattern extended up to this point, we draw a line from the point B parallel to the line C D, until it touches the mitre line E D. Then we drop it vertically to the plan Fig. 1, to get its position for the stretchout line.

We call this line "x" or anything to distinguish it from the stretchout line.

It will be noticed in this case that it comes between 3 and 4 on the plan.

Now we want a line on the stretchout to correspond to this line, to have the same position on the stretchout that it has on the plan, so we transfer the space X 3 or X 4 from the plan to the stretchout and draw the measurement line X.

The place the T-square parallel to the line N M, bring it against the point X or B on the elevation and cut out the measurement lines X on the stretchout. A line traced through the points on the measurement lines completes the pattern.

Problem 6, plate 13, shows elbows running in different directions. This example is intended for practice on what the student has gone through. The principle is the same as 2 and 3-piece elbows and serves to illustrate the different

shapes assumed by the pattern for different turns and angles.

Problem 7, plate 13, illustrates a pipe butting against a slanting surface and is called a Butt-mitre, and is developed the same as explained for problem 1 and 2, plate 11.

The plan Fig. 1 is drawn, then the elevation Fig. 2, then the stretchout N M is laid out at right angles to the line A B.

Divide the plan off into equal spaces and carry the points to the slanting surface O P and then to the corresponding measurement lines; the pattern is then developed for the section A B C D.

It does not matter what the shape of the surface O P is like, or the shape of the pipe or moulding. The principle of developing a Butt-mitre is the same. The pipe or moulding is divided into smaller spaces for irregular surfaces.

Problems 8 to 13, plate 14, are examples of Butt-mitres and are, as before mentioned, developed the same as explained for problem 7.

Bank Buys Up-to-Date Revolvers

Despite Agitation Against the "Persuaders" Sales Have Not Fallen Off—People Realize There is a Right as Well as a Wrong Use for a Revolver—Bank Directors Are Convinced They Must Place Their Clerks Upon an Equal Footing With the Bandits Who Are Now Holding Up Banks.

In face of all the agitation that has been made in Ontario and Quebec against the revolver, the sales of these weapons have rather increased than decreased. Besides this, showing that a large part of the people realize that a revolver fills a proper as well as an improper purpose, it also makes it clear that there has been good salesmanship. Indeed this has been the case. Handlers have not waited for orders to come. They have gone out after orders, creating a demand where before it had not been felt.

Plan Revolver Campaign.

It was in one of the larger establishments in Montreal that a plan was laid to interest some of the banks in the most up-to-date revolvers. The work was not entrusted to a clerk. The head of a department went personally and placed the matter before the manager of the bank—The Bank of Hochelaga. He referred to the hold-ups which had occurred in Vancouver. He spoke of the need of tellers and others in the bank being prepared to face a bandit any day. He argued that the bandit would be sure to have on his hip one of the best revolvers made. It, therefore, behooved the bank officials to so arm their men that they would not be at a disadvantage in protecting the people's funds.

The bank president was interested. He asked the salesman to lay the subject before the board, and this the salesman agreed readily to do.

Armed With Arguments.

Often travelers are urged to go to their customers armed with arguments. This special salesman thought of this when he went before those directors. He went armed—armed with arguments in the shape of the revolver he was urging them to install. There, before them all, he showed how this worked; how it could not be accidentally discharged; how it was lightning-fast in time of need; how it was easily handled.

The directors were more than interested. They were convinced, and determined to put these revolvers in all their branches. They made only one condition—that the salesman should illustrate the use of the revolver before all the tellers who could be collected.

A Local Illustration.

Recently, there had been a bank robbery—or an attempted bank robbery—in Montreal. The facetious are saying that Montreal is getting more like Vancouver every day. However, that may be, this attempted safe blowing has given the dealers another good illustration of the need of banks having their staffs properly armed. This is being laid before the directors of other banks, much as it was laid before the directors of the Bank of Hochelaga, as outlined above.

Hardware Letter Box

Portable Gas Oven.

W. H. Turnbull, Brantford, Ont.—"Where can we obtain a portable metal oven heated by gas, in which we can bake 100 loaves of bread?"

Warren Mfg. Co., 782 King St. West, Toronto (natural gas only); Jas. Clarey. 438 West 48th Street, New York; Middleby Oven Co., 329 Greenwich Street, New York.

Jewel Coal Oil Stove.

H. Frank Peters, Portland, Oregon.—"What firm manufacturers a small coal oil stove called the Jewel. operated with an air pump?"

G. M. Clark & Co., Chicago, Ill.

Miniature Kegs.

Morrisburg Tack Mfg. Co., Ltd., Morrisburg, Ont.—"Can you give us name of manufacturer of miniature kegs?"

Automatic Wood Box & Turning Co., St. Romuald, Levis County, Quebec; Lachute Shuttle Co., Lachute, Que.; Canada Spool & Bobbin Co., Walkerton, Ont.

Enamel Letters.

J. A. DaWolfe, Gananoque, Ont.—"Where can I procure white enamel letters?"

J. E. Richardson & Sons, 147 Church Street, Toronto; Booth & Son, 21 Adelaide Street West, Toronto; C. W. Mack, 60 Yonge Street Toronto; Martel-Stuart, Let., Hermine Street, Montreal.

Manufacturers of Slate.

Binette Bros., Lachine.—"Who are the manufacturers of slate for roofing purposes?"

Genuine Bangor Slate Co., Wall Bldg., Easton, Pa.; E. J. Johnson & Co., New York; Matthews Consolidated Slate Co., Boston, Mass.

USE OF STOCK BOOK.

"We are just out, sir. Can we order it for you?"

How often is this statement repeated in your store, Mr. Hardwareman?

It is a serious matter, this difficulty in keeping the stock properly sorted up and complete. No merchant possesses a seventh sense which tells him when the last article of a certain line has been sold. Neither has he the time to keep rummaging and exploring through all the shelves and drawers to check up shortages. He has to depend on the good sense of the clerks to tell him when they find that any line is getting low.

Now, the hardware clerk is only human. He can be careless at times and he forgets the same as everyone else. He may intend to tell the boss that he has sold the last measuring tape in stock, but another customer drops in and he forgets it. In a day or two a couple of customers come in to buy measuring tapes and receive the answer with which this article starts.

It is inevitable and it happens in the best regulated stores. What is needed quite apparently is a system to check up the stock perpetually and make such oversights impossible. The nearest approach to a system of this kind is the "stock book" idea now followed by a number of progressive dealers.

H. Lindon, of Leamington, has adopted the plan and finds that it is quite successful. He has a book in the store for the entering of information regarding the stock. If a clerk finds that there are only a few locks of a certain size left, he is supposed to enter the fact in the stock book at once. Every evening the proprietor looks over the book and finds what has been entered. He orders at once the lines which are nearly exhausted and takes note of those which are dwindling down.

By "Mack."

A person with the native aptitude for making friends commercially or socially enjoys many advantages.

I think this much may pass unquestioned, for it is well known that the majority of mankind prefer the stream of approbation to flow towards them and not in an opposite direction.

Business friends or, shall we say, friends of a business, have so much to do with the success or failure of a venture into trade that this class shall be considered exclusively?

It is probable that anyone of magnetic personality will attract others to his store, and if this quality is united to other conditions he constitutes what is called hard opposition.

He may have the social temperament developed and people are drawn towards him.

They want to do their purchasing under pleasant and satisfactory circumstances.

Anyone may aspire to achieve the accomplishment of creating friendship in his customers.

He will be asked to make sacrifices sometimes, and to endure with becoming patience the appearance of trouble on the business horizon.

This, like other desirable positions, is not won easily, but needs constant practice so that one involuntarily takes the most agreeable course of action when meeting unexpected opposition to our wishes.

But the importance of being fair to all is the quality that counts heavily over a long period.

By this I mean to avoid in eagerness to gain progress on the good graces of those to be cultivated; the indiscretion of showing favoritism.

It is fatal to success and really defeats the aim of the dealer who makes the mistake.

The temptation to err in regard to expressing gratification for favors received from a liberal patron is strong, but some smaller customer will value his trade just as highly and feel offended should he not get the same recognition. Make all the friends you can, but do not discriminate.

AN OPTIMISTIC SUMMARY.

New York, March 27.—The Iron Age will say to-morrow: Whatever may have been the motives or influences which caused the slashing of Lake Superior iron ore prices, the result is wholesome. That the ore market is wide open is demonstrated beyond dispute. Prevailing prices at Lake Erie ports show a reduction on last season's quotations of 75 cents a ton on Bessemer and 65 cents on non-Bessemer ores. This means $3.50 for Mesaba Bessemer and $2.85 for Mesaba non-Bessemer, Old Range ores selling at 20 to 25 cents above these figures. It is undersood that on a few sales the cut was still deeper, an apparent effort being made by some interests to make prices so low that competitors would have no disposition to offer further inducements. The quotations above given are so low that shaft mines will hardly be able to come out even although open pit mines may be able to make a little profit. It is stated that a number of mines will be obliged to close and wait for an improvement in prices.

Some sales of Lake Superior ore have been made to eastern consumers and other business of this character is expected to follow. Mesaba non-Bessemer ore can be delivered to eastern furnaces at 8.35 cents per unit. Witherbee, Sherman & Co., miners of Port Henry ore, Lake Champlain, reduced their price some time ago, and have their output now quite well sold on the basis of 7.25 to 8 cents per unit for various grades delivered to Lehigh and Schuylkill Valley furnaces.

It is not expected that the reduction in ore will have much effect on prices of pig iron or finished iron and steel. Pig iron prices have for some considerable time discounted lower costs of ore, while on the other hand, coke is so much dearer as to offset considerably the reduction in ore. When prices were cut on steel products in November and December no attention was then given to the relation between the cost of ore and the selling price of steel products.

Threatened labor troubles cloud the immediate future with some uncertainty. The rejection by fifty eastern railroad companies of the demand for higher wages by locomotive engineers may possibly bring about a strike if the members of the brotherhood, to whom the question is to be referred, should vote in favor of one. The coal operators and miners have not yet come to an agreement, and April 1 is close at hand.

Catalogues and Booklets

Wright Summer Goods.

E. T. Wright & Co., Hamilton, Ont., have issued their 1912 summer catalogue, which contains prices and general information concerning the warm weather goods manufactured by this firm. Among the additions to their manufactured products this year are fly killers, minnow pails and a new lantern called the Comet Hot Blast Lantern. The various lines shown in the catalogues include the following: Wick oil stoves, wicks, asbestos starting rings, drums, chimneys, burners, founts, oil stove kettles, gasoline vapor stoves, hot plates, gas plates, flexible gas tubing, sad-iron heaters, gas stove pipe, elbows, collars, dampers lengths, ovens, asbestos stove mats, bread toasters, gasoline funnels, oilers, spray pumps, carpet beaters, ice tongs, ice picks, water coolers, ice boxes, refrigerators, and other similar lines.

Motor Boat Supplies.

The Canadian Fairbank-Morse Company has just issued a finely illustrated catalogue dealing entirely with motor boat supplies, carburetors, gasoline strainers, spark plugs, magnetos—these and scores of other fittings are dealt with and their price given. The booklet will be of great use to those doing business in a section where motor boats are extensively used.

Made in Worcester.

A neat leaflet has been sent out illustrating products made in Worcester, Mass. It is stated on the cover that "Worcester now manufactures and consumes more wire than any city in the world." Among the goods mentioned are Coes wrenches, Norton grinding wheels, Harrington and Richardson fire arms, Winslow skates, Coates clippers, Hills dryers, and Quality wire goods.

Tools for the Farm.

An interesting book "Disston Saws and Tools for the Farm" has been issued by Henry Disston & Sons. It contains, in addition to a complete description of Disston saw and farm tool products, a forcible plea for quality articles.

Breast Drills.

The Stanley Rule & Level Co., New Britain, Conn., have issued a booklet, illustrating their line of breast drills. The various varieties of steel and iron frame single and double speed drills are shown and described.

Current News of Hardware Trade

New Stores Opened.

Coquitlam, B.C.—Fred Watson and W. A. McKeown have started in the hardware business. They are fitting up a large and modern store which they expect to open to the public by the first of the month.

Carries Heavy Samples.

Montreal.—George H. Saywell, of Winnipeg, representative of a number of British manufacturers, is staying in the city for a few days. He has just completed a successful trip to the coast In Montreal Mr. Saywell picked up 700 pounds of new brass foundry samples. This makes 1,500 pounds of samples which he carries.

Building New Factory.

Three Rivers, March 28. — Argall Bros., who last fall bought out William Wallace, manufacturer of cant hooks and other lumber tools, are now building a new factory directly across from the skating rink. The structure will be of good size and will give the extra foundry room which the growing business has rendered necessary.

Landreth Bros. Store.

Lemberg, Sask.—The new hardware store of Landreth Bros., mention of which was made in the last issue, is a cement block two-storey building, the dimensions being 60 feet by 25 feet. The tinshop, which is one of the best departments of the business, is kept in the second storey. There is a store-room behind the main building, 35 feet by 18 feet.

Building New Store.

Ebourne, B.C.—Gordon & Son, hardware merchants, have had erected two new stores on Fourth street, south of Saskatchewan street. One they purpose occupying themselves this month and the other is to be rented. D. McRae has built two stores on Fourth street, south of Moosomin street, one of which is now occupied by H. C. Cornett, tinsmith.

Championship Decided.

Montreal, March 16.—The fight for the championship of the Hardware Hockey league was concluded last night, when, in an extra game rendered necessary by a tie at the conclusion of the regular season, the Canadian Fairbanks-Morse won the honors for the fourth time. The team from Thomas Robertson Company made a gallant fight, but one shot of the Fairbanks men passed their goal tender, and that one shot was sufficient to win the game.

The Hardware League has been a see-saw affair all winter. For some time the Frothingham & Workman team lead; then the old champions became contenders, as did also the Robertson team. There was not a weak aggregation in the league, so every game was hardly fought.

In last night's game, which was the most keenly contested and most exciting of the season, the teams lined up as follows:

Fairbanks (1)		Robertson (0)
Desomdy	Goal	Finnie
Davidson	Point	Rowe
Hyland	Cover	Thibeault
Marnell	Rover	DeGranpre
Bennett	Centre	R. McKeown
Bethune	R. Wing	D. McKeown
McMullen	L. Wing	G. Thompson

Referees—J. Marshall and J. Brennan. Umpires, C. Hoerner and C. Porteous. Timekeepers, E. C. Asselin and Thomson Robertson.

Fire Losses.

Elkhorn.—Goat Bros.' hardware store, Marsh & Co.'s general store, and the Bank of Commerce building at Elkhorn, Manitoba, were destroyed by fire a few days ago. The loss will aggregate $55,000, Goat Bros. building being valued at $6,000 with insurance at $4,000, the stock $10,000 with insurance at $8,000.

Business Changes.

Netherhill, Sask.—G. Reid has started here in hardware and general merchandise.

Avonlea, Sask.—The Monson Hardware Co. have opened their store here.

McOwen, Sask.—A hardware store has been started here by Kerlong and Forgoard.

Warman, Sask.—J. Lorrie, hardware dealer, has taken over the business of P. J. H. Martens here.

Macoun, Sask.—The Macoun Lumber and Hardware Co. have sold out to W. A. Conley.

Brooklin, Ont.—Pringle and Manning, dealers in hardware and implements, have sold out.

Armstrong, B.C.—The H. B. Morley Co. has been changed to the MacPhail-Smith Hardware Co. The members of the firm are Angus M. MacPhail, formerly with Martin, Finalyson & Mather of Vancouver, and Geo. A. Smith, for seven years in a local saw mill.

Arcola, Alta.—W. A. Youngblud has purchased the hardware store of J. R. Mears. M. Paterson will take charge of the tinsmithing department. M. Mears, who has been in business here for the past twelve years, will remain here during the summer.

Stornoway, Sask.—Wilson & Henry, hardware dealers have been succeeded by Geo. A. J. Henry.

Neepawa, Man.—E. N. King has bought out the hardware business of J. P. Shannon.

Pilot Mound, Man.—The hardware and general business of E. McConnell has been sold to Sellwood & Cleghorn.

Creelman, Sask.—W. C. Carruthers, hardware dealer, has sold to J. E. Wright

Seaforth, Ont.—Chesney & Archibald, hardware dealers, have dissolved partnership. The business has been taken over by G. L. Chesney.

Personal Notes.

W. E. Ramsay, Montreal manager for the Pedlar People, was one of a number of Montrealers to attend the railway maintenance exhibition in Chicago.

J. C. Newman, Montreal manager for McClary's, has returned from a fortnight spent in Atlantic City.

REMOVING OLD LACQUERS.

The following liquid is recommended by M. Rubini, according to a German patent: 1,000 grammes of weak alcohol (rum) are mixed with 90-120 grammes of oil of cloves and 90-120 grammes of ether; in a separate vessel equal parts (by weight) of paraffin oil and oil of turpentine are mixed; 500 grammes of each of the two solutions are brought together, whereupon a solution of 25-50 grammes table salt in 400-600 grammes of distilled water is added. This liquid must be well shaken until it forms a milky emulsion. It is then ready for use. A piece of cotton wool is wetted with this solution and rubbed over the painting. Fresh pieces of cotton must be used until the tuft remains perfectly clean on going over the painting. If the lacquer should be very old and dark, the surface of the painting may be covered with the liquid and then rubbed off with cotton wool. It will be found that the painting will regain its original fresh and deep colors, the liquid causing no injury whatever.

Progressive Hardware Retailing

Hamilton Firm Start a Vigorous Spring Campaign Directed at Farm Trade—How Smith's Falls Dealer Improved His Sale of Sporting Goods—A Record January Sale of Washing Machines.

SOLD WASHING MACHINES.

Calgary, Alta.—A salesmanship feat of no small merit was performed here during the last week in January by P. Levany, a member of the staff of Linton & Hall, hardwaremen. In six working days he sold eleven washing machines and twelve wringers. When one considers that during the time when the sales were made, the temperature hovered somewhere around twenty below zero, it will be recognized that so large a list of sales in these lines was something out of the ordinary.

Perhaps the most praiseworthy feature of it was that a wringer was sold with every washer and one extra was disposed of for good measure.

WATCHING WIRE REMNANTS.

"System" makes note of the following commendable method:

"A hardware dealer, whenever any remnants are left—as from a roll of wire screen—has a tag attached to the new roll. This tag states the number and length of remnants that have accumulated. With this fund of information, the clerk is often enabled to make a sale of a certain length remnant instead of cutting into the new piece."

BOOSTS TACKLE SALES.

Now that the fishing season is not far off, it is interesting to note that some dealers have evolved clever methods of boosting the sales of fishing tackle and anglers' supplies in general. Robert Hawkins, of Smith's Falls, Ont., tried a plan last year which brought good results. Mr. Hawkins organized a fishing contest, offering a prize for the largest salmon caught in that vicinity, and another for the largest small-mouthed black bass. A certain period was set, and during that time Mr. Hawkins gave a coupon to every person buying fishing tackle in the store. The coupon used for this purpose is herewith reproduced.

The contest was first announced in fitting style in a full-page advertisement in the Smith's Falls paper, and this enterprising dealer saw to it that it was kept before the public right along. A large advertising campaign was conducted.

The contest was a success in every respect. The prizes offered were large but it was found that sportsmen strove to win more for the glory of winning and beating out the other anglers in town than for the pecuniary benefit. Needless to state, the sales of fishing tackle in the store broke all records. What is more, the sales in other sporting goods showed a marked stimulation.

STEEL FISHING ROD CONTEST

OPENS JUNE 16---CLOSES AUGUST 31

THIS CERTIFIES that Mr..... has entered our Fishing Rod Contest and agrees to comply with all conditions.

1. Fish must be caught in Rideau River or Lakes.
2. Fish must be in good health and caught with hook and line.
3. All fish must be weighed at our store and a certificate of weight given.

Prizes will be given to party holding Certificate for largest fish, as follows:

1. For largest Salmon—Bristol Steel Fishing Rod of the telescope pattern, value $5.00.
2. For the largest Small Mouthed Black Bass—Steel Fishing Rod, slip-joint pattern, value $2.50.

ROBERT HAWKINS

P S—We reserve the right to examine any or all fish.

Coupon Used by Robert Hawkins, of Smith's Falls, in Conducting Contests.

A BRISK SPRING CAMPAIGN.

Hamilton, Ontario.—Stanley Mills & Co. have started a seasonable campaign directed at farmers and house owners, particularly the former class. On Saturday, March 23rd, a full page advertisement was inserted in the daily papers containing a striking summary of the goods carried of interest to the farmer and housekeeper. The opening argument in this advertisement was run under the caption, "Every farmer and house owner should read this advertisement; it will help him buy his spring needs right." It read as follows:

"No matter what the cold weather says—no matter how the banks of snow and ice seem to protest against it, springtime is here—and the warm rays of the sun will soon have the frost out of the ground, and new life springing up all around us. The farmer should overhaul his stock of tools and implements now, and see that everything is ready for the season's work. The house owner and the housekeeper should plan and decide about the painting and re-finishing that's to be done—and buy their supplies now. We've completed our part and can show you the best stocks of merchandise in the history of the store. Why not let Monday find you getting ready for the spring?"

A good deal of the space was given up to forceful paint advertising. Other goods featured under the heading of "Farmer's Needs" were: Cistern pumps, step ladders, washing machines, wringers, seeders, rubber drill tubes, pruning shears, pruners, post hole augers, butter workers, butter scales, tarred paper, roofing, horse clippers, curry combs, tooth rasps, wheelbarrows, manure forks and shovels.

KEEPING TAB OF PRICE CHANGES

Chatham, Ont.—"I find this card index file a very handy thing for keeping tab of price changes," remarked a hardwareman the other day, indicating a file on his desk.

"I really believe there are hardwaremen, even to-day, who try to carry all the price changes in their heads, but I've always made it a practice to relieve my mind of that sort of burden by jotting it down somewhere where it would be convenient to find, and never in the way at other times. Formerly I used an indexed book, but that proved cumbrous, and I resorted to the file.

"You will notice that the cards are ranged in alphabetical order, each card being devoted to a particular article or line. Thus, it is a matter of just a moment to enter each price change as it comes to my attention. Thus, if there's an advance in turpentine, I take out the

card under "T," enter the change with the date, and replace the card. Of course, I have all the latest catalogues filed away; but this system helps me to keep tab of all other quotations. It is more convenient than the book system, for when a card is filled I can start a new card for the same article, and throw away the old one.

"I find that I save quite a bit by keeping closely in touch with all the latest prices, and watching the trend of the market. In this respect Hardware and Metal is a big help."

—

PREPARE FOR SPRING.

Waskada.—The People's Hardware, G. R. McLean, proprietor, are conducting a brisk spring campaign directed principally toward the farm trade. They are advertising horse clippers, and stock tonics, two lines which are certain to attract the attention of customers from the country districts.

An early Spring advertisement to get the Spring trade.

FEATURING TOOLS.

Fort William, Ont.—W. G. Colville Co. are holding a ten-day sale at "The Sign of the Saw." A special effort is being made to push the sale of tools—all kinds of tools, for housewives as well as mechanics. Included in the list of house tools which they are featuring are washing machines, wringers and bread mixers among other useful articles. Carpenters' tools are also being featured.

—

A PAINT CAMPAIGN.

Revelstoke, B. C.—The Revelstoke Hardware Co. are conducting a brisk paint campaign. Recently a very creditable paint window display, mention of which has already been made in Hardware and Metal, was shown. The firm are also doing a lot of effective newspaper advertising along the same line, making a special effort to reach those who are building this spring.

—

AN OPENING SALE.

Manville, Alta.—J. R. Barnes, successor to Cecil Frank, hardware dealer, is holding a special opening sale. In order to make room for the new goods constantly arriving, inducements are being offered in the hardware, furniture, saddlery, stove and kitchen ware departments. The sale is announced in full page space in the local papers.

—

EARLY CLOSING AGREEMENT.

New Hamburg, Ont.—Hardwaremen here have joined with the other merchants in an early closing agreement. Under the agreement, which takes effect the end of March, all stores close at 6 p.m., except on Saturdays and evenings before holidays. In July and August, however, a further exception will be made in regard to Wednesday evenings, when stores will be kept open to accommodate farmers.

—

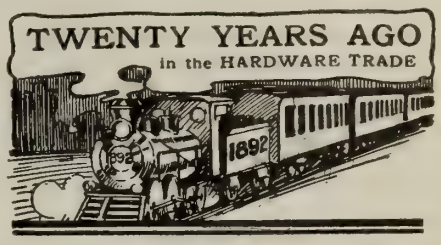
A HOUSECLEANING WINDOW.

Toronto, Ontario.—A good spring housecleaning window is shown in the store of S. Hobbs, hardwareman, of Queen Street West. A step ladder has been placed in the centre, and is used as a form for the grouping of the many articles which the housewife needs when the cleaning season begins—brooms, mops, carpet sweepers, stretchers and beaters, hammers, polishes, paint and so on. The assortment is a complete one, and the display has attracted much attention as a result.

Hardware Notes.

London, Ont.—Purdom's hardware is again in the running. The business was started just as soon after the fire as arrangements could be made. The regular "Saturday Savings Sales" are again being conducted.

Preston, Ont.—Bernhardt & Gies are showing a fifteen-cent window. The display is made up entirely of articles selling at that price.



The following items are taken from the issue of March 26, 1892:

A feature of each issue was a motto for the week. The motto used in this issue was: "It is better to have built a dog house than to have dreamed of building a palace."

* * *

"The Page Woven Wire Fence Co., of Adrian, will start an establishment in Windsor."

* * *

"For some weeks now there have been current reports of a big copper combination involving millions of dollars. Beyond the rumor nothing is known, however."

Editor's Note.—The same rumor is still being heard. It is a story, in fact, which, like Banquo's ghost, will not "down." Last year insistent rumors were heard of an immense merger and it was said in authoritative circles that it would undoubtedly go through. But nothing came of it.

* * *

S. T. Marling, hardware and general merchant of Craven, N.W.T., has bought out G. S. Rise, of Pense."

* * *

Editor's Note.—Mr. Marling sold out in Pense some years ago after making an ample competence and is now living in Victoria, B.C.

* * *

"Fire in the big warehouse of W. H. Thorne & Co., hardware dealers, St. John, N.B., was discovered on Monday last. Considerable damage was done before it was extinguished. Loss fully covered by insurance."

"Thomas Robertson & Co., Montreal, have appointed Messrs. Craig, MacArthur & Co., Toronto, their selling agents for Toronto and the West."

Weekly Market Report --- Metals

ADVANCES IN METALS.

Higher prices and shortages are developing all along the line. Tin, lead, copper and pig iron have shown advances in price during the week. All these metals, with the possible exception of tin, are getting scarce. Spelter is almost unobtainable still. Plates and sheets are extremely hard to obtain.

There is a brisk tone to the market and buying continues active.

MONTREAL.

Montreal, March 28.—Now the results of the English coal strike are beginning to be felt in Canada. The shipments of metal have been seriously interfered with, and the natural result has been a rise in prices. Tin, copper and lead have all advanced, and indications are that a higher level still may be expected.

In the present situation is seen the exemplification of the economic law of supply and demand. The demand for metals has not increased noticeably—indeed, for some lines there is no great call—yet the supplies have been so reduced from lack of replenishing that the handlers are forced to charge purchasers more. They are having to pay more for the material which they sell, and so naturally must get more for it.

Tin up Dollar a Cwt.

Tin—During the early days of the week a rapid advance took place on the primary market. Futures have not risen so much, but for immediate shipment tin is in great demand.

Here stocks are fairly good, but the stock is not sufficient to relieve the handlers from anxiety. They realize that if the strike continues, as now seems likely, it will be exceedingly difficult to get supplies. They are, therefore, guarding against unnecessary buying by putting up the price.

So far the advance has only been one dollar a cwt., but it is regarded as likely that there will be another advance shortly.

Copper Going Still Higher.

Copper—The activity in this metal is remarkable. It seems that the producers have succeeded in controlling the supply. They evidently intend to continue regulating the output so that the price will of necessity remain high. One of the producers, indeed, is quoted as saying that the price of copper has remained low long enough, and that he now would favor forcing the figure charged for it as high as possible.

The advance here has been only 50 cents a cwt. But more may be expected. Indeed, with copper, as with some other metals, the handlers look forward to the necessity of buying more largely from the United States than in the past. The English supply has rendered this more or less unnecessary in the past, but now, with shipments seriously disturbed, there will have to be purchases made at the United States advanced figure.

Scarcity in Antimony.

Antimony—Here there is a real scarcity. Antimony is not a metal for which there is an exceedingly large demand, but the babbitt manufacturers need it the year through, and now they are having difficulty securing their supply. No price change has been made yet.

Lead—The demand here is now in excess of the supply. There is difficulty replenishing supplies, and naturally an advance has been made, though only of 25 cents a cwt. Some shipments are now on the water, but these will almost certainly be sold before they are unloaded. The condition as far as this market is concerned, is serious. Many manufacturers, however, have good stocks on hand, so there may not be any great interference with the output of finished products.

Spelter—Locally the supply is somewhat better, and the probability of a serious shortage is now not great. Prices remain as last week.

Iron—This metal is rather more plentiful now. Shipments at present on the water are expected soon, so that the handlers are willingly selling what little reserve they still have. This metal has probably been as little affected by the strike as any.

Sheets Advance 10 Cents.

Montreal, March 29.—An advance of from 10 to 15 cents a cwt. has been struck for black and galvanized sheets and for copper sheets. The strike is responsible, of course.

TORONTO.

Toronto, March 28.—The past week has seen a general advance in prices. Most metals are selling at stiffer figures. Tin, lead, copper and pig iron have advanced.

The market continues strong despite the depressing influence of the English mining strike. It is a striking evidence of the soundness of conditions in this country that the effect of the strike so far has been to stir up an even greater degree of activity than before. Considerable anxiety is felt of course, on the part of metal men here and the situation in the Old Country is being watched closely.

Tin is Up.

Tin is reported to be very firm. It is selling locally from 46 to 47 cents, an advance on the average of about one-half cent. The demand has been steady and enquiries indicate that this condition is likely to continue for some time.

Lead High and Scarce.

Lead.—The steady upward trend in lead has been maintained. It is now selling at $4.50 and is firm at that figure.

It is practically certain that lead will continue high. Stocks are very light and new supplies are slow in arriving. On the other hand the demand is brisk and the metal houses are having not a little difficulty in supplying customers. Under these circumstances, it is practically assured that the stiff prices will be kept up.

Copper Very High.

The same conditions are beginning to manifest themselves in copper. It has now reached the extremely high price of 16 cents—an advance of ¾ of a cent. Copper has been climbing so rapidly during the past few months that the price has become the highest in some years. A scarcity is now manifesting itself and stocks are light. Demand remains brisk.

No Spot Offering.

Spelter.—The scarcity of spelter is quite as bad as ever. No spot spelter is offering and local stocks have become almost cleaned out. What business is being done is of the hand-to-mouth variety.

Another Shortage Develops.

Plates and Sheets.—The trouble anticipated in respect to plates and sheets has developed. The blockade is affecting business seriously and stocks have become very light. If the situation does not improve the visible supply will soon be exhausted. The prospect of securing fresh supplies is not good just at the present moment. The strike is regarded as particularly menacing in its aspect toward this branch of the metal business.

Pig Iron Higher.

An advance has been made in the local quotations on pig iron. The prices now asked are from 25 to 50 cents per ton higher. Stocks are not large and demand is running strong.

Weekly Market Report --- Hardware

A BRISK TONE.

There is a brisk tone to business, despite certain deterrent influences. The weather has not been favorable and freightage conditions in some sections, at least, have been bad. Orders are pouring in, however, and the jobbers have every reason to anticipate a larger volume of business than ever before.

MONTREAL.

Montreal, March 28.—Probably because the roads are breaking up, there has been a slight falling off this week in the mail orders received by the wholesale houses. From the city, and the district immediately surrounding the orders are good. From the far east too a big demand is being felt, but trade taken as a whole is not quite as good as it was last week. A decline, due to the bad condition of the roads, was expected however, so there is nothing to cause worry.

The strike has not caused any increase in prices lately, but in hardware, as in other lines, it is expected that an advance may come if relief does not. A week or two more of idleness in the English mines, and there will be more heard of the high cost of living.

Growth in Builders' Hardware.

For the time being it is the spring lines which are in demand, these and builders' hardware. During the past few days there has been no falling off in the call for this last line, rather has a growth in the orders been noted.

Spring Goods.—Sap pails and sap bits are in large demand. So are kettles and ladles. Sap has commenced to run, and as indications are that the flow will be large, those fortunate possessers of a good sugar bush are anxious to secure the equipment which will enable them to make the largest possible profit.

Egg crates still continue to move. Axle grease and carriage nuts are being ordered, while those hardwaremen who handle harness are putting in their requisitions for halters and the other lines which they need.

Hose for the East.

Wire goods are moving well, the dealers evidently preparing to fill the demand for fencing which will certainly arise as soon as the snow is off the ground.

Sprinklers and hose are in good demand. From the east especially, the orders for these are coming. There the spring comes on earlier and lawns are more quickly in need of careful attention.

Builders' Hardware.—At present there is a rush locally to get houses completed by May 1, the great moving day. This has created a great demand for builders' hardware. In many store windows the various lines are being shown. These are bringing results.

The large demand for this class of goods seems likely to continue from now until winter opens again. Buildings in well nigh every stage of construction are to be seen in the city. These, with others yet to be started, will mean a great call for this class of goods.

General Building Activity.

From outside Montreal the demand for builders' hardware is hardly as large as within the city, yet the orders show that the activity in construction is general.

Specialties.—House cleaning lines are among the most sought at this time. Mops, dust layers, and cleansers are being largely bought from the retailers, and naturally, therefore, they are being largely ordered from the jobbers and manufacturers.

Sporting Goods.—A number of the wholesalers are now preparing to issue their catalogues. From these the dealers will be able to tell more accurately what they need. Already there has been a good deal of ordering. Baseball goods especially have been largely stocked already.

Motor boat accessories also are moving well at present. The motor boat show now being held in the city is doing something to awaken more retailers to the field the call for accessories opens to them.

TORONTO.

TORONTO, March 28.—Conditions are satisfactory, although there are certain deterring influences. The weather has been bad for one thing. The freight blockade is also causing a certain amount of trouble. It is fortunate that the demand from the retailers for the shipment of goods has not been at all insistent. Otherwise the freight tie-up would have proven a very serious matter for the jobbers.

Trade has been better than last year and the prospects are that it will keep right up to the mark. The travelers report that they are meeting with encouraging conditions. The dealers seem to be confident of a large business this year.

Seasonable Goods.—There is now a first-class demand for spring goods. Garden hose, sprinklers, lawn mowers, rakes, shears, spades, axes, wire fencing, screen doors, etc., are selling now in large bulk. A number of orders have been placed for refrigerators and some shipments have been made. A good enquiry with respect to vacuum cleaners is a notable feature, indicating that the dealers are becoming interested in this line.

Household Goods.—Business is brisk in this department. Practically every order which comes in to the jobbers—and they are coming thick and fast nowadays—contains an assorted list of goods under this heading. Kitchen utensils are always more or less in demand, but the spring is one of the most active buying seasons. Meat choppers, coffee percolators, pots, pans and kettles are moving well and all lines of tinware and graniteware are in firm demand. Bulkier articles, such as washing machines and wringers are being booked up correspondingly well.

There is a large demand for housecleaning articles of all descriptions. Just as soon as mild weather can be said to have permanently arrived, people will begin to clean house and this will bring a heavy demand on the retailers.

Builders' Hardware.—The demand is growing rapidly and large orders are being placed.

Heavy Hardware—There is a steady demand for all lines. Price quotations are:—Discounts on carriage bolts, 3/8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods.—There is a particularly heavy demand for trap shooters, supplies. Guns, ammunition and baseball supplies are also moving well. The orders placed so far this year are heavier than in past years and it begins to look as though a healthy increase would be registered.

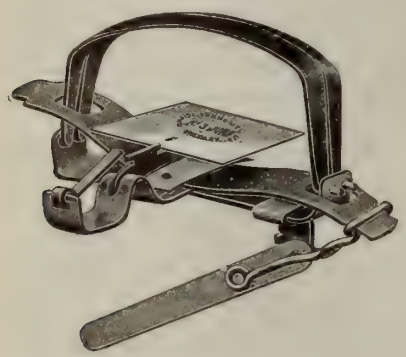
Peck Rolling Mills Won.

Montreal.—Those old-time hockey rivals, the Peck Rolling Mills and the Steel Company, of Canada, have played their annual match, and be it recorded that the Peck team won, the score being 4 to 2. The Peck players scored all four goals in the first half. In the second the Steel Company's team had the better of the game, but could score only two goals—not enough to win.

New Hardware Goods

NEW ONEIDA TRAPS.

The Oneida Kill-Um Trap illustrated herewith is the new production of the Lititz Department of the Oneida Community, Ltd. The manufacturers have met the growing and insistent demand for a trap which kills its catch with an



New Device for Setting Oneida Jump Traps.

ingeniously constructed machine made of wire. The trap is light yet strong—easily set and quick of action. An animal, once caught in it, is powerless to free itself. This trap may be packed flat in very little space.

A new device for setting the Oneida Jump Trap has been perfected by the Oneida Community, Ltd., and is illustrated herewith.

This tool enables the trapper to easily set these traps under the various conditions he meets with while out on his

A Trap Which Kills Its Catch.

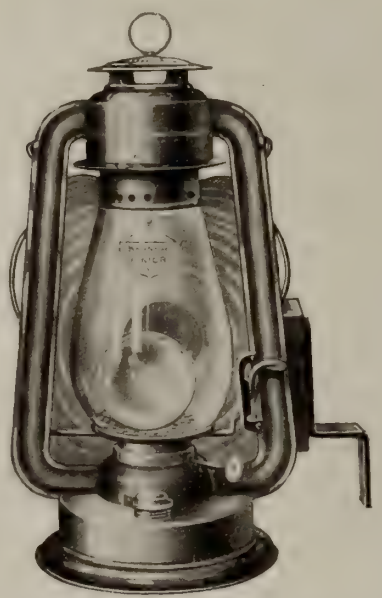
line. With one turn of the wrist the spring is brought down and held in place so that the jaws can be opened and the trap set.

There are two adjustments of the loop—for the smaller traps the second is used—for larger traps the end loop is used.

The entire tool measures but 9 inches in length, weighs but a few ounces, and may readily be carried in the pocket.

BUGGY LANTERN.

Among the many attractions displayed at the Ontario and Quebec Hardware Exhibitions was the Banner "Buggy" Lantern shown by the Ontario Lantern & Lamp Co., Hamilton. As its name indicates, it is especially adapted for driving. It is attached to the side of any vehicle, not to the dash board as at present and the light produced serves to illuminate the road in place of the horse's flank. A strong feature of the Banner Buggy Lantern is the red warning light shown behind through a ruby lense in the reflector. This is, of course, quite clear of the vehicle itself and serves as a warning to approaching automoblies. A bull's eye lense in front of the flame strengthens the light thrown ahead.



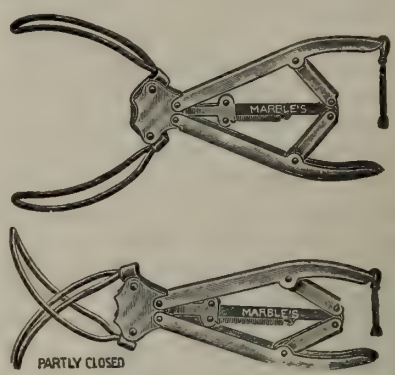
The New Banner Buggy Lantern.

The Banner Buggy Lantern is finished in Hard Black Enamel and is supplied with a strong bracket which is permanently attached to the vehicle, allowing the lantern to be removed at pleasure.

ADJUSTABLE SHADE HANGER.

R. M. Bowser & Son, Renfrew, Pa., are offering a novelty in the form of an adjustable shade hanger. The brackets are made of soft steel and are clamped very securely on the wood. No screws or nails are used and the danger of splitting the wood is thus avoided. The hanger will extend from 32 to 42 inches, but can be cut down for a shade as narrow as 14 inches and still extend out to 24 inches if wanted. Nails are fastened to each shade hanger to fasten the same up.

An Adjustable Shade Hanger.



Trout Nippers, Open and Partly Closed.

TROUT NIPPERS.

The Marble Arms Manufacturing Co., Gladstone, Mich., are putting a new line of trout nippers on the market. It is claimed for the new article that it is light, strong and easily handled. It can be hung on a belt or slung on a rubber band over the shoulder, and it is guaranteed it will tear neither clothing nor fish. The nipper has a length of 9 inches and a spread of 6 inches. It can be controlled by one hand and is guaranteed to "close in a wink." It is heavily nickeled and therefore will not rust.

BED ROCK PLANES.

The Stanley Rule and Level Co. of New Britain, Conn., have made some improvements in connection with their "bed rock" plane.

The one-piece effect, and absolute solidity, are as much a fact as if the parts were all one, for the reason that the entire under-surface of the frog is in contact with the solid seat cast in the plane bottom.

The new method of fastening the frog to the seat permits of the frog being adjusted either forward or backward without moving the lever or the cutter. The details of how this is accomplished are shown in a special "Bed Rock" circular recently issued.

Weekly Western Market Report

Business Conditions are Reported to be Excellent in all Lines—No Price Changes are Reported Here—Wholesalers Busy.

There is little to say concerning western conditions in the hardware trade. "Happy are the people whose annals are dull." There is nothing dull about things here, but business is running along so smoothly and satisfactorily that no particular feature can be brought into prominence.

Wholesalers have been very busy stocking up new firms in new towns, supplying railroad outfits and advancing stocks of builders' hardware in anticipation of the phenomenal building programme that will be shortly underway in all Western towns, that they have no time to talk over matters. "Busy!" call again," is about all that can be got out of sales managers these days.

In all lines of builders' hardware the present year should beat all records. Winnipeg has already issued permits for $2,500,000, and expects $20,000,000 for the season. Edmonton expects a building development of $10,000,000, and others in proportion.

The bulk of Winnipeg permits so far have been for residences of from $1,000 to $5,000, and the more of this kind of building done the better for the hardware merchant.

Prices are steady. No advances or reductions are reported, but the situation as regards rope, hardwood, goods of all kinds, and barbed wire is by no means settled. Sharp advances in these lines need surprise no one.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; s.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope.—Sisal, 8¾; pure Manilla, 10¾; British Manilla, 9; lath yard, 9¼c.

Staples.—Bright wire, $2.50 F.O.B. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½, brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Staples—Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

Stove Pipe—6 inch., $8.70 per 100 lengths; 7 inch., $9.30 per 100.

Terne Plate—I.C., $9.75; I.X., $11.75.

Tin Plate—I.C., charcoal, 20x28, full box, $10.25; ½ box, $5.50; IX., full box, $13.50; ½ box, $8; IXX., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wrenches Agricultural—70 with 10 p.c. discount.

Paints and Oils.

Painters are already getting busy but it will be the middle of next month before the real season commences. There is enough of left over from last season to find employment for all until new work comes in as part of the season's building programme, and there is more than the usual renovating planned. Turpentine is still high, being quoted at $1.15 per gal., barrel lots. Linseed oil is firm at $1., and boiled at $1.03.

ALL IN USE.

A Wisconsin hardware store recently received the invoice of an order of goods from a wholesale firm in Milwaukee. All the articles ordered were included with the exception of an order for cork screws. A notation made on the invoice stated that the house was out of this stock and none could be found in the city (Milwaukee). Possibly they were all in use.—Monroe Evening Times.

Stoves, Furnaces and Accessories

Profits Made in Second Hand Stoves

Little is Wrong With Many of These Models—D. Cinnamon Has Found That a Small Outlay for Repairing Puts Them in Serviceable Condition—A Good Demand for These Old Patterns —They are Wanted for Summer Kitchens—Also for Summer Homes.

Since stoves were first made, those selling them have been face to face with the problem, what to do with the old models. Young married couples, purchasing a stove, have no old pattern which they wish to give as part payment. But the stoves sold to newly weds are but a small part of those marketed each year. Many more go to men and women who years before purchased a range—a range which now does not meet all their requirements, but which they yet feel to be too good to throw away. It is this stove which they wish to give the dealer as part payment on the new model.

And there is no use talking, many dealers find that they have to accept these old ranges. Some hold out, stating flatly that the only thing they will accept in exchange for a new stove is money; but many more prefer to meet the wishes of their customers. Moreover, from what several dealers say, the old model is not such a bad thing to handle. D. Cinnamon, of Lindsay, for instance, has found the old ranges not a source of worry, but a source of profit.

Little Wrong with Old Models.

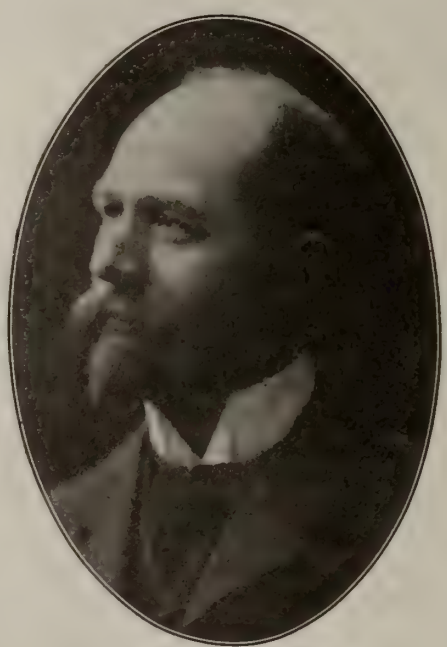
"I had to consider this question of second-hand stoves seriously," remarked Mr. Cinnamon in speaking upon the subject, "for a good percentage of those dealing with me regularly want to give an old model in part payment. I practically had to accept these, so I determined to take steps which would enable me to dispose of them at a profit. I have succeeded in doing this by establishing a repair department in which the old models can be put in good working order."

"You know," continued Mr. Cinnamon, "there is really very little wrong with some of the stoves people want us to accept at the time they are purchasing a new range. A well made stove now-a-days does not give out in a few years. Still, newer models are put out, and the people want these, for, of course, they get still better service from them.

"But what I mean is this, that there is yet good service in many of the second-hand stoves which are brought in to be exchanged. Often the flues alone are out of order. Sometimes the grates are not in good shape. None of the stoves are as good as the later patterns, yet, properly overhauled they are good for a number of years honest service.

Established Repair Shop.

"What I do for these stoves is this—put them in a repair shop which I have



D. Cinnamon, of Lindsay.

at the back of the store, and there have them overhauled by an expert. I have them polished and made look about as good as new, then I bring them forward and advertise a special sale."

Some may wonder where Mr. Cinnamon gets his market, in these days when people, more and more are coming to want the best that is to be had. It is, indeed, this very desire for the best service which is creating a demand for second-hand stoves. Practically every farm house, and many town houses too, have summer kitchens. Very shortly, now, these will come in use again; and it is for these that the old but repaired models are wanted. The women decide that they will get a good second-hand stove put up here, so that they will not be forced either to have the newer range moved, or to do their washing and other heavy work in the inside kitchen. Only a woman knows what advantage the outside kitchen is to her. Only a woman knows the benefit of a good stove there.

Advertise Special Sale.

"I simply have to advertise a sale of these repaired second-hand stoves," declared Mr. Cinnamon, "and the people come for them. It is not altogether the farmers' wives, though they buy largely; but many people seem to want a serviceable, yet a cheap range in the spring time. Many leaving for summer homes want a cook stove to take with them. They hardly feel like getting an expensive modern model, when they will only use it three or four months in the year, but they are glad to give a fair price for a second-hand, yet thoroughly efficient stove."

"Oh, yes," agreed Mr. Cinnamon, "we get a good profit out of these second-hand range. You see, in the first place, we don't pay any cash for them. We do give so much off a new stove, but then that is given off the price of the new model without any cash reduction. Moreover, people are willing to accept a very reasonable allowance, and by spending a few dollars on repair work it is quite possible to make the range worth twice as much. So we get our money out of the second-hand stoves, and they help us to get money for the new models. They do this in two ways. First, people know we will accept old ranges as part payment. They therefore think of us when they want to replace the cooker which has served them for some time. Moreover, when they come to us and get us to give them an allowance on the old model, they are more likely to pay the balance due on the new range in cash. That may not be so everywhere, but that is the way I have found it."

Hints for Others.

There is much for other dealers to consider in what Mr. Cinnamon says. It cannot be denied that many have to face this problem of the second-hand stoves. Possibly the majority dispose of them without any loss, but by taking some such steps as does Mr. Cinnamon it might well be possible to turn the old models into large profit bringers. Mr. Cinnamon handles these old ranges on a large scale. His repair shop, behind his

store, is full of them. Men work upon them at various times during the winter. But other merchants need not think that it would be necessary for them to keep a man to do nothing but repair these old models. That might mean too great an expense. The clerk who regularly handles the stoves, however, should be able to put them in good shape. In practically every store there is a quiet season. In practically every store there is a quiet day in the week. In practically every store there is a quiet hour of the day. By working at stove repairing at these odd times the necessary alterations could be made without any extra expenditure of time whatever. All that a dealer would have to get for his second-hand models would be what he allowed for them, and the cost of the new parts substituted for the worn-out fittings. Everything over and above this would be profit.

Knowledge and Enthusiasm are Needed

Essential Qualities in the Make-up of a Good Stove Salesman—Clerks Should Endeavor to Acquire as Much Practical Information as Possible From all Sources.

"Know your goods." The secret of successful stove salesmanship is summed up pretty concisely in that one phrase. It is conceded that the man, who knows the stove he is selling from the base up, has double chances of making good. He can convince his customers of the merits of the stove, by showing that he knows exactly what he is talking about.

A lady who had been inspecting a range in a hardware store the other day, decided after about ten minutes' colloquy with the clerk who was waiting on her that she would not buy just then. She had started for the door when the proprietor, who had been keeping a watchful eye on proceedings from his office, intercepted her.

"I hope you have been well impressed with our line?" he began.

"They seem alright—in most ways," said the lady. "But I am very cautious about such matters. You see, I particularly want a range with an oven which can be regulated perfectly."

"That is one of the strong points about our range," struck in the dealer. "Let me show you."

He led her back to the stove department and proceeded to demonstrate how easily the heat in the oven could be regulated. He made the sale then and there.

The writer was present and was a witness to the admirable manner in which the dealer advanced his arguments. It was quite apparent, however, that he succeeded purely and simply because he knew the range and was able to convince the customer on that one point. The clerk had failed because he did not understand the range as thoroughly. His explanation of the regulation of the oven had failed to convince.

One Salesman at Least.

The question was discussed at the Guelph convention as to whether the dealer should strive to have all his staff thoroughly ground in stove knowledge or to have one "crackerjack" salesman, literally steeped in stove lore, to handle the stove trade as much as possible.

An ideal state of affairs, of course would be to carry a whole staff of "crackerjacks." But then the stove department is only one branch of the business. Crackerjacks are needed in every department and it is hardly to be expected that each member of the staff will develop into a thoroughly efficient salesman of every class of goods. It is not very probable, therefore, that any hardware dealer will attain the distinction of managing a staff made up of crackerjack stove salesmen. It is wise, therefore, to endeavor to make all members of the staff as efficient as possible and to have at least one man who can be depended upon in any emergency.

Going to Factory.

The expedient has sometimes been adopted of sending men to the factory to learn all that they can there about the stoves they have to sell. The idea has good features. The salesman sees the stove in the making and picks up a great amount of practical knowledge which he could not acquire in any other way. He probably also has the opportunity of meeting and talking with the men engaged in the national campaign for the sale of the stoves and in that way learns much. A good salesman should return from such an excursion brimful of new ideas and enthusiasm.

But this can be done in a few cases only and it devolves on the majority of hardwaremen and clerks to acquire their knowledge by a more gradual process. This they can do by reading the literature that the manufacturers send out and by studying stove problems generally. By cultivating the acquaintance of the stove travelers, much valuable information can be secured. The traveler can be depended upon to explain any point on which the salesman is not quite clear.

Believe in Your Goods.

Enthusiasm is a great aid to salesmanship. "Believe in your goods," is second only to "Know your goods." The man who believes can talk his goods with redoubled force and with conviction showing behind his words. Belief is catching; and so is lack of belief. If the salesman is indifferent, he soon transmits the germ to his customer and the latter is not likely to buy. On the other hand, if the salesman is just brimming over with belief, the customer cannot help but catch the infection. There is a danger, of course. The salesman must not overdo it. When his enthusiasm borders on extravagant exuberance, the customer falls back on his natural store of skepticism and is inclined to doubt the sincerity of the salesman. He thinks that the simulation of enthusiasm is part of the latter's duties. It is the other kind which pays—the quiet but very evident and earnest enthusiasm which seems to indicate a deep-rooted belief in the goods.

The writer was speaking to a young clerk the other day and enquired what make of stoves was handled in the store.

"We handle ———'s," said the clerk. "And it's a great line. It's a pleasure to sell such stoves."

"I've been here about a year and a half," he went on. "Before I started, we had a range at home made by the ——— people; a good stove but not nearly as good as what we sell here. As soon as I found how good these ranges were, I got rid of the one at home and put in one of ours. And it certainly was a good move."

He believed in that line of stoves thoroughly, did this clerk. And he was a good salesman. The proprietor informed the writer that when he (the clerk) joined the staff, he did not know anything about stoves but that he had developed into a very efficient man. His enthusiasm was fully fifty per cent. of his salesmanship efficiency.

Knowledge and enthusiasm must go hand in hand. To know the goods is highly essential but knowledge is not particularly effective if linked with indifference. On the other hand, enthusiasm will not serve alone, unless the salesman has something behind it. He must be in a position to account for his belief in the goods that he sells. Enthusiasm without knowledge is likely to impress the customer as mere idle vaporing.

Rouleau, Sask.—C. Worden & Co. have bought the hardware stock of J. F. Brownscombe and Co.

Weekly Market Report---Stoves

ACTIVITY REPORTED.

The stove trade is picking up and activity is now reported in most lines. The assured increase in building operations makes the prospect for a record year in stoves and furnaces bright. A particularly heavy demand is anticipated in the West.

MONTREAL.

Montreal, March 28.—The spring activity has started. Since the thaws first made themselves felt there has been a good demand for these lines which naturally move at the commencement of the warm weather; but of late the orders have multiplied rapidly. Formerly the demand came largely from the far west and the east, with small orders from the most progressive dealers in the sections where winter hangs on longest. Now it is from these colder districts that the big demand is coming.

Prices may have had something to do with the increased demand. The coal strike in England has been expected to effect some changes. This it has not done yet, but it is impossible to tell when an advance may be struck. There seems no reason to expect an immediate settlement, and every day that the inactivity in the mines continues the probability of an advance in metals, which will necessitate an advance in the finished product, becomes more likely.

Change in Demand.

Spring Goods.—A little time ago the call was for milk can trimmings, railway can trimmings and sap pail trimmings. Now there has been a change, and the demand is not for the trimmings but for the milk cans, railway cans, and sap pails themselves. The time has passed when the tinsmiths could make these. Now the retail dealers need the finished articles to sell to the farmers who before very long will be needing them.

The change in prices outlined two weeks ago still obtains. That there will be a reversion to the old low figures is exceedingly unlikely. A change if one comes at all, will almost certainly be in the other direction.

Ranges, Heaters and Furnaces.—Furnaces, as might be expected, are quiet. For new houses some are being bought, but there will not be any great activity in this line until well into the summer, when this year's houses begin to near completion. Ranges, however, are nowbe commencing to move. The larger store owners are ordering a stock—not the complete stock that they will need to tide them over until fall, but enough to enable them to meet the early spring demand. Heaters are little wanted, but it is for the ranges that the real demand is felt.

Keen Competition.

Gas Stoves.—Here there is keen competition which is making things exciting for the retailers. The manufacturers are putting their new models on the market. They are showing the retailer that they can give him a remarkably good stove at a low price, and while they are impressing him with the advisability of selling a more costly stove where possible, they are enabling him to satisfy the customers who wants something cheap.

The retailers are finding a good demand for the stoves. Many seem to want them at this season. It is the season of preparations for the June weddings, the season of moving from one house to the other.

Kitchen Furnishings.—Perhaps the greatest activity of all is noted here. Refrigerators have commenced to move. Dealers are stocking the fine porcelain boxes, and the cheaper makes too. Then tinware, graniteware and enamelware is being largely bought. Many new kitchens have to be furnished. Many culinary outfits have to be supplemented.

A large number of dealers are conducting sales of cooking utensils at this time. Graniteware, enamelware and aluminum ware is to be seen in the store windows, and evidently the displays are bringing the results. The orders received by the manufacturers would show that, even if the statements of the retailers did not prove the point.

TORONTO.

TORONTO.—March 28.—The stove market is beginning to show considerable activity but the hampering influence of the freight blockade is being felt. Shipments are moving slow. Luckily there is little or no demand for immediate shipments and the situation is not as serious, therefore, as it otherwise would be.

Spring Lines.—The demand is setting largely to dairy supplies and tinware generally. There is a heavy call for all goods which come under this head.

Plates and Sheets.—There is also a consistently heavy call for Canada plates, tinplates and sheets of all varieties. The situation is not what might be termed satisfactory in view of the fact that local stocks are light and that supplies from the Old Country are very slow in arriving. The mining strike threatens to cut off the supply from the Old Country entirely. As a result, the jobbers are inclined to husband their resources.

A Good Movement.

Ranges.—There is a first-class movement in ranges. Moving time having arrived, a great many people are discarding their old ranges and purchasing new ones and this has had the effect of bringing along a good retail demand. One Ontario dealer placed an order for twelve ranges this week to be delivered at once; which is "going some" for the end of March. It is noteworthy that quite a number of good sized orders for ranges have been placed by Northern Ontario hardwaremen.

Gas Ranges.—The demand for gas stoves is now heavy. Some manufacturers state that their sales of gas stoves are constituting the feature of the trade at the present time. It is certain that the number of gas stoves sold this year will be largely in excess of any previous year. It is becoming the custom in the cities for a gas range to be installed in every home as well as a coal range.

Furnaces.—The furnace industry is showing every sign of spring activity. Building operations are already under way, particularly in the cities, and most furnace men have enough work on their hands to keep them busy.

As an increase of large proportions is assured in building operations this year, some speculation is already being indulged in as to the possibility of a furnace shortage. It kept the manufacturers busy last fall in meeting the demand and it is a certainty that a much larger supply will be needed this fall.

FAILURE FOLLOWS FIRE.

"Out of business, burned out and broke," is the laconic explanation given by a Southwestern dealer who has discontinued his subscription. Translated this probably means. "I was one of those unwise dealers who think they can afford to carry their own fire risks. I had been in business many years and never had a fire. This led me to believe that my establishment was immune and that insurance premiums constituted a needless expense. I know better now, but the knowledge came too late. It's all over and I'm down and out."

Let his fate be a warning to all dealers who are carrying their own risks.—Farm Implement News.

Methods of Retailing Paints and Varnishes

An Early Start Counts in Spring

Dealers Should Not Lose Any Time About Starting the Spring Campaign—Efforts Should Now be Made to Interest Prospective Customers.

Winter continues to "hang around" despite the fact that weather prophets had fixed an earlier date than this for its final exit off the scene.

The fact that spells of cold and snow have been sandwiched in between each brief taste of spring weather should not be accepted as sufficient reason for holding off the spring paint campaign, however.

It is a fact that Canada is going to experience during 1912 the biggest building year on record. The trend toward expansion has never been more marked or general. The boom is not confined to the big cities or to the new towns of the West. The country town will feel the influence as well.

This means, among other things, that there is going to be more paint sold than ever before. How much of that increased trade are you going to get?

It probably depends upon how soon you get into action. A good many orders for paint will be placed as soon as the buildings are started. Many house owners buy their paint for use on the first real spring day that comes along. A lot of paint is sold every spring before the snow is off the ground.

The dealer must start to feature his paint stock just as soon as this early demand begins to manifest itself—or a little sooner. It is better to be ahead of the season than behind it. Let the season overtake you rather than place upon yourself the necessity of overtaking the season.

The importance of the early trade cannot be overestimated. It must be remembered that the average male person is a creature of habit. He does the same things every day in pretty much the same old way. He has the "repeat" habit among other; if the goods he has purchased have suited him, he goes back to the same place with subsequent orders. It is exceptional for a man to experiment unless there are very good reasons for him doing so.

Now apply this rule of human nature to the paint business. If a man is satisfied with his first purchase of paint, it is going to take a wrench to get him to switch over to any other dealer. He will go back to the same store when the necessity arises for more paint—and keep on going. The rival dealer who only wakened up to the fact that people were buying paint about the time that his opposition was sending in rush orders for new supplies, has a small chance of getting much of that trade from his more enterprising rival.

Getting in First Word.

At the first of the season the mind of the customer is in a much more receptive mood than at any other time of year. He begins to figure out what painting he intends to do. In perusing magazines and periodicals, he sees a great deal of paint advertising. Last year, perhaps, he turned the work over to a painter and did not even enquire if the man mixed the paint himself or if he secured a ready prepared article. If a local dealer gets his ear at this stage and shows him the value of the paint that he (the dealer) is carrying, the chances are that the man will place his order. Later in the season, if he has begun in the old way, it will be twice as hard to convert him. The force of habit has manifested itself.

Ways of Starting Early.

There are many ways in which the necessary early influence of the dealer can be exerted. It can be brought to bear through the medium of newspaper advertisements. Window displays will be found equally effective and, if in addition to that, the dealer does a certain amount of personal work, his share of the early trade is assured. Personal work means talking paint to customers, making a canvass when opportunity presents and showing an interest generally in the paint department.

The manufacturers are prepared to supply dealers with literature and printed information for distribution. Full use should be made of these helps during the early spring. As stated before, the prospective customer's mind is in a receptive mood and the literature is likely to have more effect than later on. No further delay should be allowed before the distribution of paint literature is started. The final and definite opening of spring may come at any time now.

A FORTNIGHTLY SALE.

St. John, N.B.—Local hardware merchants are looking forward to an exceptionally busy spring this year, and in view of the projected development in building operations are of the opinion that the next few months will be record breakers in the sale of materials necesary in this connection. At present, however, with most dealers, there is no heavy demand on general stock, and because of this there is a tendency to create a run on certain lines which will be needed before long, or which are needed about the homes of customers at all times.

This idea is plainly manifested in the "Special sale of seasonable household goods" opened this week by the firm of

Two clever window displays in the store of Geo. Richardson, Guelph, which attracted much attention during the Ontario Convention.

W. H. Thorne & Co., in Market Square, and which they propose to continue for two weeks. It is brought forcibly to the notice of intending purchasers that "this is not a sale of special goods made up cheaply for the purpose, but a cleaning out of regular goods at very special prices, due to the fact that they find themselves rather over-stocked in many lines." This is an argument which generally commands attention, for it is well known that at many sales the goods offered at "bargain prices" are not the bona-fide articles which they are advertised to be. The fact that the salesmen are able to make this statement with truth and accuracy is one of the best arguments resorted to in making a sale.

The fortnight's sale to which much attention is being given is in the scores of various lines so much in demand in a few weeks' time. For instance whitewash brushes, paint brushes, varnish brushes, liquid paints, varnish wood stains, step-ladders, etc., are extensively advertised as "good buys" and the run on these lines seldom starts until the snow is well off the ground at least. There is also a wide range of articles for every-day purposes, such as wash boilers, wringers, ironing boards, irons, vacuum cleaners, aluminum ware, enammelled ware, polishes of all kinds, woodenware, and high-class nickel-plated ware. All the articles featured in the sale have the prices plainly marked and the grading scale manner in which this is done indicates to a great extent the quality and value of the various lines.

Preparing for the Holiday Trade

Dealers Should Feature Paint Strongly Next Week—A Great Deal Will be Used by House Owners on the Holiday—The Connection Between Salesmanship and "Busy Talking."

Next week will be one of the busiest of the year in the retail paint department.

A holiday is accepted by the average man as a splendid opportunity to do what "fixing up" is required around the house. He gets out his hammer and saw and a pot of paint and "putters around" for the better part of the day. Good Friday, being the first holiday in spring, is generally devoted to a pretty systematic cleaning up. The yard is cleared, storm doors and windows are removed. Paint and varnish are used to remove the signs of winter's wear and tear from the interior woodwork of the house and furniture. If the weather is sufficiently warm, the man of the house also essays to do a certain amount of outside painting.

There is, as a result, a heavy demand for all varieties of paint and varnish for a few days preceding the holiday. Dealers have found it a good policy in the past to encourage this trade in every possible way.

The usual methods of helping along trade will serve in this instance—prominent position of stock in store, window displays, some newspaper advertising and a certain amount of canvassing of customers who enter the store to buy other articles.

It is necessary to feature the paint stock strongly for some days before the holiday. A great many men do not use much forethought in figuring out what they intend to do on a holiday. When the day comes, they discover half a dozen things which they would like to do but they find at the same time that they have neglected to secure the necessary material. "Wish I had a pot of paint," the man says to himself. "That porch certainly does need a lick or two. And the floor of the dining room would look a whole lot better with another coating of floor paint." Unfortunately the hardware store is closed. The floor and porch go untouched and the dealer misses a profitable sale. If that man had passed a hardware store on his way home the night before, where paint was shown so prominently that he could not miss seeing it, he would have anticipated his wants by laying in a store of the necessary material.

One of the main considerations is to have a first class window display of paint. It will be noticed by all who pass and will almost certainly lead many to secure the goods they will need for the work they have planned to do on the holiday. Particularly good results will be obtained if the display has a direct bearing on the question of holiday work. A case is recalled where a hardware dealer placed a sign in the centre of his window with the query: "What are you going to do on the holiday?" surrounded as it was by a striking assortment of paint, varnish, enamel and brushes, the sign set quite a few passers-by thinking and led to many sales being made.

The dealer should not neglect to talk paint industriously during the week preceding the holiday. Detective Burns lays down as a first principle of successful crime detection that the detective must be a "busy talker." The same rule applies to a certain extent to salesmanship. The dealer or clerk who acquires a "talking acquaintance" with customers is in a better position to suggest purchases and discuss the needs of his customers with them.

When a man drops into the store during the coming week, the dealer might make it a point to ask him casually, "Going away on Friday?" or "What are you going to do with yourself on the holiday?" When it has been learned that the man has no particular plans laid, as will prove the case, nine times out of ten, the conclusion can safely be drawn that a part of the day at least will be spent in the before mentioned practice of "puttering around." There is a splendid opportunity, then, to bring up the subject of paint.

Canvassing of this kind will be found highly effective. It is probably true that one man out of every two would do a certain amount of painting work on the holiday if he had the necessary material. Half of those so disposed neglect to buy the paint, however. The work ahead of the dealer is to see that they have no opportunity to forget or neglect.

CANADIAN GYPSUM.

The total shipments of gypsum crude and calcined from Canada in 1910 were 525,246 tons, valued at $934,446, as compared with shipments of 473,129 tons, valued at $809,632, in 1909. The tonnage of gypsum, mined or quarried, in 1910 was 548,019 tons, and the quantity calcined, 69,889 tons. In 1909, 493,086 tons of gypsum were mined and 63,670 tons calcined. The shipments in 1970 included crude gypsum, 469,573 tons, valued at $508,686; ground gypsum, 6,121 tons, valued at $17,390, and calcined gypsum, 49,552 tons, valued at $408,370. In 1909, shipments comprised crude gypsum, 423,474 tons, valued at $457,038; ground gypsum, 8,814 tons, valued at $26,159, and calcined gypsum, 40,841 tons, valued at $326,435. The exports of gypsum in 1910 were: 346,081 tons of crude gypsum, valued at $416,725, and gypsum, ground or calcined, valued at $12,306. The 1909 exports were 315 tons of crude gypsum, valued at $372,-286, and gypsum, ground or calcined, valued at $2,787.

BUSINESS FOR SALE

THRIVING LITTLE HARDWARE BUSINESS for sale at Matheson, New Ontario. This little town is situated in the centre of the great clay belt and mining district. Stock about seven thousand dollars. Can be reduced to suit purchaser. Option of purchasing or leasing building. Reasons for selling, owner has interests elsewhere, which demand his attention. Don't answer this ad. unless you mean business. Frank A. Child, Cochrane, Ont. (13)

There's Money in the ML Line

ML goods are made to build up trade for our dealers and ourselves. They have to be good, and they are good because we've been in business for 20 years—long enough to know that the way to succeed is to give full honest value for every dollar's worth we sell.

M L PAINTS

Under weather tests ML Paints have stood up better than the many "best" paints in the market. You can surely get particular trade with ML Paints.

M L FLOORGLAZE

A quick drying, glossy, wear-resisting finish—good for any paint purpose. In solid and transparent effects. Many shades. Well advertised.

ELASTILITE VARNISH

A favorite with folk who know that quality pays though it seems to cost more at first. Elastilite is splendid for any varnish need, indoors or out.

DECORATIVE AID DEPARTMENT---A Help for Every Decorator and Dealer. Color schemes, and technical information given, by which any dealer may sell exactly the right paints in the right shades to properly decorate any house. Stencil designs, etc., included in information. This plan helps you get more business. Services are free. Write for Decorative Aid Booklet.

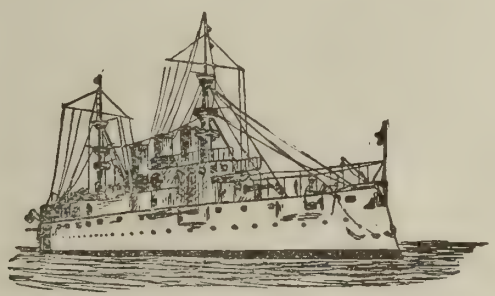
Many other good members in the ML Line. Get price list, color cards and samples soon, from

Imperial Varnish and Color Company, Limited, Toronto

6-24 Morse St., Toronto 108 Princess St,, Winnipeg 365 Water St., Vancouver

H.M.S. H.S.

National Protection



Home Protection

Proven superior in all tests of service.

What the letters "H.M.S." mean on a battleship the letters "H.S." mean on a can of paint.

The "H.S." fleet, comprising "High Standard" Paint, Mellotone, "High Standard" Varnishes, Vernicol and Sundry Products, are a strong winning power for our agents.

Protection for the dealer is assured by Lowe Brothers' exclusive agency selling system.

Protection for his customers is assured by the lasting satisfaction that "High Standard" Paint gives.

Let us furnish proof. Get the details—then compare.

LOWE BROTHERS, Limited

TORONTO

DAYTON, NEW YORK, BOSTON, CHICAGO, KANSAS CITY.

Western Distributors: LYON MONKHOUSE, Limited, 171 James St., Winnipeg

Weekly Market Report --- Paints

UPWARD TREND.

There is an upward trend in prices. Linseed oil and turpentine are higher, and it is not at all unlikely that advances will be made before long in white lead, glass and putty.

Difficulty is being experienced in Toronto in making shipments and getting in supplies. Stocks in turpentine have been very light.

MONTREAL.

Montreal, March 28.—The sudden reversion to winter, which came during the closing days of last week and lasted well into this, had a rather harmful effect upon business. The travelers could not get around so well, nor did the dealers throughout the country feel so ready to buy.

In the city the falling off was not noticeable. Here the merchants have felt the growth of paint orders. Many are preparing special windows to make the young householder's fancy lightly turn towards thoughts of painting. There are a large number of buildings nearing completion at this time, too, and for these paint is needed in good quantities.

Decrease Not Serious.

The momentary dropping off in trade is not regarded as at all serious. Even in amount the decrease is of little consequence, and the manufacturers realize that such dull weeks are to be expected early in the spring. On all hands there has been ample evidence that this is to be a good paint season.

Less than any other, perhaps, has the paint market been influenced by the English Coal Strike. If the present conditions continue there is likely to be an increase in the price of linseed oil, and there is practically certain to be an advance in glass; but for the time being the only change that has come has been in white lead. Nor can this rise be attributed altogether to the strike. Pig lead was high before. The corroders of white lead were making little profit. An advance was predicted some time prior to the labor trouble.

Good Orders From Maritimes.

White Lead.—The ten cent a cwt. advance had not checked ordering here at all. There is a big demand for this material, and the retailers are laying in their supply in good time. From the Maritime Provinces especially the orders are large.

Linseed Oil.—Here the strike is causing some uneasiness. There are those in close touch with the market who declare that the trouble in England will not affect the local market. They contend that the great bulk of the oil used here is ground from Canadian flax. On the other hand there are those who point to the interdependence of the markets. What causes poor shipping, they say, will prevent the easy carrying of seed, and will be certain to cause an advance in English oil—an advance which will in all likelihood be followed by a somewhat similar advance in the States and here in Canada.

At present prices are quoted at the old figure of .91 and .94. An immediate change does not seem likely.

No Change in Turpentine.

Turpentine.—No change here. What orders are being received are of small size. The supply at Savannah is ample, and handlers do not look for an immediate change. There seems no ground to look for a drop, and the sufficiency of the supply would seem to guard against an advance.

Mixed Paints.—It is here that the falling off in orders has been most noticeable. Many dealers already have good supplies on their shelves. They are not securing orders for these, since few wish to buy paint during such cold weather as obtained in this neighborhood recently; therefore, they are not placing further orders with the manufacturers. This, of course, only applies in certain sections. From some districts, notably the east and the city, orders have been coming in well.

Big Call for Paris Green.

Paris Green.—Already this has been a good season for this product. The dealers have ordered largely and are still ordering. They have to meet an increased demand.

Putty.—Here, too, business has been good, and continues so. This is undoubtedly to be attributed to the large amount of building.

Glass.—If there is to be an advance no word of it has come as yet. Orders are good, due as with putty, to the large amount of building. Whether shipments from England will have to be cancelled is not known yet. Upon this will hinge the future of glass, for the supply now on hand is none too large.

TORONTO.

Toronto, March 28.—While the unfavorable weather conditions have had some effect on trade, there is still an active tone noted. Booking is proceeding briskly and considerable shipping is now being done.

There is an upward tendency noted in prices. Several advances have been recorded and rumors are heard of impending increases in other lines.

The manufacturers and jobbers are considerably worried over the freight situation. Not only is it difficult to make shipments but supplies ordered early in the year are not yet to hand. There is a tie-up all around in freightage and it is feared that business is going to be seriously hampered when the spring rush sets in.

Linseed Oil Up.

Linseed Oil.—An advance of 2 cents has been declared in the price of linseed oil making the local quotations 94 cents for raw and 97 cents for boiled. A further advance seems certain within the next few days. The crushers are reported to be considering a further advance and this will mean a corresponding increase in wholesale quotations. Back of this upward trend is the great difficulty in getting seed. Buyers from Duluth and Chicago are bidding for supplies in Winnipeg as fast as the seed comes on the market. The prospects all point to a continued high price for oil right through the summer.

Turpentine Higher.

There are two outstanding features in the turpentine market—an advance of two cents and the almost complete shortage of local supplies. The price is now 72 cents. The shortage has been caused by the freight blockade largely. Stocks were so light last week that the jobbers doled out small quantities and strove desperately to secure new supplies. One jobber had an order for nine barrels to be delivered last week. The first barrel arrived this week and the rest will come some time in the future.

Under the circumstances, there is not a great deal of turpentine being sold.

An Advance Sure.

White Lead.—It is accepted here as an absolute certainty that there will be another advance in the price of white lead. Since the 10 cent increase went into effect, pig lead has continued steadily on the upward path. With the cost of raw material so much higher, it is not likely that the grinders will find it possible to maintain white lead at present quotations.

What About Glass?

The glass situation is creating considerable comment. It is generally conceded that the price of glass should be advanced, but it is not by any means certain that any changes will be made.

"I can always bank on my customer's paint trade after he buys his first can of B-H "ENGLISH" PAINT."

Mr. T. M. Nash, agent for B-H Paint at Wellington, Ont., in a letter written January 19th, 1912.

To have customers come back again, and again, and again---to build up a permanent, profitable paint trade you must give paint value in the paint can.

You and your customers know there is 100% value in B-H "ENGLISH" PAINT. There is a guarantee formula on the can---you know it is free from adulterants, that it is ALL paint---70% pure White Lead---30% Pure White Zinc, mixed ready for use with pure Linseed Oil, pure Turpentine and Dryer.

Write for Exclusive Agency Proposition

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c ; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c. ; Mystic, 17c. ; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 21
Rods, base ½ to 1 inch, round..	0 18
Tubing, seamless base, per lb	0 21
Tubing, iron pipe size, 1 inch base..	0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montres

COPPER

	Per 100 lb.
Casting ingot	16 00
Cut lengths, round bars, ½ to 2 in.	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	....	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special	20 00	....
Carron, soft	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow	17 75	20 50
Glengarnock	..	22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles ......base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel	1 95	2 15
Sleigh shoe steel	1 90	2 15
Iron finish machinery steel (domestic)	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel	0 15	0 15
Toe calk steel	2 85	2 90
Mining cast steel	0 07½	0 08
High speed	0 65	0 65
Capital tool steel	0 50	....
Cammell Laird		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel	06½	....
Silver tool steel	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets	2 90	2 90
All bright, 52 sheets	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52	4 45	4 45	4 35
60	4 70	4 70	4 60
20x28x80	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20	3 60	3 35	3 60	3 60
22-24	3 65	3 40	3 65	3 65
26	4 05	3 80	4 05	4 05
28	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22	3 65
24	3 70
26	3 75
28	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch ..	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch	16 50	75 p.c.	65 p.c.
1¼-inch	22 50	75 p.c.	65 p.c.
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch	75 50	76½p.c.	66½p.c.
3½-inch	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c.
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass	0 06	0 06½
Tea lead	0 02½	0 02½
Heavy lead	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No.1	16 00	14 50
Stove plate	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 85	4 60
Imported pig, per 100 lb	4 85	4 60
Bar pig, per 100 lb	4 95	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$48 50	46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base	....	$7 00
I X, 14x20 base	....	8 25
I X X, 14x20 base	....	9 50
Raven and Murex Grades—		
I C, 14x20 base	....	5 00
I X, 14x20 base	....	6 00
I X X, 14x20 base	....	7 00
I X X X, 14x20 base	....	8 00
"Dominion Crown Best"—Double. Coated, Tissued.		
I C, 14x20 base	7 00	7 00
I X, 14x20 base	8 25	8 25
I X X, 14x20 base	9 50	9 50
"Allaway's Best"—Standard Quality.		
I C, 14x20 base	....	4 50
I X, 14x20 base	....	5 25
I X X, 14x20 base	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base	....	4 25
20x28, double box	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—		
XX, 14x56, 50 sheet bxs. / " 14x60, " / " 14x65, "	....	7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. Al. prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90. F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c.

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb	....	2 45
Galvanized, plain twist	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅝, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅝, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized	2 80
Plain	2 50

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins	0 80	0 85
In barrels, 5-gal. tins	0 80	0 85

BEESWAX

Per lb	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground	0 05
" flaked	0 05½
Green copperas (green vitrol)	0 01
Sugar of Lead	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure	0 18
Golden ochre, pure	0 11
French ochre, pure	0 09
Chrome green, pure	0 11
French permanent green, pure..	0 15
Signwriters' black, pure	0 17
Marine black, 25 lb irons	0 05

ENAMELS

Per gallon in quart tins.	
M. L. Floorglaze (Imperial V. & C. Co.	1 80
Cee Pee Co. enamel	4 50
Sterling Enamels	3 20
Anchor Floorlustre	1 80

GLUE.

		Per lb.
French medal	....	0 10
German common sheet	....	0 10
German prima	....	0 15
White pigsfoot	0 15	0 20
Brantford medal	....	0 10
" golden medal	....	0 11
" brown sheet	....	0 10
" golden sheet	....	0 13
" gelatine	....	0 22
" white gelatine	....	0 20
" white glue	....	0 12
" 100 flake	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL	0 11½
CL	0 12
C	0 11

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs	0 16½	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18¾
" ½-lb., "	0 20½	0 20¾
Tins, 1-lb., 100 in case	0 19½	0 19¾

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base	....	2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)..	....	1 80
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.O		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints		1 60
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand	1 60	

HARDWARE AND PAINT DEALERS

who are not our customers can learn something of interest and profit by communicating with us at once.

PINCHIN-JOHNSON & COMPANY (Canada) Limited

377-387 CARLAW AVENUE, TORONTO

Established in England in 1834

J-98

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and be ready for spring. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

PLASTER OF PARIS

Per barrel.............................. 30

PINE TAR

Half-pint tins, per dozen.......... .... 0 60

PUTTY.

	Standard.
Bulk in casks..	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs...... ...	4 25	4 25
No. 1, kegs, per 100 lbs.........	4 75	4 75

SHINGLE STAINS.

n 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls........	0 08	0 09
Motor Gasoline single bbls.....	..	0 17½
Benzine, per gal single bbls	....	0 15½
Pure Turpentine, single barrels	0 70	0 69
Wood Turpentine	....	0 60
Turpentine, second run..........	....	0 60
Linseed Oil, " raw..	0 91	0 92
" " boiled	0 94	0 95
Rosin, "G" grade, bbl. lots, 100 lbs. ..		3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1..............	1 50
Pale durable body............	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak..................	1 50
Furniture, polishing....	1 00
Furniture, extra	1 20
" No. 1........	0 95
" union........	0 90
Light oil finish..........	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan..........	1 35
No. 1 black japan............	0 95
Benzine black japan	0 75
Crystal Damar...........	2 50
No. 1 "	2 25
Pure asphaltum..............	1 40
Oilcloth.....................	1 50
Lightning dryer	0 85
Elastilite varnish............	2 25
Copaline varnish	2 25
Granitine floor finish..	2 2
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish ..	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish....	2 40
"Flint-Lac," coach...........	1 80
B.H. Ltd. "Gold Medal" in cases	2 25
Dependon Lt. H. Oil Finish........	8 75
Everlastic Floor...................	14 25
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross..	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26....	$4 25	$ 6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26..............................	$2 65
26 to 40..............................	2 85
41 to 50..............................	3 25
51 to 60..............................	3 56
1 to 70..............................	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
Anchor," pure	6 85	7 00
Brandram's B. B. Genuine ..	7 85	8 00
C.P.C. decorators. pure......	6 85	7 00
Crown and Anchor, pure.....	6 85	7 00
Elephant Genuine	7 10	7 25
Essex Genuine (Windsor)....	....	7 00
Island City Decorators' Pure.	6 85	7 00
Lily Pure.....	6 85	7 00
Moore's Pure White Lead....		7 00
Monarch (Windsor)..........	...	6 60
Munro's Select Flake White.	7 10	7 25
Purity, C. O. Co.'s Ltd.......	....	6 50
Ramsay's Pure Lead	6 85	7 00
Ramsay's Exterior	6 60	6 75
Sterling Pure..........	....	7 00
Tiger Pure	6 85	7 00

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M...... .. . 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2. " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels......	1 00

HARDWARE

ADZES.

Carpenters', per doz........	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz...........	6 00	9 00
Double bit "	10 00	12 00
Bench Axes................	6 75	10 00
Broad Axes.................	22 75	25 00
Hunters' Axes..............	5 00	6 00
'Boys' Axes................	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb.......	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ½c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits...........	30 and 10
Irwin's auger......................	47½
Gilmour's auger..................	60
Rockford auger...................	50 and 10
Gilmour's car.....................	47½
Clark's expansive........	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered..........	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail..............	....	4 25
Crown........................	....	4 85
Crescent.....................	....	6 50
Sovereign....................	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.).... 3 25

BARN DOOR LATCHES

Challenge, dozen.....	2 25
Defiance, dozen...............	2 75
Gem dozen..........	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller...	70
" " 7-16 and up.....	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts..................	55, 5 & 10
Blank Bolts....................	60
Bolt Ends......................	60
Sleigh Shoe Bolts, ⅜ and less...	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws. new list.........	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll........	70
O. K. paper, No. 1, per roll...........	0 75
O. K. paper, No. 2, per roll...........	0 70
Plain Fibre, No. 1, per 400 ft. roll....	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll...	0 55
Tarred Fibre, No. 2, " ..	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs..................	0 45
Plain Surprise, per roll..............	0 40
Resin sized Fibre, per roll...........	0 40
Asbestos building paper, per 100 lbs..	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb....	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs............	0 65
Heavy Fibre, 32' & 60', per 100 lbs....	3 00
2 Ply Ready Roofing, per square......	0 70
3 " " " "	95
2 Ply complete, per roll......	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel...........	3 50
Refined Coal Tar, tins, per doz.......	1 25
Refined Coal Tar, per barrel.........	4 50
Shingle varnish, per barrel..........	4 50
Caps, per lb.........................	0 06
Nails, per lb........................	0 05
Mop cotton, per lb....	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint an loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English..............	17 00	21 00
" American, low	23 00	25 00
" " high......	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross..	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz............	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 60 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in.............	2 50
" adjustable, 4 in...............	7 60
Carpenters, 3 feet......................	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts...........	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts. 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs. net list.

DOOR SETS.

Canadian. 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)........	1 80
Double sets, each	3 25
Unbreakable rail. 100 feet....	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz.......	5 25
Folding handles, 8 inch, doz....	1 80

DRILLS.

Bit stock drills, 2-32 in., doz.......... 0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's..........................	70 and 10
Great Western, American........	70 and 10
Kearney & Foot, Arcade..........	70 and 10
J. Barton Smith, Eagle...........	70 and 10
McClellan, Globe....	70 and 10
Black Diamond........	60 and 10
Delta Files.......................	60
Nicholson	62½
Jowett's (English list)...	27½
Spear & Jackson (English list)....	35

FORGES

Blacksmiths portable, 135 lbs........... 9 85

GALVANIZED WARE

Dufferin pattern pails, 45 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz.........	0 85
Ladies claw, handled, doz..........	0 60
Adze eye nail hammer, 10 oz, doz....	1 25
" hickory handle, 1 lb., doz..	6 25
" straight claw, 1 lb., doz....	7 00
Farriers hammers, 10 oz., doz........	5 60
Tinners setting, ½ lb., doz...........	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over.....	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs..........	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch....per gross	8 00
" " ½ " .... "	10 50
" " ⅝ "	13 50
Leather, 1-inch ......per doz.	4 00
Leather, 1¼ " ...... "	5 20
Web.................	2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16-in. $10.20; ½-in. $11.40
9-16-in. $13.20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net..	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in., ...	6 50
" " 10-in. and larger..	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in........ "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5............ per gross	2 25
5-16 x 5.......... "	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb.

Buy Your Wrapping Paper From Us

We manufacture a complete line of all kinds of wrapping paper.

Our prices are right—you will save much money and get better value for price paid by giving us your order.

Write at once for quotations and particulars.

ALEX. McARTHUR & CO., Ltd., 82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg - - - - Sole Agent for West

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

The High Quality of Our HEINISCH TINNER SNIPS

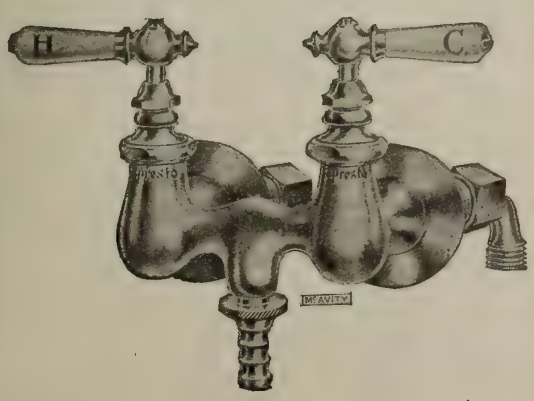
has made them the tinners' favorites. This quality is due to the great care taken in selecting materials and the tempering which is done by experts.
The "Vulcan" Snip is designed especially for cutting curves, all irregular shapes, cornice work and small circles down to 3 inches in diameter.

The "VULCAN"

Recommend them to your customers—we guarantee the highest satisfaction. Get them from your jobber.

R. Heinisch's Sons Company
Newark, N.J., U.S.A.

TAILORS' SHEARS TRIMMERS' SCISSORS



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 60 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.
Can openers, per doz............ 0 40 0 75
Mincing knives per doz 0 50 0 90
Potato mashers, wire, per doz... 0 60 0 70
" wood " .. 0 50 0 80
Vegetable slicers, per doz 2 25
Universal meat chopper, No. 1.. .... 1 15
Enterprise chopper, each 1 30
Spiders and fry pans, 50 and 5 p.c.
Star A1 chopper 5 to 32 .... 1 35 4 10
" " 100 to 103 .... 1 35 2 00
Kitchen hooks, bright 0 60
Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.
No. 2 or 4 Plain Cold Blast....per doz. 6 75
Lift Tubular and Hinge Plain, " 5 00
Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from.............. 12 00
Axes, dozen, from.................... 6 50
Axe handles, dozen, from............ 1 15
Cross cut saws, per foot........ 0 25 0 43
Axe wedges, dozen................... 0 25
Ball and heel calks............. 4 00 4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz..... .. 1 25
Carpenters', round hickory, 6 in., per doz.......................... 1 95
Lignum Vitae, round, 5 inch, per doz 2 40
Caulking, No. 8, oak, per doz.... .... 15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste...... .... 6 00
Axoline brass cleaner, 100 in package 6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz.............. .... 1 20 1 50
Folding ironing boards..........16 25 18 00

NAILS

	Wire
1—1⅛ inch	3 35
1¼ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb...... .... 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent.
Malleable, 25 per cent

PLATED GOODS

Hollowware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap ....per gross 30 00
Indian snap................. " 25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS. per doz.

Boker's 7 50 11 00
" King Cutter 15 00
Henckel's 7 50 20 00
Clauss automatic safety 27 00
Clauss perfect stropper 16 00
Gillette Safety, each.......... .... 3 75
Clauss Razors and Strops, 50 per cent
Ever Ready Safety.... .... 9 00

ROPE AND TWINE.

Sisal rope......................... 0 08½
Pure Manilla rope.................. 0 10½
"British" Manilla.................. 0 09
Cotton, 3-16 inch and larger........ 0 24
Russia Deep Sea line, ¼ in. diam. and over, 15½; under ¼ in., 16½.
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.
Lath yarn, single.................. 0 08
Lath yarn, double.................. 0 08¾
Sisel bed cord, 48 feet, per dozen.... 0 65
Sisel bed cord, 60 feet, per dozen.... 0 80
Sisel bed cord, 72 feet, per dozen.... 0 95
Cotton clothes line, 27½ off.
Bag, Russian twine, per lb... .... 0 27
Wrapping, cotton, 3-ply twine 0 26
" " 4-ply twine 0 30
Mattress twine, per lb........ .... 0 45
Staging " " 0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.......... 1 15
Ivory, No. 1282, 2 foot, each.......... 3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set 0 80
" No. 50, nickle-plated, " 0 85
" handles, japaned, per gross 8 40
Common, plain...................... 4 25
" plated 5 50
Asbestos, per set............ .... 1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb 2 25
Sectional, ½ lb. each, per 100 lbs..... 2 40
Solid, 3 to 30 lbs........... .... 1 55

SASH CORD.

No. 8, per lb.... .... 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS Doz

Common doors, 2 or 3 panel, walnut stained, 4-in. style... .... 7 80
Common doors or 3 panel, grained only, 4-in. style..................... 8 10
Beaver window screens, 14x18, open 28½ inches.............................. 1 60
Perfection window screens, 14x15, open 22½ inches......................... 1 80
Model window screens, 14x22, open 36½ inches.............................. 2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.

Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS Per cent

Wood F.H., bright and steel...... 85 and 10
" R.H., bright...... .... 80 and 10
" F.H., brass........ .... 75 and 10
" R.H., brass...... .... 70 and 10
" F.H., bronze.... ... . 70 and 10
" R.H., bronze.... .... 65 and 10
Drive screws............ .. ... 85 and 10
Set, case hardened................ 60
Square cap....................... 50 and 05
Hexagon cap...................... 45
Bench, wood, per doz.. .... $5 00
" iron, per doz...... 4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen.... ...... 0 65 1 00
North Bros., No. 30, per dozen 16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70.
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000 7 50
Eureka tinned steel, hooks " 8 00

STAPLES

Poultry netting, 100 lbs...... .... 5 70
Bed, 100 lbs., No. 14 .... 6 75
Blind, per lb......................... 12
Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co., 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths 7 62
7 inch........ " " 8 18
Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz. 1 22
7-inch....................... " 1 35
Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock............ 18 75

STONES—OIL AND SCYTHE.

Washita...............per lb. 0 25 0 37
Hindostan .... " 0 06 0 10
" slip .... " 0 18 0 20
" Axe .... " 0 10
Deer Creek .... " 0 10
Deerlick .... " 0 25
" Axe .... " 0 15
Lily white .... " 0 42
Arkansas .... " 1 50
Water-of-Ayr.......... " 0 10
Scythe ....per gross 3 50 5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz. 3 00
Lufkins, linen, No. 404, 66 ft., each.... 0 94
" steel, No. 264, 66 ft., each 3 50
Chesterman's linen, No. 1822, 66 ft. ea. 1 10
" Metallic, No. 1821.... .... 1 95
" Steel, No. 1840, 50 feet ....

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE) Doz

Out O' Sight Mouse Traps............... 60
" " Rat Traps.... .... 1 20
Easy Set Mouse........................ 0 45
" " Rat........................... 0 95
Blizzard Mouse Traps................... 0 45
" Rat Traps.... .... 0 95
Hold-Fast (formerly Devil) Mouse Traps 0 25
Hold-Fast (formerly Devil) Rat Traps 0 80
5-Hole Tin Chokers.............. ...... 0 80

VISES

Per pound....................... 0 12 0 12½
Hinged pipe vise, 25 lbs.......... .... 3 55
Saw vise......................... 4 50 5 00
Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario........................ 41 25
Round, re-acting, per doz........... 81 25
Square, re-acting, per doz.......... 77 50
Dowswell.... .... 52 50
New Century, Style A............. 101 25
Ideal Power....................... 180 00
Daisy............................. 73 25
Stephenson........................ 74 00
Puritan Motor..................... 165 00
Connor, improved.................. 52 50
Ottawa............................ 55 00
Connor Ball Bearing............... 112 50
Connor Gearless Motor Washer..... 180 00
20 per cent.

WRINGERS

Royal Canadian, 11 in., doz... .... 47 75
Eze, 10 in., per doz................ 46 75
Bicycle, 11 inch.................... 60 50
Trojan, 12 inch.................... 100 00
Challenge, 3 year, 11 inch.......... 53 25
Ottawa, 3 year, 11 inch............. 58 25
Favorite, 5 year, 11 inch........... 61 75
20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen............ 21 20
Garden, steel wheel, dozen........... 32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in...... 0 70
" " " 34 in...... 1 00
" " " 36 in...... 1 25
" " neckyokes, 36 in...... 1 05
" " doubletrees, 40 in...... 0 95
" " lumbermens, 44 in.... 1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35 hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

YOUR PAINT DEPARTMENT

has a great deal to say about your year's profits.

If you handle only

JAMIESON'S
PURE PREPARED PAINTS

BRANDS:
Crown & Anchor
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Rainbow

Paints that are fully EQUAL IN EVERY RESPECT to any on the market and ye that cost you considerably less than most of them, you will surely show

Better Profits.

Don't you think it would pay you to look into our proposition? It won't cost you anything to get one of our new illustrated catalogues and

It will interest you

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
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ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.
MOORE'S SANIFLAT—A Washable Flat Oil Paint.
MOORE'S T-45—An all-round Interior Varnish.
MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK CHICAGO CLEVELAND

Stephens

"SILKSTONE"

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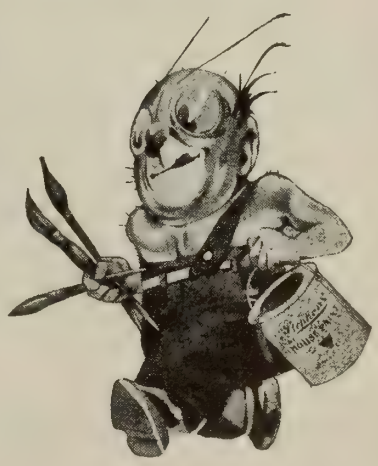
FLAT WALL COLOURS

Are RIGHT In Quality And Price

These colours win favor of housewives because they can be washed with soap and water without soiling the beautiful effect in the slightest. They will resist the action of the lime on the walls, are absolutely sanitary, extremely durable and can be used where kalsomine or distemper colours would prove ineffective.

They dry as smooth as silk and as hard as stone. Dealers get money back if not satisfactory in every respect.

Our agency proposition will appeal to every aggressive dealer. Write for it.



"GIVE TONE TO THE HOME."

G. F. STEPHENS & CO.

LIMITED

WINNIPEG - - CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

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ARTICLES FOR SALE

SET TINSMITH TOOLS, SPLENDID CONdition. In use six months. Bargain for cash. W. A. Matthews, Cannington, Ont. (13)

BUSINESS CHANCES

TINSMITH BUSINESS FOR SALE, INCLUDing shop, tools, and dwelling. Good locality. Owner going west. O. Ebburghaus, S. Woodslee, Ont. (13)

NICE, SMART LITTLE HARDWARE BUSIness for sale, in thriving western town. Turnover $12,000. Large district to draw from. Box 647, Hardware and Metal, Toronto. (11tf)

HARDWARE BUSINESS AND TWO THREEstorey brick buildings, fifteen thousand dollars, best stand in west end of city. Big yearly turn-over. Apply Box 653 Hardware and Metal, Toronto. (13)

HARDWARE, TINWARE AND STOVE business in good town and district. Stock $5,000 to $6,000 at rate on dollar. Good turnover. Going West. Write at once. Box 654. Hardware and Metal. Toronto.

HARDWARE AND STOVE TRADE, WELL established. Stock, $3,300. Well assorted. Good shop, low rent with dwelling attached. Rich farming community. Good chance for young man. Box 644. Hardware and Metal, Toronto. (13)

CENTRAL ALBERTA.—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648 Hardware and Metal, Toronto. (11tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

FOR SALE—HARDWARE, STOVE, TIN, granite, furniture and harness business. Stock $10,500; year's turnover $35,000; store 50x81, two storeys, best stand in town, little or no opposition. Good mixed farming district; crops here best in six years. Cash for stock, store can be rented or bought. On main line C.P.R. between Winnipeg and Edmonton, in northern Alberta. Box 643, Hardware and Metal, Toronto. (13)

A REAL LIVE HARDWARE AND TINsmith business in a central Saskatchewan town of 300 people, a three-quarter million bushel grain point, five elevators, very best farming district and people. $21,000 turnover last year at a profit of over $4,000. Absolutely no competition whatever. This proposition will stand the closest inspection because it is a real moneymaker. $5,000 will handle, balance on terms. Wholesale support guaranteed to right man. Box 641, Hardware and Metal, Toronto. (14)

FOR SALE OR TO LET

THE TINSMITHING AND PLUMBING DEpartment of Binns' Hardware, Newmarket, Est. 20 years. Tools almost new. 8 ft. brake. Town 3,000 and booming. One opposition. Splendid chance for the right man. Apply G. A. Binns, Newmarket. (14)

STORAGE

STORAGE, VANCOUVER, B.C.— STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 329 Railway Street, Vancouver. (14)

SITUATIONS VACANT

WANTED—GOOD ALL ROUND TINSMITH and furnace man. State wages. T. E. Jackson, Sunderland. (13)

WANTED—A TINSMITH WITH ONE OR two years' experience to complete trade and clerk in store spare time. Apply stating salary to A. R. Wright, Port Burwell. (13)

WANTED.—YOUNG MAN WITH ONE OR two years' Hardware experience as clerk in Hardware store. Apply with references and state salary expected. P. O. Box 25, Moose Jaw, Sask. (11)

WE HAVE A GOOD PROPOSITION FOR an energetic, young man, to take charge of retail stove, tinware and furnace store. Must have experience and some capital. Bowes, Jamieson, Limited, Hamilton, Ont. 13

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED — EXPERIENCED HARDWARE clerk that has window dressing experience, one that speaks French preferred, send photo of a window and also of self with application. Highest salary paid with good chance for increase. Ross Hardware Co., Ltd., Moose Jaw, Sask. (13)

WANTED—TRAVELING SALESMAN CONnection with retail hardware dealers in Western Ontario, Manitoba and Northwest jobbers to sell washing machines for Canadian manufacturer. Must be strictly temperate and a good salesman. Please state experience, salary expected and send references. Box 655 Hardware and Metal, Toronto. 13

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms —real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COUNTER CHECK BOOKS—ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

SITUATIONS WANTED

HARDWARE LINES WANTED ON A COMmission basis, covering western provinces. Canadian Specialty Co., Suite 307, Travis Blk., Calgary, Alta. (14)

MISCELLANEOUS

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

Attention!

Here's the line of splendid sellers

NO.1 (SOLID)

NO.1 (SPOKE)

INTERCHANGEABLE RUNNER EQUIPMENT

NO.2 (SPOKE)

NO. 3 (SPOKE)

Are you handling the

Buster Brown

Children's Express Wagons?

They are beautifully made, painted, strong and easy-running. Handy around farm, home or store.

In 4 sizes. Send for prices.

WOODSTOCK WAGON & MFG. CO., LTD.
WOODSTOCK, ONT

Western Representatives
JAS. STEWART MFG. CO., LTD., Winnipeg, Man.

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

WINNIPEG READY ROOFING

Waterproof
Weatherproof

Made of the highest grade of wool felt, thoroughly saturated with non-drying gummy compound that remains soft and pliable in the extremes of temperature and is absolutely waterproof.

Samples and directions for laying on request.

WINNIPEG CALGARY EDMONTON

NEW ERA PAINT

Always Gives Satisfaction.

The large demand for New Era Paint is the result of its high quality.

It is unequalled as a surface-coverer.

It is in good condition when sold, and it stays in good condition—that is why it is so popular with both the retailer and his customer.

Standard Paint & Varnish Co.

WINDSOR LIMITED **ONTARIO**

IT WILL PAY YOU to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

It Pays Us ONLY If it Pays You

to handle "The Right Paint to Paint Right." Now, for the last seventy years it has been paying us to make

Ramsay's Paints

The only conclusion to be drawn from this long record (the longest in Canada) is that it has **always** paid our agents to handle **Ramsay's Paints.**

We invite YOU to be an Agent.

A. Ramsay & Son Co., Montreal

Paint Makers Since '42

Western Distributors—A. McBride & Co., Limited, Calgary; Revillon Bros., Limited, Edmonton; Bogardus, Wickens, Begg, Limited, Vancouver.

MAKERS OF GOOD PAINTS SINCE '42

105

It Had to Come!

You have wondered why Canadians still put up with the old, crumbly, unreliable lime mortar for plastering their walls, while all other progressive people were using

Hardwall Plasters

It was the Price Write for Ours

and be the lucky man in your territory, where there is a large and profitable business awaiting you in our prepared Wall Plasters, which cost practically no more than lime mortar, and are many times as strong. Their quick-drying feature is a business getter. Straight or mixed cars of

Paristone, Neat, Hair, Hardwall Plaster; Pulpstone Wood-Fibre Plaster, Special Exterior Plaster, Prepared Finishing Plasters, Plaster Paris, Hydrated Lime, Land Plaster, Bug Finish, Etc., Etc.

The Alabastine Company, Limited

Mines and Plaster Mills:
Caledonia, Ontario

Offices and Alabastine Mills:
Paris, Ontario

SHERWIN-WILLIAMS

Profits

There may be profit (for a time) in selling low-priced paints and varnishes, made to catch the confirmed bargain-hunter. But these sales soon result in complaints and the trade drifts away. Cheap paints are always inferior paints and cause endless trouble for the dealer. The reliable, high-quality S-W Line of Paints and Varnishes brings a healthy, continuous increase in your sales and profits year after year. The prices are consistent with the best quality. Old customers are satisfied and new customers are added as a result of the splendid quality, reputation and publicity which make Sherwin-Williams Paints and Varnishes the best selling and most profitable finishes for the dealer in Canada.

1339

THE SHERWIN-WILLIAMS CO.
of Canada, Limited
MONTREAL, TORONTO, WINNIPEG, VANCOUVER

PAINTS AND VARNISHES

OFFICES AND WAREHOUSE TORONTO.

PAINT AND VARNISH PLANT, MONTREAL

OFFICES AND WAREHOUSE WINNIPEG.

OFFICES AND WAREHOUSE VANCOUVER, B.C.

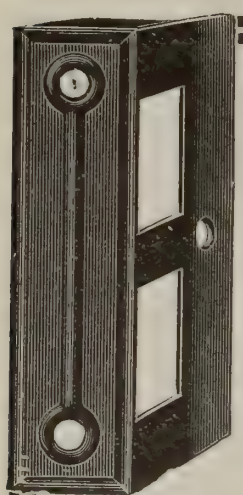
Steel Sheets

ALL GRADES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

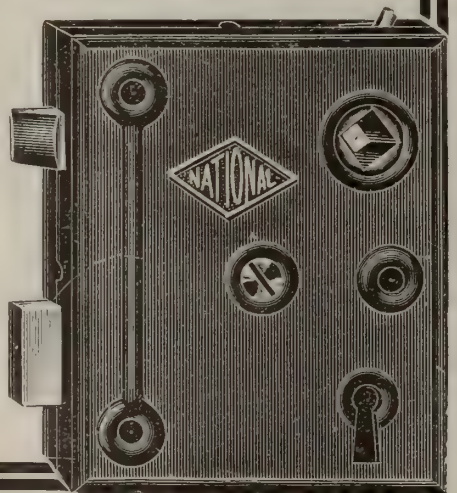
Toronto



National Steel Rim Locks

ASSURE GREATEST SECURITY and DURABILITY

The locking mechanism is very simple and cannot get out of order.
They are very popular with builders who demand the best locks.



Give the "National" Lock a trial and watch your lock trade increase.

Write at once for particulars.

NATIONAL HARDWARE CO., Limited
ORILLIA, ONT.
CANADA

Choice Chafing Dishes

THAT SELL WELL and YIELD GOOD PROFITS

Made in Silver and Nickel Plate, capacity three pints. Patent asbestos forced draught lamp with each dish, or peerless regulating lamp. Handles of rubberoid or staghorn.

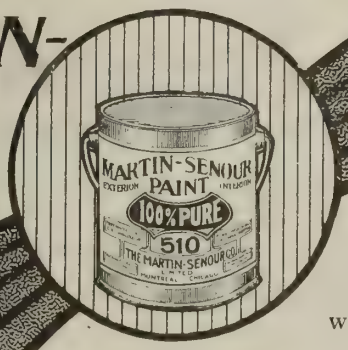
Get Catalogue and Prices

Buffalo Mfg. Co., Buffalo, N.Y.

Canadian Representatives

H. F. McIntosh & Co., 28 Toronto Street, Toronto

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT



It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

FACTS ARE FUNNY THINGS

It is a fact that DOUGALL VARNISH is made from better ingredients than any other.

It is a fact that DOUGALL VARNISH has been proved by test to withstand the sun, wind and rain better than any other.

It is a fact that DOUGALL VARNISH will not crack and peel off, which cannot be said of a good many other varnishes.

It is a fact that DOUGALL VARNISH covers more surface than any other varnish made.

It is a fact that DOUGALL VARNISH is "The Varnish That Lasts Longest."

It is also a fact that DOUGALL VARNISH costs no more than any other, and therefore when all other things are taken into consideration it naturally follows that it is a better seller than any other.

The Dougall Varnish Company, Limited

J. S. N. Dougall, President

305 Manufacturers Street, - - Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

Sterling Prepared Paints

We were looking for the rush of Spring orders and started early to prepare in order to give our customers good service. We are in a position to make prompt shipment of this HIGH QUALITY PAINT.

CANADIAN OIL COMPANIES, LIMITED

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

"Safe-Lock" Wire Fence

is the easiest fence to sell, because it is by far the strongest fence made.

The strand wires of the "Safe-lock" Fence are not kinked—thus each wire retains its full strength.

And just note how the stay wires interlock where they wrap the strand wires. This lock absolutely prevents the slipping of the stay wires along the strands or in any other direction from any cause whatsoever.

A local agency for the "Safe-lock" Fence will bring you the bulk of the fencing business in your locality.

Be wise—write us to-day for Catalogue and particulars.

The Owen Sound Wire Fence Co., Limited

OWEN SOUND, ONTARIO.

WESTERN AGENTS
Brandon Safe-lock Fence Co, Brandon Man.

EASY TO SELL PLEASES THE CUSTOMER PROFIT LARGE

These three points about the PARKYTE Sanitary Chemical Closet will justify your getting in touch with us. There is a big increase in sales this year, even over last year's record. Our national advertising is doing it. Your store will get its share. Write our Winnipeg office for handsome catalogue and full particulars.

PARKER-WHYTE, Limited

WINNIPEG TORONTO VANCOUVER

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to **perfecting the handles** of these lines by a new system of polishing—making them **"smooth as glass"** Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO

If you want Strictly Pure Turpentine at the right price, get our quotation before placing your order.

TURPENTINE PRODUCERS' AGENCY

Independent Distributors

Office, 140 Victoria St. Phones:
Warehouse, Macdonell Ave. Main 4391
C.P.R. & G.T.R. Sidings Park 2781

MAKE MORE MONEY

by featuring the line of varnishes that has made good the world over—

INTERNATIONAL
Varnish and Varnish Specialties

Sterling Quality is put into every "International" Can before the label is attached, and the dealer is assisted by our co-operation in the form of original and forceful selling helps.

Here are some of our leading lines that have been recognized as the standards of good quality for over 40 years:

TRADE MARK ELASTICA
Floor Finish

TRADE MARK FLATTINE
Finishes

LACQUERET
House Lacquer

TRADE MARK KLEARTONE
Stains

Satinette
White Enamel

Get details of our proposition.

K16

TORONTO INTERNATIONAL VARNISH CO. LIMITED WINNIPEG
Canadian Factory of STANDARD VARNISH WORKS
NEW YORK CHICAGO LONDON BERLIN BRUSSELS MELBOURNE
Largest in the world and first to establish definite standards of quality

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.

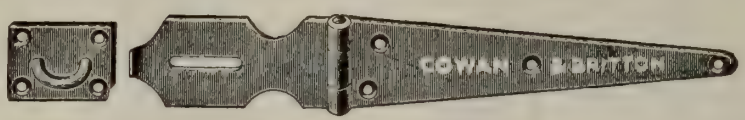
INCORPORATED 1895

Special Grand Prize GOLD MEDAL Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

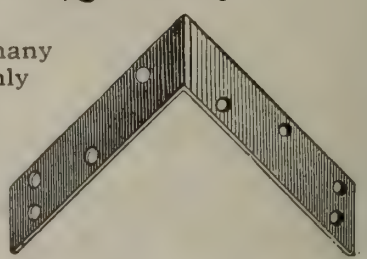
Owned and operated by Nicholson File Co.



Builders' Hardware of Quality

This is a profitable trade pulling line that has won recognition by many leading hardwaremen throughout the country, hardwaremen who buy only quality goods with the aim to give absolute satisfaction with every sale.

We are the oldest and largest makers of Builders' Hardware in Canada and back every order with an ironclad guarantee.

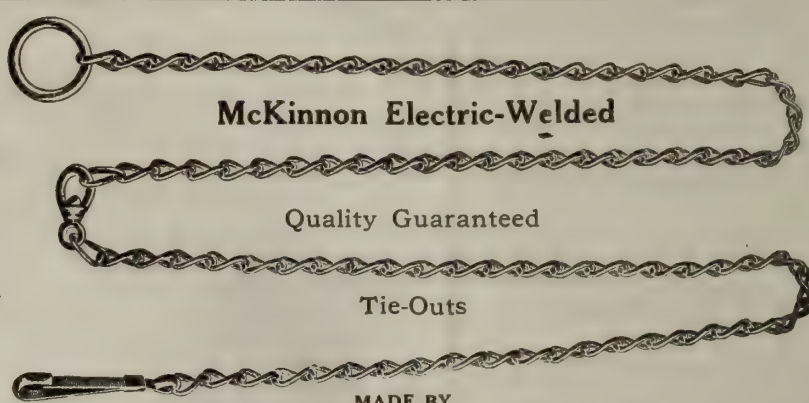


Write at once for Catalog.

Cowan & Britton, :: Gananoque, Ont.

Made in Canada

Sold by Jobbers



McKinnon Electric-Welded

25% { More Weld / More Strength / More Wear

Quality Guaranteed

Tie-Outs

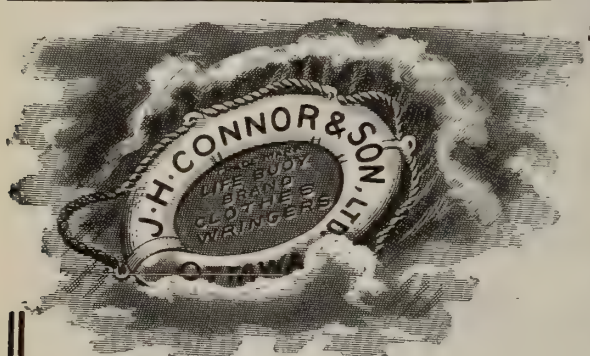
25% { More Orders / More Sales / More Profit

Office: Buffalo, N.Y.

MADE BY

McKinnon Chain Company

Factory: St. Catharines, Ont.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices, also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.

WINNIPEG.

British Manufacture Throughout.

The "Fyrout" Fire Extinguisher

Simple!
Durable!
Effective!
Portable!

Will Extinguish Any Kind of Fire!

Supplied Labelled as Illustrated

Each Extinguisher is tested to a cold water pressure of 350 lbs. to the square inch, which is very much higher than it will ever be subjected to in actual service.

There is no cure for fire—
ONLY PREVENTION

Full Descriptive List and Prices quoted delivered F.O.B. Liverpool on application to

The Valor Company, Limited

Aston Cross, Birmingham, England

Canadian Representative
GEO. H. SAYWELL,
Hammond Bldg., 61-3 Albert St., Winnipeg
Also Agents at Toronto, Calgary, Vancouver and Saskatoon

Every Can a Berry Can

There are three leading reasons why you ought to make every can on your varnish shelves a Berry Brothers' Can.

1st. You will get the *right* varnish for every demand your trade can make upon you.

2nd. The label is so well advertised to consumers that every can becomes a Quality Advertisement on your shelves.

3rd. The Quality is so well known that you don't have to waste time in argument and *can always get a price that means a good profit.*

There's nothing in varnish, shellac or kindred lines that you can't *buy* best and *sell* best under the Berry Brothers' Label.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK
For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH
For the finest rubbed or polished finish on interior woodwork.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather

BERRY BROTHERS, Limited

The World's Largest Varnish Makers

WALKERVILLE, ONT.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

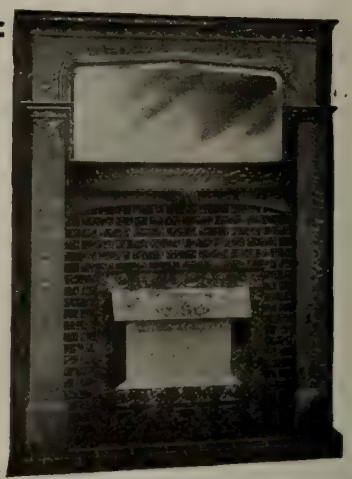
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

A Common Sense Talk

AIR IS CHEAP. You do not pay rates for air like you do for water, yet a big fuss is made over the impurity of water and very often no thought is taken of the impurity of the air breathed from day to day and night to night.

Crowded rooms, whether in public places, schools, opera houses or factories, require ventilation as well as the private dwellings.

HOUSE BUILDING IS A SCIENCE NOWADAYS AND NO BUILDING IS COMPLETE WITHOUT ONE OF OUR J. W. HARRIS VENTILATORS.

THE VENTILATOR ITSELF IS AN ORNAMENT and can be made to suit the character of the building, either as to size or as to quality of material.

MONTREAL, Dec. 4th, 1905

MESSRS. J. W. HARRIS MFG. CO., Ltd.
City

DEAR SIRS,—
In answer to your letter of the 25th ult., I must say that I am very much satisfied with the results of the "ZEPHYR" Ventilators.

Yours truly,
W. CHAMPAGNE,
191 St. Paul St.

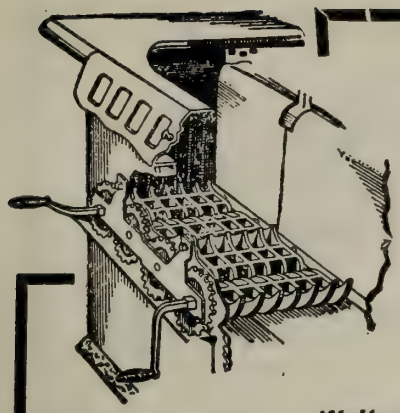
Dealers everywhere will find a double profit in handling this ventilator. Write direct for catalogue and booklet to-day.

Learn about our system of ventilating. A pleasure to send books.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



There's A Better Profit Awaiting YOU

Seize this opportunity and write us for catalog on

CHAMPION RANGES

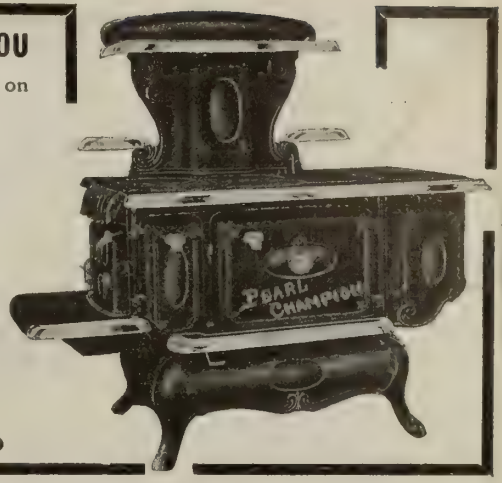
Ranges that are extremely popular wherever used—ranges that bring the dealer good profits.

The Champion Grate

is a grate which is patented and used only on this range. Crosswise, non-warping, easily shaken, more open surface and a clean fire.

Write for Catalogue NOW.

D. J. BARKER & COMPANY, - Picton, Ontario



MAPLE LEAF

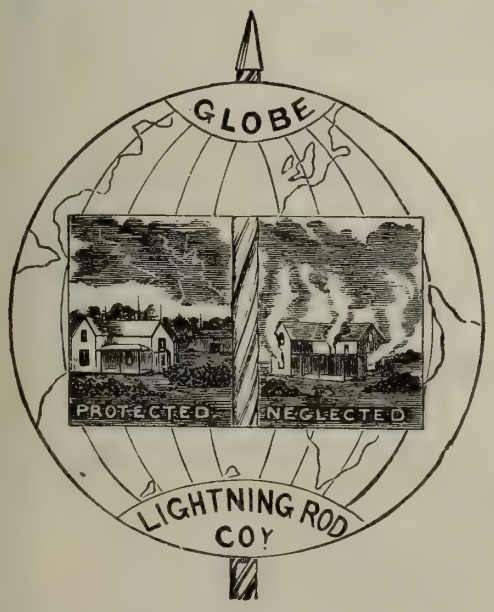
"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

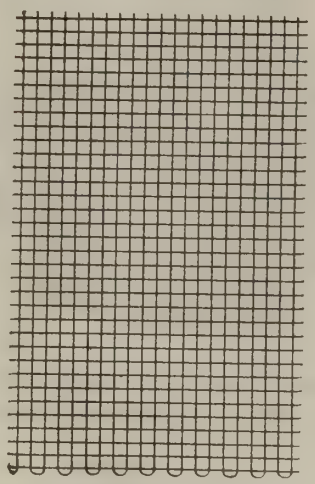
Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a WANT AD. in this paper.



GREENING'S
Antique Rustless
BRONZE SCREEN CLOTH

SHOULD BE USED IN EVERY BETTER CLASS OF BUILDING.

EVERY HARDWARE MAN SHOULD STOCK ONE OR TWO ROLLS.

Ask your jobber for samples and full particulars.

THE B. GREENING WIRE CO., Limited

Hamilton Ontario

Montreal Quebec

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE

MARK

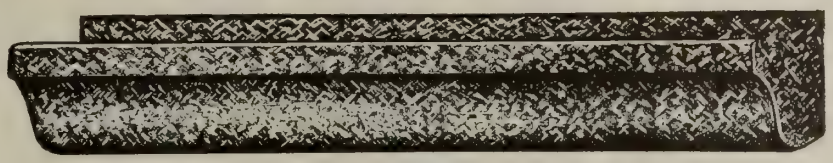
The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

EAVETROUGH



STRAIGHT - TRUE - UNIFORM

This is the final word when you discuss Eavetroughing with the man who likes to do a job of which he can be justly proud.

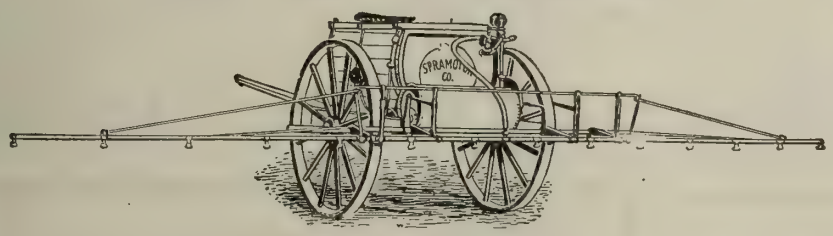
Our Trough is made on the largest and heaviest press of its kind in Canada. Each length is made in the same die, in the same way, and all are uniformly straight and true. It's a pleasure to work with our kind.

Insist on getting this from your jobber or send us your specifications for Trough, Pipe, Galvanized Iron, Tin and Canada Plates. We will not keep you waiting.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. WINNIPEG, MAN.

THE PEST PARALYZER



The Horse Power SPRAMOTOR shown above will thoroughly spray 2 acres of potatoes or row crop in 30 minutes. The horse does all the work.

12 nozzles that **will not clog**, spraying both tops and vines with 125-pound pressure, get after the parasites. Full control from driver's seat. Has automatic regulator and agitator nozzle protector, pressure relief, 12 gal. air-pressure tank, draining, air and controlling cocks. Equally efficient on row crops or orchards. Made for 1 or 2 horses or hand. Awarded gold medals at National Horticultural Congress. Write for free treatise on crop diseases. AGENTS WANTED.

R. D. HEARD, 1383 King Street, LONDON, Canada

Reproduction of
NEW SEYMOUR SHOW CARD
12-in. by 15-in., in Handsome Colors.
Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to
Henry T. Seymour Shear Co.
Selling Agents, WIEBUSCH & HILGER, Ltd., New York

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - - ONTARIO

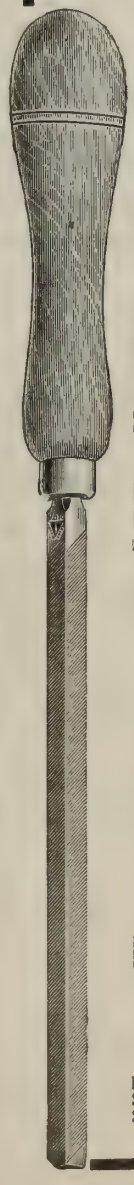
Are you interested in any of the lines that are advertised?
A Post Card will bring you price list and full information
Don't forget to mention this paper

Better Profits

and increased file trade can be easily procured by selling the

"DELTA SPECIAL"

FILES OF QUALITY



These files are made from S. & C, Wardlow's Best English Steel and are very slim and blunt for filing panel and all fine tooth saws.

These files have more teeth to the inch and have sharper edges than other makes, so as to leave a clean gullet and a smooth, even tooth on the saw after filing.

The Delta Special File has made good with other dealers and it will make good with you—give it a trial.

Do not hesitate—our prices are right—our guarantee protects you.

TRADE MARK
DELTA

Delta File Works

Philadelphia, Pa.

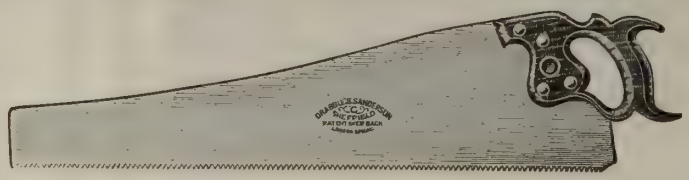
CANADIAN AGENTS:

H. S Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS for all purposes



SAWS The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Canadian Selling Agents: SAYWELL'S SALESMEN, Hammond Bldg., 61-3 Albert St., WINNIPEG

THE SPECIAL FEATURES IN MAXWELL'S

Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

It pays to link up your store with such successes as the CHAMPION.

David Maxwell & Sons, St. Mary's, Ontario

"ONE MINUTE"

Washers & Wringers

The most convincing proof we have to offer that our Washers are the Best is—that since we began doing business in Canada nearly all our competitors have endeavored to imitate our line

ONE MINUTE WASHER CO., - TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta

CANADA STOVE & FURNITURE CO., Montreal

Air-O-Lite Lamp

A Necessity in the Modern House.

Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

Write for full particulars and prices.

The Rochester Lamp Company

TORONTO, ONTARIO

WHAT FILES

are you handling? Are they perfectly satisfactory to your customers? If you would be absolutely certain about the quality of your file stock, make it a point to handle only Nicholson-Made Files. These are the favorite made-in-Canada Nicholson Brands:—

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
Kearney & Foot
"J. B. Smith"

Nicholson-Made Files are the standard of file quality the world over. Since 1864 we have specialized in the manufacture of high-grade files.

Our long experience, special machinery, special methods, specially trained men and specially made steel stand back of every dealer who sells Nicholson-Made Files.

Your Jobber sells them.

NICHOLSON FILE CO.

PORT HOPE - ONT.

HEADQUARTERS

LAMP BLACKS

Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

In order to be sure of the best and most economical, look for the Red Seal on every package.

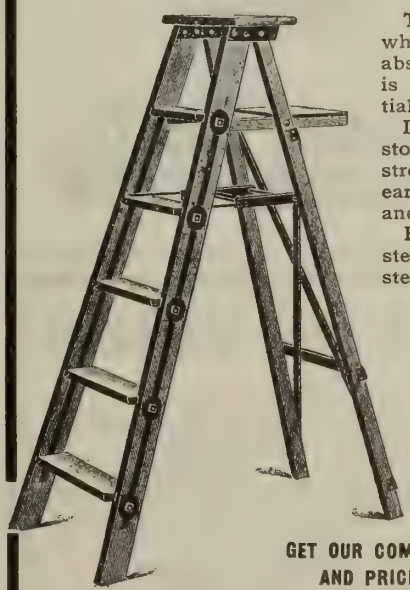
Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

LAMP BLACKS

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A

GET YOUR TRADE ACQUAINTED WITH THE FAULTLESS LADDER



This is a ladder upon which every user can absolutely depend, as it is strongly and substantially built.

It is made from clear stock and has wide steps, strong galvanized steel ears rivetted to the top and bottom.

Has iron rod under each step, having a galvanized steel washer at each end of sufficient size to cover the nails and hold the step, thereby preventing them from working out as is often the case.

Equipped with **BOYER'S FAULTLESS LOCK.**

Made regularly 4 to 10 feet, and extra heavy 10 to 16 feet.

GET OUR COMPLETE CATALOG AND PRICES AT ONCE.

The Stratford Mfg. Co., Limited
STRATFORD, - CANADA

The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO

STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

FLEXIBLE Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

F. J. SCHUCH
19 JARVIS ST., TORONTO, CAN.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY LIMITED

MONTREAL	***HEAD OFFICES***	***WINNIPEG***
HALIFAX	***TORONTO***	***VANCOUVER***
OTTAWA	***CANADA***	***ROSSLAND***

BRASS TUBING, BRASS RODS,
SHEET BRASS, SHEET COPPER,
METAL SPINNINGS

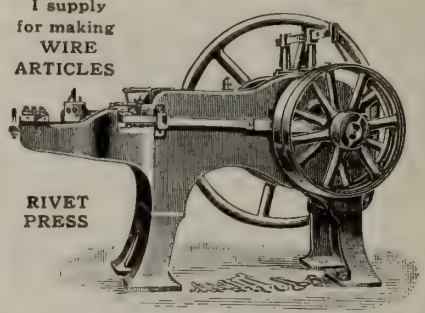
Tallman Brass & Metal Co.
HAMILTON, ONT.

THIS IS ONE of the many kinds of Machines I supply for making WIRE ARTICLES

MACHINERY DRAWING, NETTING, CRIMPING, CUTTING, WEAVING WIRE.

FOR Making

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats Electric-welded Chain, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, and Any other Article made from WIRE.



RIVET PRESS

SEND FOR LISTS

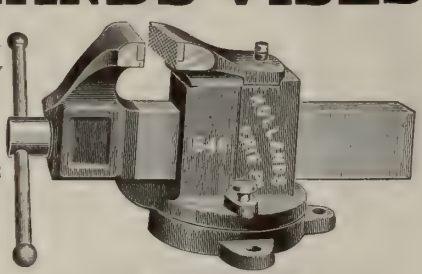
ED. BRAND
Wire Machinery Specialist
472 Moss Lane East
Manchester, Eng.
Cable Address: "F Manchester."
Code used: A.B.C., 5th ed.

HOLLANDS VISES

have been used exclusively for a quarter of a century by many leading industrial and railway shops in Canada and U.S.A

Each style is adapted perfectly to its particular work.

Catalog Sent on Request.



Filers' Vise with Swivel Base and Jaw

Hollands Mfg. Co. - - Erie, Pa.

A Strong Selling Point

This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.
Springfield, Mass., U.S.A.

UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind tt.

"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogs.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE CANADIAN AGENTS

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL

Our Red Devil Glass Cutters

are the finest in the world. Will cut all grades and thickness of Glass.

Used by all the leading glaziers in the country.

We carry a large assortment of Steel Wheel Glass Cutters, Putty Knives, Wall Scrapers and other Painters' Supplies, and will be glad to send descriptive matter and quotations on application.

Smith Hardware Co., Ltd., 240 Lemoine St. MONTREAL

BLACK JACK

QUICK

CLEAN

HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb tins—
3 doz. in case.

Pole Line Hardware

CROSS ARM BRACES	MACHINE BOLTS
POLE STEPS	CARRIAGE BOLTS
SQUARE WASHERS	NUTS, ETC.
ROUND WASHERS	Plain or Galvanized

We Galvanize by the HOT DIP Process

LONDON, CANADA

This Mark is the Ensurance Of LAMPBLACK QUALITY

Consistent High Quality has so increased the demand for our Lampblacks that we have been forced repeatedly to increase the size of our plant. We are now the World's Largest Manufacturers of Pure Lampblacks, and aim to retain the same good quality as before.

Before placing your next order, write for OUR samples and prices. After this we are confident of your trade. BETTER WRITE NOW.

Wilkes Martin Wilkes Co., New York, N.Y., U.S.A.

WALL PLASTER

"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

We shall be pleased to send you our specification booklet.

Manitoba Gypsum Co., Limited

Winnipeg, Man.

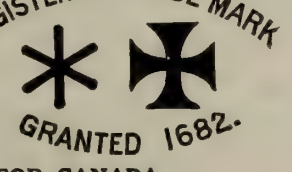
JOSEPH RODGERS & SONS

SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.



SOLE AGENTS FOR CANADA

James Hutton & Company

MONTREAL

When in the market for

Glues, Gelatines, Size, Etc.

you often have to order goods without having time to get quotations, etc. Get our lists now, and keep them on file.

Supplied through Merchants, Jobbers, etc., only.

The GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 Appley Bridge, Wigan, Lancs., England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
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Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates, Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

CHAPLETS.

ERIE GREY IRON CHAPLETS

All Foundry Supply Jobbers.

S. Cheney & Son, Manlius, N.Y.

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PRIEST'S CLIPPERS THAT'S SUFFICIENT.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.

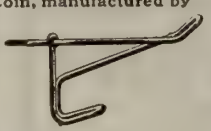
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

COAT HOOKS.

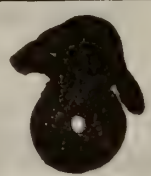
Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID



Perth, Ont.
Ask Your Jobber

EMERY WHEELS.



Canadian Hart Wheels

442 Barton St. East, Hamilton

Corundum and Emery Wheels Grinding Machines, Beaver Oil Stones.

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

BRASS STENCILS.

Sheet Metal Stampings, Special Stamped Metal Goods to Order. Dies and Tools, Steel Stamps, Machine and Furniture Name Plates, Seals and Seal Presses, Fire Escapes, Brass Name Plates.

Herod Machine & Stamping Co.,
BRANTFORD Limited

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

IRON.

IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.

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118 Queen Street, Glasgow, Scotland.

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Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

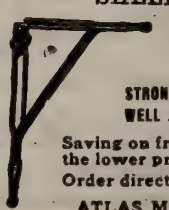
The Hilborn Co., Ayr, Ontario.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

SHELF BRACKETS.



BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

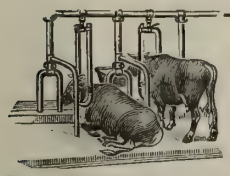
SPRAYERS.

COLLINS SPRAYERS=SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

STANCHIONS.



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of eing made of high carbon U Bar steel and no oints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.

OUR OFF-SET TOOL HOLDERS

Have extra large head, cutter and screw. A handy, rigid tool for Lathe or Planer. All sizes—Right and Left Hand. Write for Catalog.

Right Hand

ARMSTRONG BROS. TOOL CO.
106 N. Francisco Ave.
CHICAGO U. S. A.

TINNING.

Tinning and Planishing Sheet Copper, Brass, Etc.
Tinning of all kinds, Malleable Casting, Black Iron, Wire Goods, etc.
WE ALSO DEAL IN SCRAP METALS

Toronto Metal Co., Limited
Cor. Davenport Road and Belmont St., Toronto

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

A want ad. in this paper will bring replies from all parts of Canada.

HARDWARE SHELF BOXES

Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

HERCULES

SASH CORD

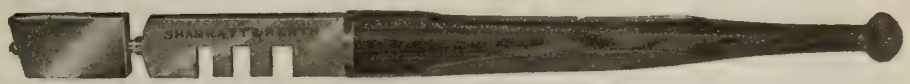
BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

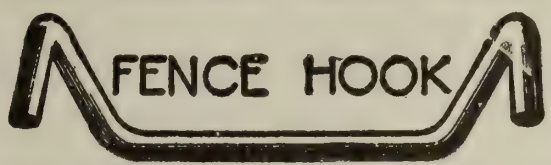
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK *For Fastening Wooden Pickets on Wire Fences*

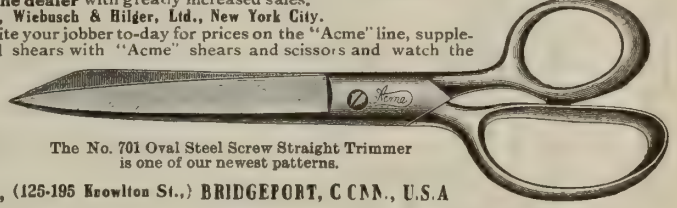


WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold dai y to-day?
Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.
Special Representatives, Wiebusch & Hilger, Ltd., New York City.
MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.
Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

Pioneer Drop Forged Screw Drivers

Write us about our line of small tools.
We make the most complete line of Screw Drivers on the market. Send in for catalog to-day.

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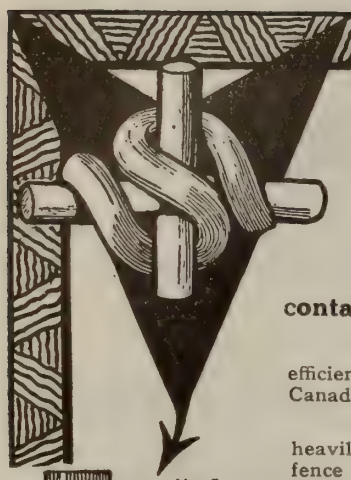

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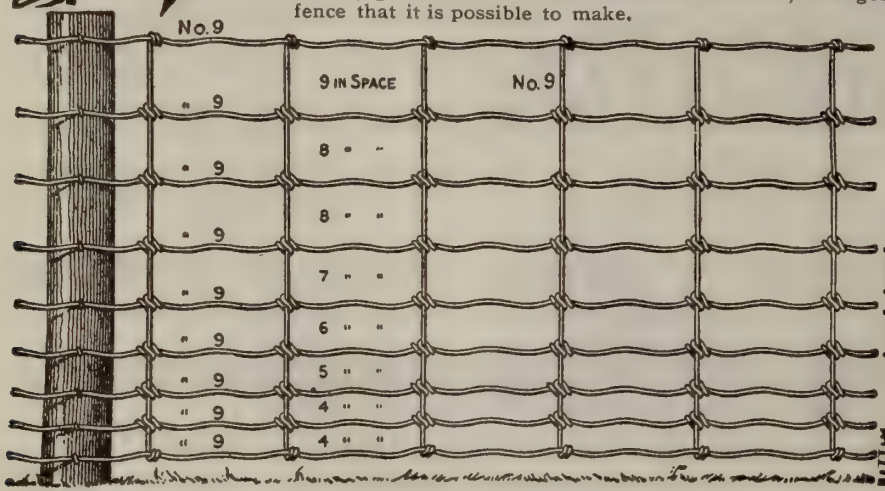

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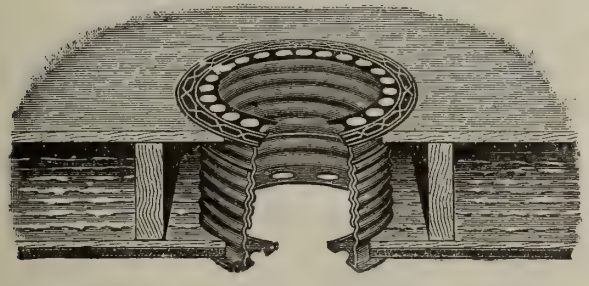

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Makes it delicious.
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For 5 Eggs

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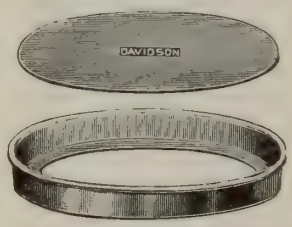
Perfection Jelly Cake Plates



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9 in. x 1 in. 10 in. x 1 in.
Will not leak batter.

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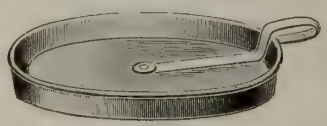

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No danger of breaking the cake when this tin is used.

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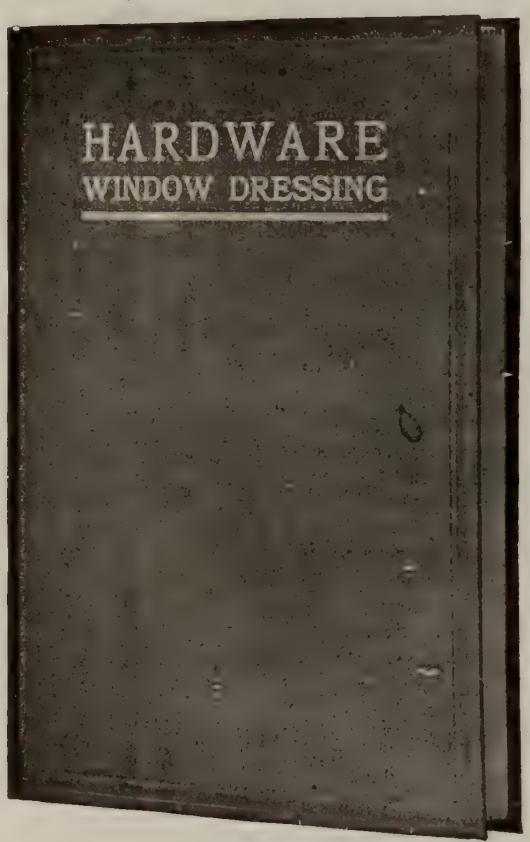

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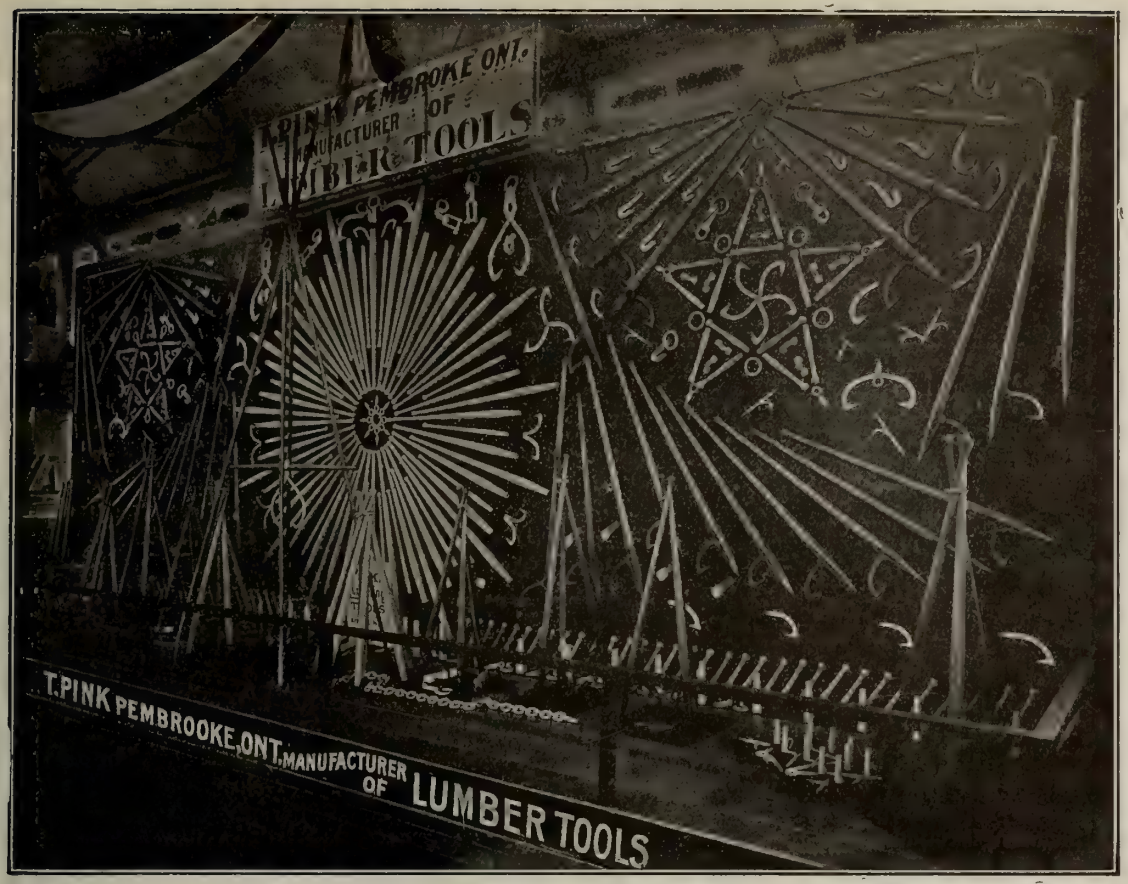

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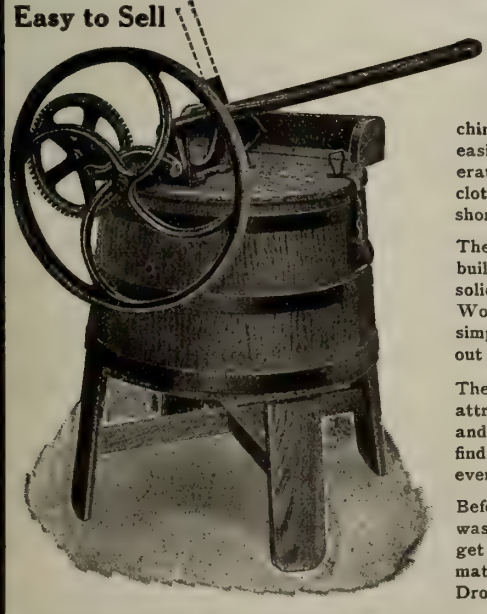

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Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal
Spear & Jackson, Sheffield, Eng.

Fire Extinguishers
The Valor Co. Ltd., Birmingham Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes
Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont

Fish Spears.
Bonafide Mfg. Co., Plymouth, Mich.

Flint Paper
London Emery Works, London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia
Griswold Mfg. Co., Erie, Pa

Foot Warmers
Chicago Flexible Shaft Co., Chicago

Forgings
Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto.
Thos. Davidson Mfg. Co., Montreal.
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
Henderson & Richardson, Montreal
John Lysaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor, Ont

Glass
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Paper
London Emery Works, London, Eng.

Glass, Wired
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mfg. Co., Woodstock, Ont

Handles
Still, J. H., Mfg. Co., St. Thomas

Hay Unloading Tools
F E. Myers & Bro., Ashland, Ohio

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hooks
Henderson & Richardson, Montrea
Steel Co. of Canada, Limited, Hamilton

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire
Laidlaw Bale Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Iron and Steel Bars
Henderson & Richardson, Montreal
Steel Co. of Canada, Limited, Hamilton

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps
Aylmer Pump & Scale Co., Aylmer
McDougall E., Co., Galt, Ont.

Knife Polish
London Emery Works, London, Eng.

Ladders
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York
Wilkes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio
Stratford Mfg. Co., Stratford, Ont.

Lighting Rods
Hamilton Brass Mfg. Co., Hamilton, Ont

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company Belleville.
May & Padmore, Birmingham, Eng.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink, Thos., & Co., Pembroke. Ont.

Manufacturers' Agents
Gibb, Alexander, Montreal.
Henderson & Richardson, Montreal
McIntosh, H. F., & Co., Toronto
Western Distributors Ltd., Saskatoon

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Gibb, Alexander, Montreal
Henderson & Richardson, Montreal
Leslie, A. C., & Co., Montreal
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal
McKichnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N.S.
Samuel, Benjamin & Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co, Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Oilers
Thos. Davidson Mfg. Co., Montreal
Hero Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F., & Co., Toronto

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Packing
Garlock Packing Co., Hamilton, Ont

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram-Henderson, Montreal
Canada Paint Co., Montreal
Canadian Oil Companies, Ltd., Toronto
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto.
International Varnish Co., Toronto. Ont
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto
Martin-Senour Co., Montreal
Moore, Benjamin, & Co. Toronto.
Pinchin Johnson Co., Toronto
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal.
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton

Pig Iron
Henderson & Richardson, Montreal
Steel Co of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

Pliers
Henderson & Richardson, Montreal
Smith Hardware Co., Montreal

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont.
F. E. Myers & Bro., Ashland, Ohio

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal

Putty
Steel Co. of Canada, Limited, Hamilton

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton

Razors
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Dominion Roofing Co. of Canada, Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex., & Co., Montreal.
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa.
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal
Steel Co. of Canada, Limited, Hamilton

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinish's Sons Co., Newark, N.J
Henry T. Seymour Shear Co., New York
J. Wiss & Sons Co., Newark N.J.

Shelf Boxes
Cameron & Campbell, Toronto

Shovels and Spades
Lundy Shovel & Tool Co., Ltd., Peterborough
Spear & Jackson, Sheffield, England

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Silverware
McGlashan, Clarke Co., Niagara Falls.
Meriden Britannia Co., Hamilton, Ont
Oneida Community, Ltd., Niagara Falls
Toronto Silver Plate Co., Ltd., Toronto

Sprayers
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal
Henderson & Richardson Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont
F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces
Davidson, Thos., Mfg. Co., Montreal
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Tacks
The Steel Co. of Canada, Ltd., Hamilton

Tapes
Jas. Chesterman & Co., Sheffield Eng.
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor, Ont

Tin Plate
Henderson & Richardson, Montreal
A. C. Leslie & Co., Montreal

Toasters
Harkins & Willis, Ann Arbor, Mich.

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
Luther Grinder Mfg. Co., Milwaukee, Wis

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont
John Watson Mfg. Co., Ayr, Ont.

Varnishes: See Paints
Berry Bros., Limited, Walkerville, On
Dougall Varnish Co., Montreal
R. C. Jamieson & Co., Ltd., Montreal

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co, New York

Waffle Irons
Griswold Mfg. Co., Erie, Pa

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont
One Minute Washer Co., Toronto

Wagons—Children's
Woodstock Wagon Co., Woodstock

Washers
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co. Hamilton
B. Greening Wire Co., Ltd., Hamilton

Wire—Iron, Steel, Brass and Copper
Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Hamilton
The Schultz Mfg. Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472½ Moss Lane E., Manchester, Eng.

Wire Springs
B. Greening Wire Co., Hamilton
Henderson & Richardson, Montreal
Jas. Steele Limited, Guelph, Ont

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines

The ROSS

"High Velocity" Sporting Rifle

justifies itself on every occasion where absolute dependability is required.

Where danger is met face to face its superiority is shown—

RETAIL PRICE, $70.00

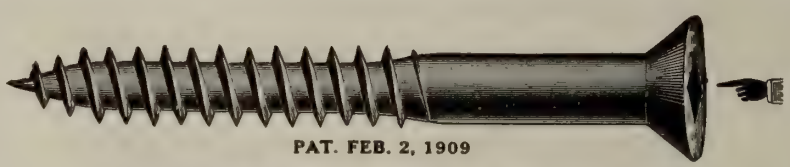
Other Ross Rifles from $25.00 up

The prestige of the Ross Rifle increases from month to month, and there are demands in every town in Canada for them.

Dealers will find them the most satisfactory to carry —no trouble with duties, no delay in securing parts. Liberal discounts and satisfied customers.

Send for Catalogue and Trade Discounts.

THE ROSS RIFLE CO., QUEBEC, QUE.



PAT. FEB. 2, 1909

ROBERTSON SOCKET HEAD WOOD SCREWS

Have a decided advantage over other styles of wood screws. By having a square hole, into the centre of which a specially designed screwdriver fits snugly, it does away with all possibility of slipping, which often proves disastrous to the screw, and wastes a considerable amount of the workman's time. *They will sell on sight—get our prices at once.*

We also manufacture high-grade Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails and Wire.

SEND FOR CATALOG

The P. L. Robertson Manufacturing Co., Limited, - Milton, Ont.

TORONTO WAREHOUSE, 19 Jarvis Street - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.

SATISFACTION PREVAILS

In every store where the

"Kansas" Pruning Knife

(Improved)

Is Sold

This is a knife of rare quality and convenience. It has proved its superiority by practical demonstrations and actual use for years.

Made in Canada by the Taylor-Forbes Co., Limited, Guelph.

Write for circular and prices.

International Tool Co.

Detroit, - Michigan

The **KANSAS PRUNING KNIFE** is **AUTOMATIC**, no levers to work by hand. Just put the hook over the limb and pull on the handle "that's all." It does heavy work and does it fast. Every orchard man needs it and should be able to purchase it from any up-to-date dealer.

The **KANSAS** is a real money maker. Get our circulars and prices at once.

BUSHLIN PATENT Knocked Down Rakes

ALLOW GOOD PROFITS

Buy your hay rakes knocked down. It is the most economical way.

In this form they occupy much less room, enabling you to carry a fairly large stock, which would otherwise be impossible.

These rakes are easy to set up, and are sold under a written guarantee. Their finish and design are certain to attract farmers.

Made in both wood and wire bow.

Get our prices and particulars at once.

J. H. STILL MFG. CO., Ltd.

ST. THOMAS, ONT.

GOLD MEDAL WORLD'S EXPOSITION, BRUSSELS, 1910

EKERT PROCESS TRADE RADIUM MARK PAT IN CANADA 1907

VALVE DISCS

For long and satisfactory service, nothing to equal them has ever been made.

"PRACTICALLY

INDESTRUCTIBLE"

Manufactured solely by **THE GUTTA PERCHA & RUBBER MFG. CO.** *OF TORONTO, LIMITED*

Toronto Montreal Halifax Winnipeg Calgary Vancouver

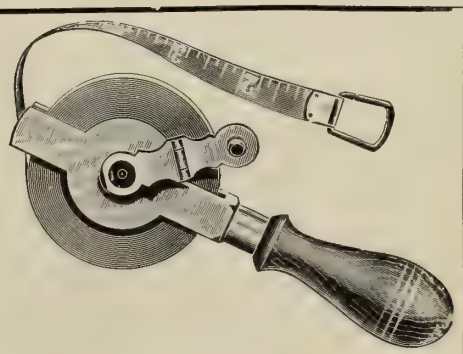
MEASURING TAPES

MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.

Those that bear this Trade-Mark **LUFKIN**

are the leaders of the field because they have always given satisfaction. THEY ARE DOMINION MADE.



FOR SALE BY ALL JOBBERS.

THE LUFKIN RULE CO. OF CANADA, LTD.
WINDSOR, ONT.

CATALOGUE ON REQUEST

8 Million People

will see this

COMMUNITY SILVER

advertisement on the back cover of the Saturday Evening Post, issued

April 4, 1912

You can link *your* store with this tremendous selling force by displaying our free window hanger on above date.

Remember the date

April 4th

Fill out coupon now.

Oneida Community Ltd.
Oneida, N.Y.

Please send, without expense to me, window hanger, in color, of advertisement in Saturday Evening Post, as shown above.

Name .....

Address .....

CANADA'S ONLY WEEKLY HARDWARE PAPER

HARDWARE AND METAL

Published Weekly by

THE MACLEAN PUBLISHING COMPANY, LIMITED

Vol. XXIV Publication Office: Toronto, Canada No. 14

April 6, 1912

GALVANIZED SHEETS

AMERICAN SHEET & TIN PLATE CO.
APOLLO
BEST BLOOM
TRADE MARK REGISTERED
PITTSBURGH

"The Metal Worker's Choice"

"The Dealer's Stand-by"

This brand of galvanized sheets is made from the best and most carefully selected raw materials. Well coated, true to gauge, uniform in working quality, trustworthy in every respect.

Sold by all first-class metal houses

B. & S. H. Thompson & Co., Limited

Canadian Sales Agents

Montreal *Toronto*

Big Ben Store Helps

In order to enable Canadian dealers to get the maximum benefit from the Big Ben campaign now running in Canadian magazines, we are packing Big Ben specially for Canadian trade, six in a carton with a full set of store selling helps (two posters, two show cards, two metal signs.)

On an order for 12 we add a solid mahogany display stand. On an order for 24 or more, we print your name on dials, give the posters, display stand, and a beautiful metal sign lithographed in five colors.

Big Ben and his selling helps are being carried in stock by 54 wholesale Canadian distributors. We will be glad to let you have their names upon request. Any will tell you Big Ben is the best made and the best selling alarm that's ever been put out.

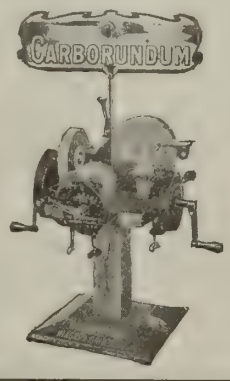
In broken and dozen lots, $2.15 less 2%. In lots of 24, $2.05 less 2%.

The Western Clock Co., La Salle, Ill.

There is a Grinding Need In Every Household, Hotel, Repair Shop and Garage for a

CARBORUNDUM NIAGARA GRINDER

Every machine is equipped with a Carborundum wheel—the wheel that cuts fast, clean and cool—every machine is mechanically perfect—castings strong, durable—gears perfectly cut, smooth running, uniform—Carborundum Niagara Grinders are assembled under the strictest supervision—every part is machined right—put together right. The machines are handsomely finished in brown enamel—all small parts nickel-plated—It is a machine that will appeal to anyone who has any tool grinding to do—Write for the details of our free grinder display stand offer—The Carborundum Grinder stand is a great sales booster.



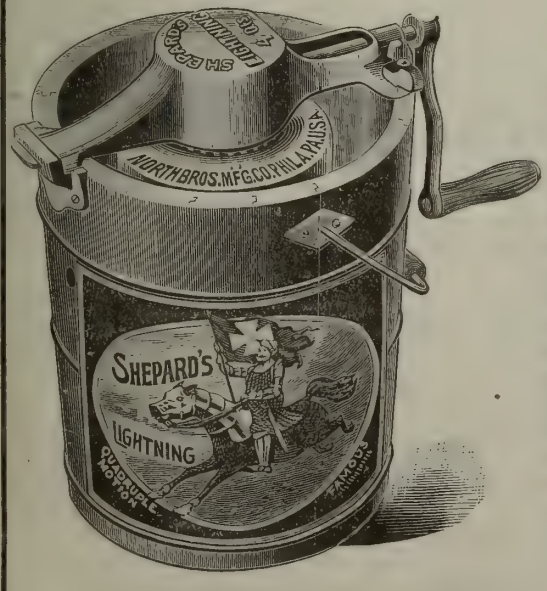
Are you a Carborundum Dealer? Let us tell you about our sales co-operation plans.

THE CARBORUNDUM CO.

NIAGARA FALLS, NEW YORK

THE LIGHTNING AND BLIZZARD

FREEZERS



stand ready to serve you in the same satisfactory manner in which they have served both trade and consumer for over a quarter of a century. The construction is of the same high class. They run easy, freeze quickly and take the smallest amount of ice and salt of any freezer made. The extensive advertising from season to season has created a permanent demand. They bring trade and help you keep it.

Better let your Jobber quote at once.

NORTH BROS. MFG. CO.

Philadelphia, Pa.

MOTOR BOATING

Will be more popular than ever this season

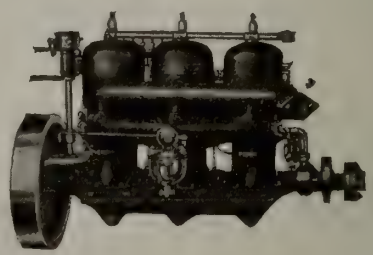
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL,	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



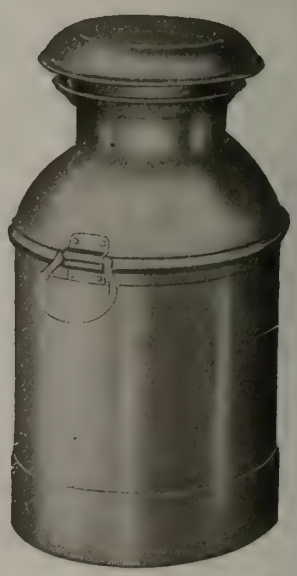
S.M.P. MADE-UP CANS OR TRIMMINGS

We can supply made-up

Milk Cans, Cream Cans
Creamery Cans
Railroad or Delivery Cans

We also carry in stock any trimmings required for these cans, which we can supply promptly.

PRICES ON APPLICATION



THE SHEET METAL PRODUCTS COMPANY

OF CANADA LIMITED

SUCCESSORS TO

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

THE BIG BEST
FAMOUS 4 MOWERS
Have No Equal

Each, a winner in its class, and can't be duplicated elsewhere at the figure asked for it.

Service and Satisfaction Considered we claim they are the Cheapest Mowers to be found in Canada.

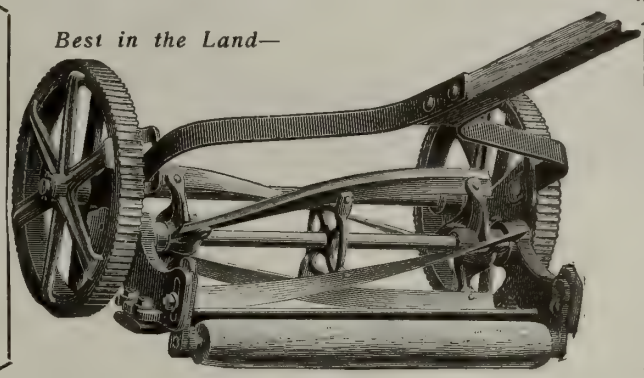
THERE IS A PROFIT IN THEM.

COMMONWEALTH—Plain Bearing
MEDIUM HIGH WHEEL—THREE BLADE REEL.
Aluminum Finish, Gilt and Red Striped
Geared on Both Ends.
9-in. Wheels; Sizes, 14, 16 and 18-in. Cut.
No Better or Lighter Running Plain Bearing Mower on the market than this.

THEY SELL VERY FAST.

BLACK DIAMOND—Ball Bearing
HIGH WHEEL—FOUR BLADE REEL
Gold and Aluminum Bronzed; Vermilion and Black Trimmed.
Geared on Both Ends
10-in. Wheels; Sizes 14, 16, 18 and 20-in. Cut.
A High Grade, Very Light Running, Beautifully Finished Mower at a Medium Price. Away ahead of anything else in Canada at the price.

Best in the Land—



NEW ENGLAND—Ball Bearing.
LOW WHEEL—THREE BLADE REEL
Gold and Aluminum Bronzed; Red and Black Trimmed.
Geared on Both Ends.
8-inch Wheels; Sizes 14, 16 and 18-inch Cut
We consider this the Best and Handsomest Three-Blade Ball-Bearing Mower made.

THE PRICE IS NOT CUT TO DEATH.

BALDWIN—Plain Bearing
LOW WHEEL—THREE BLADE REEL.
Painted Green, with Gilt Stripes.
Geared on Both Ends.
8-in. Wheels; Sizes, 12, 14 and 16-in. cut.
It Works Well and Sells Well. It represents Full Value for the Price.
It is a Good, Serviceable, Cheap Mower.

THEY DO THE WORK WANTED.

Every Mower Guaranteed Free of Flaws and Imperfections in Material and Workmanship.

They Cover all Needed Requirements and the Desired Range of Quality, Utility, Finish and Price.

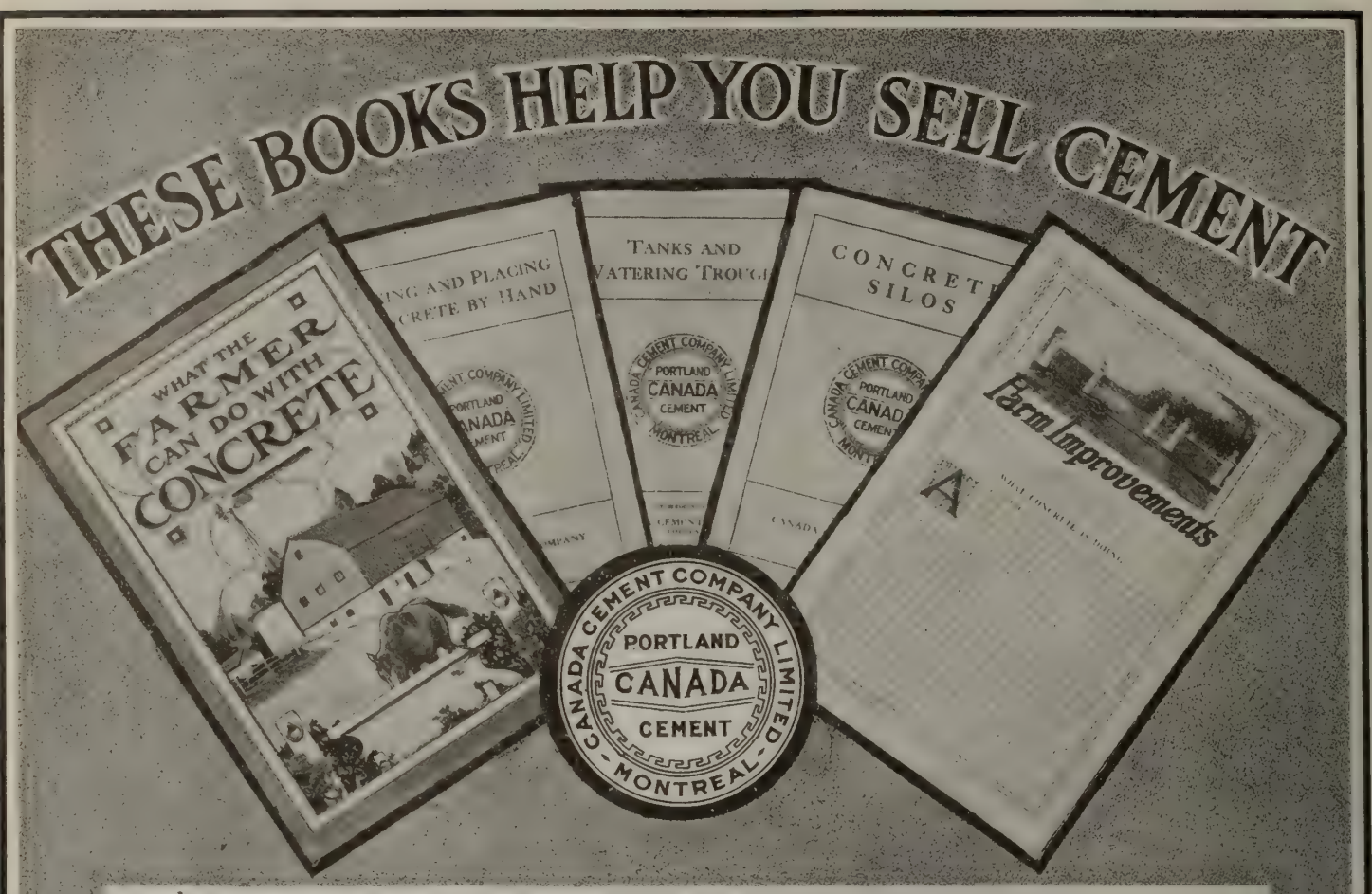
They do away with the necessity of carrying the many makes and styles formerly required to meet the demand.

They Simplify Your Mower Business.

Send for Circular Illustrating These Mowers in Their Actual Colors.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER



Is your profit keeping pace?

Cement has become one of the farmer's daily necessities. His demand for it, active twelve months in the year, is growing by leaps and bounds.

The demand is being stimulated by the most energetic educational campaign ever undertaken in Canada.

A $3,600 prize Contest for farmers was conducted in 1911, and the second contest will be held this year. Advertisements in newspapers and farm journals — The book, "What The Farmer Can Do With Concrete"—A quarterly magazine, "Farm Improvements."—Booklets on every phase of concrete work—Lectures to farmers at agricultural colleges. These are some of the means now being employed to increase the demand for concrete."

Are you getting your share of the profits from this publicity?

We are anxious to help you get it. We will send you wall files, handsome steel signs and copies of all publications. Our Publicity Department is always glad to answer any inquiries you desire to make. In addition to this service, we send you the names of those farmers in your community who have inquired about concrete, giving you valuable "tips" on prospective purchasers.

Last, but not least, dealers who handle "Canada" Cement are building up a permanent trade on this newly-awakened demand, because they sell the Cement that always gives satisfaction.

Canada Cement Company Limited

Sales Offices at Montreal, Toronto, Calgary, Winnipeg

Publicity Department, Montreal

Tobin

Every Sportsman in Your Locality Would Like to Own a Tobin Gun.

When you have them in stock you can sell them fast—Profitably.

EVERY SPORTSMAN knows something good about Tobin Guns—particularly about their fine shooting qualities.

Every good gun man would be glad to own a Tobin Gun and would tell you so in a minute if you had the gun in stock to show and explain to him its wonderful merits.

Orders are coming in every day, by mail, from districts where we are not represented. These orders and many others might be yours if you were handling the Tobin line.

You can reap the advantage of our advertising if you will take up the Tobin line to-day.

WRITE—NOW!

Tobin Arms Manufacturing Company Limited
Woodstock, Ontario

Steel Company of Canada, Limited

Basic
Open Hearth
STEEL
PRODUCTS

Steel Bars
All Sizes and all Carbons

Horse Shoes — Horse Nails
Stove Bolts — Stove Rods
Rivets — Wire
Wire Nails — Tacks
Bright Wire Goods
Wood Screws, Machine Screws
Railroad Track Equipment
Invincible Fencing

PROMPT SHIPMENT IF ORDERED NOW

WROUGHT PIPE

Merchant, Black and Galvanized
White Lead, Putty, Shot, Lead Pipe

DISTRICT SALES OFFICES:
HAMILTON TORONTO MONTREAL WINNIPEG
VANCOUVER, B.C. VICTORIA, B.C. ST. JOHN, N.B. HALIFAX, N.S.

Send Us Your Order Either Way

We give prompt attention to all orders. The Spring is opening up and as a means of holding all the new trade that should develop we can confidently recommend a supply of

Samson Farm and Garden Tools

No mistake can be made in handling these Tools or any other line carrying our Trade Mark, **"SAMSON,"** as we warrant every article to give absolute satisfaction. The dealers who are now selling **"SAMSON"** lines are getting proof right along of the real merits of the goods. To sell Samson Farm and Garden Tools, Samson Ready Roofing, Samson Sporting Goods, etc., means reorders from satisfied customers.

Send Us Your Order Now

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

TORONTO

We Ship Promptly.

Our Prices are Right.

Graham Nails are the Best

LOOKS GOOD

CRESCENT BRAND

Builders' Hardware with a Reputation

CANADA STEEL GOODS CO., Ltd., - Hamilton, Can.

DAVIDSON'S KITCHEN FURNISHINGS

have a ready sale because every one of these excellent specialties does its work better than the work can be done in any other way.

Davidson's Steam Cereal Cooker

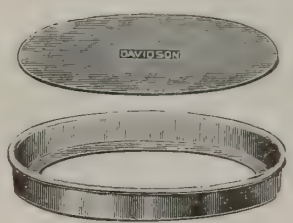
Cooks Oatmeal by Steam.
Makes it delicious.
Three Sizes, Nos. 13, 15, 35.
In "Colonial" or "Premier" Enamelled Ware.

Davidson's Steam Egg Poacher

For 5 Eggs

It takes only about 2 minutes to turn out a neat and appetizing breakfast with the assistance of this Steam Egg Poacher.

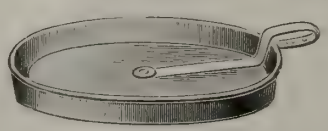
Perfection Jelly Cake Plates



For Layer Cakes.

Two Sizes,
9 in. x 1 in. 10 in. x 1 in.
Will not leak batter.

Excelsior Jelly Cake Plates



Two Sizes
9 in. x 1 in. 10 in. x 1 in.
No danger of breaking the cake when this tin is used.

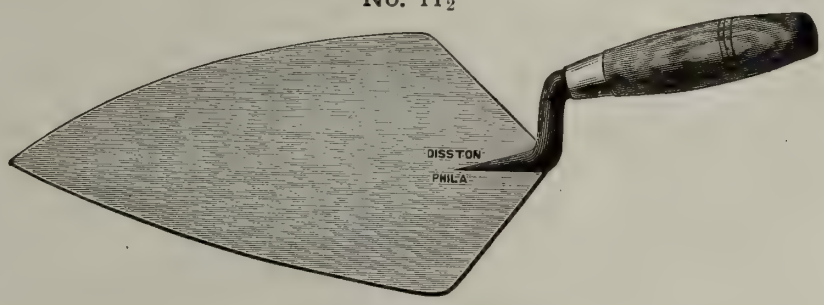
THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

DISSTON TROWELS

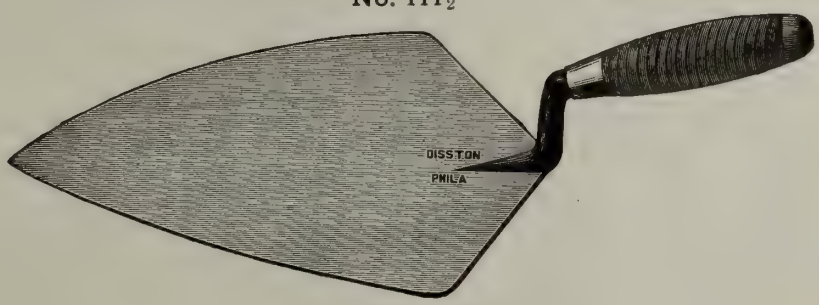
Some users preferring the New York Pattern Brick Trowels with handle having a solid wood end, instead of through riveted tang, we have made up the Nos. 11½ and 111½ to meet these requirements.

No. 11½



REGULAR GRIP

No. 111½



LEATHER GRIP

We shall, of course, continue making the Nos. 11 and 111 patterns, which differ only in having the through riveted tang. Each number made with the LIFT or hang at three different heights.

Our purpose is to furnish the goods wanted and of a quality that will give perfect satisfaction.

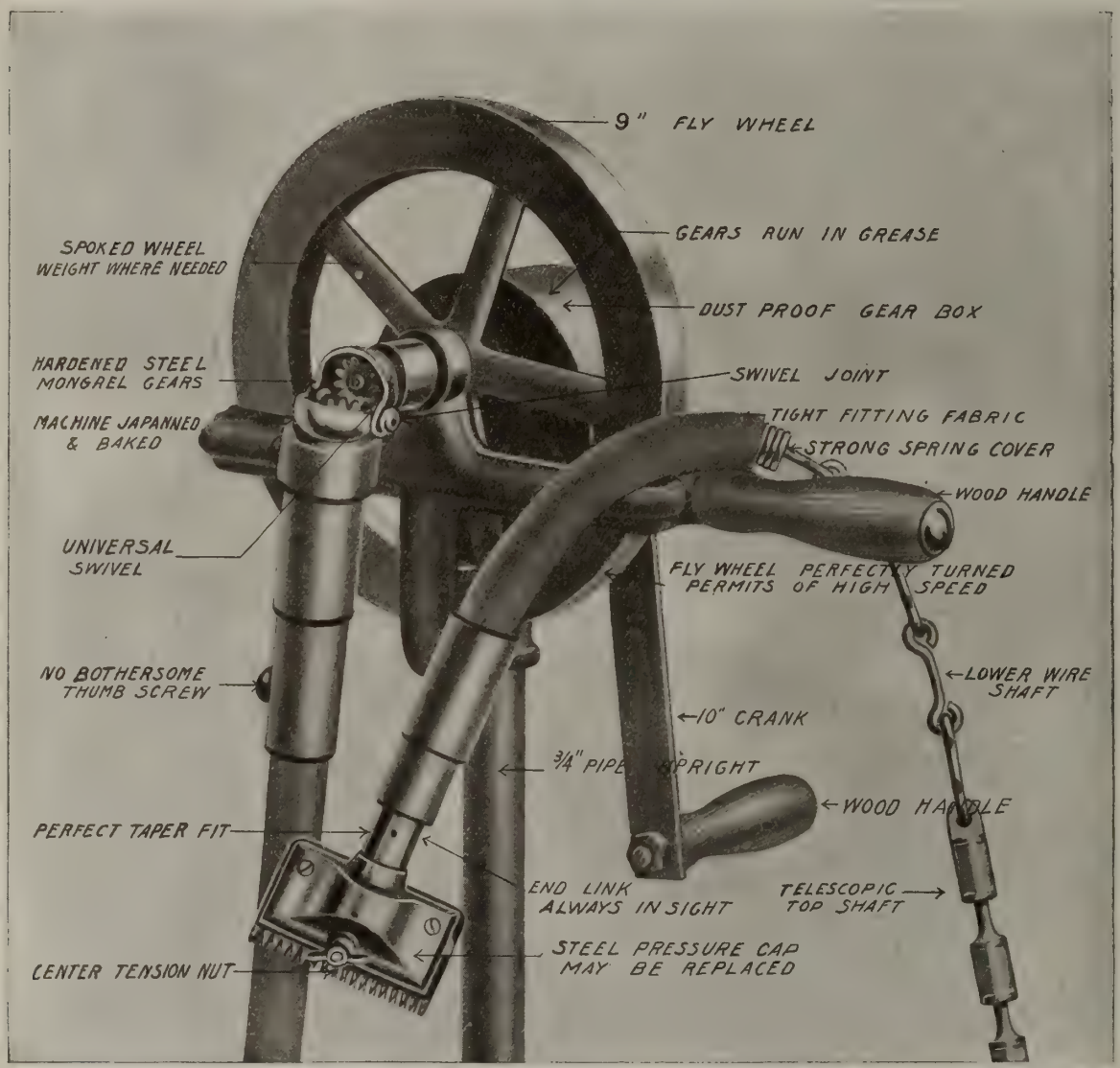
HENRY DISSTON & SONS

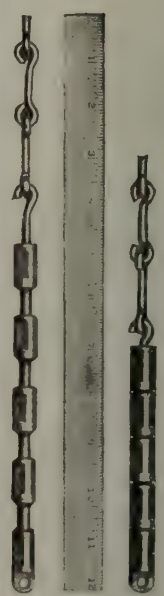
INCORPORATED

KEYSTONE SAW, TOOL, STEEL AND FILE WORKS

PHILADELPHIA

COATES Power Horse and Sheep Clippers





CUT OF ELONGATED LINK ON KANGAROO MACHINE

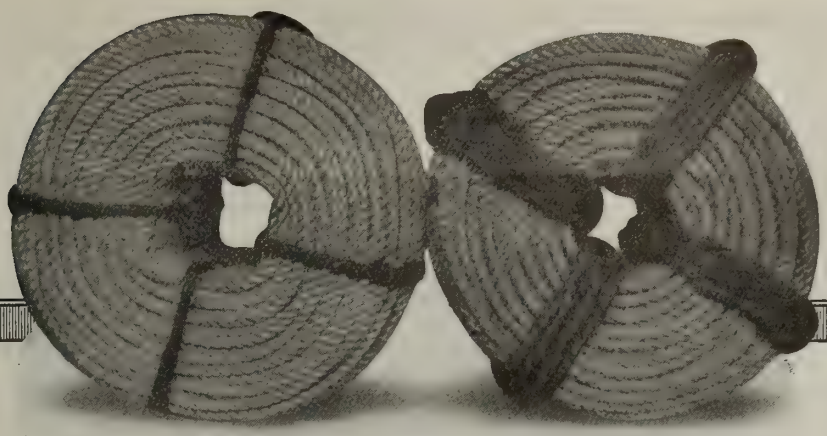
KANGAROO HORSE

40 YEARS' EXPERIENCE back of this Clipper. First of all it's made to clip hair and Coates quality is pre-eminent here. Then, too, the clever little mechanical features appeal to the buyers. See the 10-inch Fly Wheel, Mongrel Gears, Hardened Steel Top, Flexible Shaft. Sold the world over. Coates Clippers made made in 100 different styles. Before you do anything in Power Clippers see the Coates. Ask your dealer to show them to you.

SWIVEL MONGREL GEARS USED ON BOTH KANGAROO AND SAMSON MACHINES

Coates Clipper Mfg. Co., Worcester, Mass., U.S.A.

John H. Graham & Co., New York, N.Y. (Sole Agents)



"A"
PLYMOUTH MANILA

"B"
Rope sold as "MANILA"

Two Kinds of Manila Rope Always Available

One is very cheap rope — so poor in quality that it's expensive at any price; the other is very good rope — so strong and durable that it's always a good investment for your customers.

The difference is shown by this comparison of these two coils of one-half inch diam. rope; bought in an open market; stripped of coverings, photographed, and then tested. The coil marked "A" is —

PLYMOUTH ROPE
"The Rope You Can Trust"

"B" is some of the "so-called" Manila rope.

THE COMPARISON SHOWED:	"A"	"B"
Length of rope in coil of 97 lbs.	1250 ft.	1070 ft.
Weight of lashings	1 lb.	3 lbs
THE TEST PROVED:		
Weight per 10 ft. of rope	13⅜ oz.	14⅛ oz.
Strength at breaking point	2907 lbs.	1450 lbs.
(Use formula: Actual Strength ÷ Wt. per 10 ft. = Value)		
Comparative value ("A" worth 100%)	3477 or 100%	1642 or 47%

It is obvious that "A" is worth more than twice the value of a rope like "B". Yet PLYMOUTH costs but a very little more. Can you conscientiously offer your customers a rope like "B" when you can give them so much more for their money? PLYMOUTH makes good friends and customers for you. Ask your jobber about it.

INDEPENDENT CORDAGE CO., LTD.

Canadian Sales Agents

55 COLBORNE STREET, TORONTO, ONTARIO

Stocks at TORONTO MONTREAL HALIFAX
ST. JOHN WINNIPEG VANCOUVER

Estd 1809 **EVERED** & Co. LTD

MANUFACTORY:

Surrey Works, Smethwick, near Birmingham, England

E 9213

E 9057

E 9117

E 8980

Registered ***Designs***

CANADIAN REPRESENTATIVE:

GEO. H. SAYWELL

HAMMOND BUILDING, 61-3 ALBERT STREET : : WINNIPEG

ALSO AGENTS AT

TORONTO, CALGARY, VANCOUVER AND SASKATOON

ASK OUR SALESMEN TO WAIT UPON YOU.

Some Truths About Horse Clipping Machines

Every Stewart Clipping Machine is sold with an unqualified understanding that it must please the buyer or no sale.

Stewart machines are made in the largest and most modernly equipped factory for the purpose in the world.

They are the simplest, sturdiest and most efficient made anywhere.

Stewart machines turn easier, cut faster and cleaner and the knives stay sharp longer than any others. When dull they can be resharpened to cut like new in a few minutes.

They compete in all the markets of the world and get the business on sheer merit.

More Stewart machines are sold in every country than of all other makes combined.

Dealers selling Stewart machines are backed by a better product, more extensively advertised than any other.

Every time you offer a Stewart machine to your customers you can do so with the understanding that it must prove more satisfactory than any other for the same money or we will refund every cent paid out for it.

From now to May these machines are in greatest demand.

Order from your jobber

Write us for complete 1912 Catalogue and printed matter to distribute to your horseowning customers.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO

BISSELL'S

No single feature ever made a successful carpet sweeper—

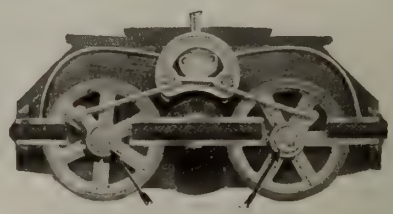
But "CYCO" BALL BEARINGS constitute the *greatest* single feature in carpet sweeper construction.

They insure an *automatic* and *effective self-adjustment* of the brush to all grades of carpets.

They insure easy running, noiselessness and a *positive rotation* of the brush.

Furthermore, they maintain a *constant* and *unvarying* performance of these functions for years, producing greater sweeping power and retaining indefinitely an unimpaired sweeping efficiency.

Thirty-six years' experience in the exclusive manufacture of carpet sweepers has taught us that the fullest measure of satisfaction and practicability is obtained in a sweeper that requires *no attention* in its use beyond the mere emptying of the pans.



"CYCO" BALL BEARINGS

The fact that we have continuously maintained the lead in this and foreign countries for the entire thirty-six years we have been in business is proof enough that the great buying public recognize the genuine merit of the Bissell Sweeper.

Our special Easter Offer with free sweeper, is in force from March 1st to May 15th. Write for copy of this Announcement.

Bissell Carpet Sweeper Co., Grand Rapids, Mich.

(Largest Exclusive Manufacturers of Carpet Sweepers in the World.)

Branches:

New York (Eastern Offices, Salesroom, and Export Department) 25 Warren Street
Niagara Falls, Canada (Factory) London, England Paris, France

HERE IS A WELL ADVERTISED LINE

Send for our New Folders and Window display.

There is 50% profit on every package you sell. Goods guaranteed.

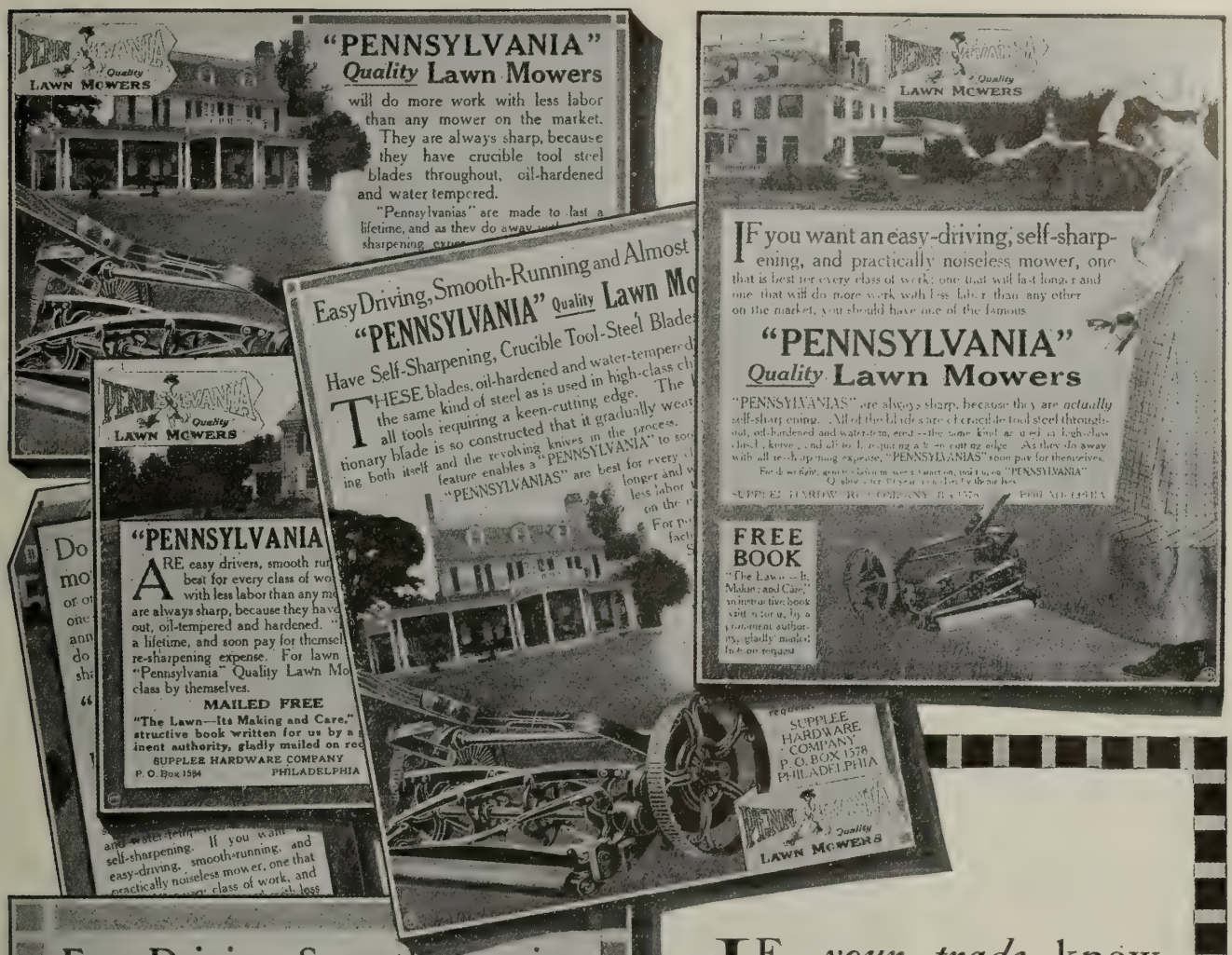
PRICES NET:

	Per doz
10c. Packages, 6 doz. in case	.80
25c., one doz. in Display Box, 3 doz. in case	2.00
50c., one doz. in case	4.00
Complete One Dollar Outfits with Baskets, etc.	7.80
10c. Electros in Packages	.80
25c. Electros in Packages	2.00
50c. Large Hotel size	4.00

WONDER-SHINE LIMITED

GENERAL OFFICES—220 King St. West - TORONTO, CANADA

J85



Easy-Driving, Smooth-Running and Almost Noiseless "PENNSYLVANIA" *Quality* Lawn Mowers

HAVE SELF-SHARPENING CRUCIBLE TOOL STEEL BLADES THROUGHOUT

THESE oil-hardened and water-tempered blades are made from the same kind of steel as used in all tools requiring a keen-cutting edge. The lipped-edge stationary blade is so constructed that it gradually wears away, sharpening both itself and the revolving blades in the process. This self-sharpening feature enables a "PENNSYLVANIA" to soon pay for itself.

Another unique feature of "PENNSYLVANIA" mowers is their long wheel base operated by a train of gears on both sides, which insures smooth work over the most uneven lawns.

"PENNSYLVANIAS" are best for every class of work. They'll last longer and do more work with less labor than any other mower on the market.

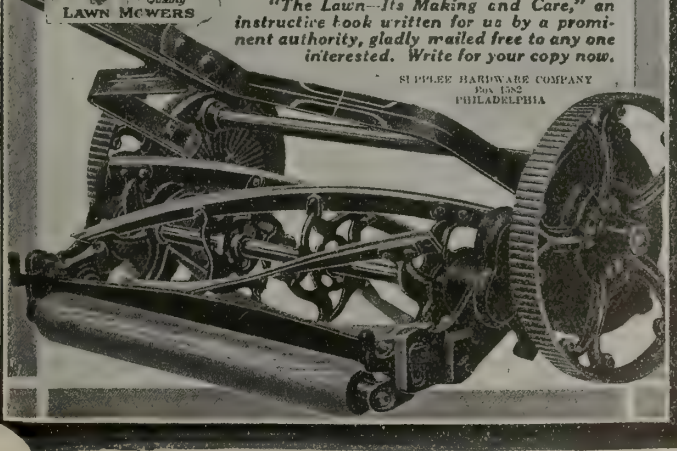
For *permanent* lawn mower satisfaction, insist upon "PENNSYLVANIA" *Quality*—for 30 years in a class by themselves. Ask your seedsman or hardware dealer.

MAILED FREE ON REQUEST

"The Lawn—Its Making and Care," an instructive book written for us by a prominent authority, gladly mailed free to any one interested. Write for your copy now.

SUPPLEE HARDWARE COMPANY
Box 1582
PHILADELPHIA

Quality
LAWN MOWERS



IF *your trade* knew as much about "Pennsylvania" *Quality* Lawn Mowers as *you* do, it wouldn't be necessary for us to spend thousands of dollars in general magazines as we are doing.

But as it *pays us* to do this, it will *pay you* to link your store to this campaign--to feature the line

Supplee Hardware Company

Philadelphia, Pennsylvania

You handle the best selling line in Gas Ranges when handling

McClary's 1912 Series

ORDER NOW

Style G, No. 258

NOTE

—The bright black enamel finish that lasts.
—The large cabinet base with double sliding doors and ample shelf.
—The large cooking surface and burnished griddle plate top.
—The white enamelled broiler pan and blue enamelled rack.
—The high-grade quality material, workmanship and finish.
—Quality, finish and quick service help you in business.

"McClary" on Goods is a Quality Name.

McClary's

McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

Look For This Trade Mark Then Buy The "White" Mop Wringer

WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Are You Getting Your Share

of the furnace trade in your vicinity?

Do you satisfy your customers as thoroughly as possible?

Is your furnace department paying you as it should?

Agents and dealers for

THE PEASE FURNACE

find their business *growing* and their customers pleased enough to tell their friends about the PEASE.

We know this, because for the last 36 years we have been conducting a successful business and have received highest compliments on the satisfaction that our furnaces give, and from dealers who handle them.

PEASE FURNACES are most durable, most efficient, absolutely reliable and bring the dealer profitable business.

Write for catalogue and full particulars.

Let our heating Engineereng Department help you free of cost on any heating problem you may have to solve.

THE PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg
Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
252

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON' KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

There's a FORD AUGER BIT for every purpose

and for every class of work—fine or coarse.

FORD tools are perfect in every respect and contain the cream of the latest ideas of Auger Bit experts. By actual test FORD Tools have been proved Fastest, Easiest, Smoothest and Most Accurate.

They are highest in efficiency, superior in grade of material and strongest in construction.

Each tool is thoroughly tested before put into stock and each one is fully guaranteed to you.

A List of FORD Tools

Single Lip Auger Bits.
Double Lip Auger Bits.
Long Auger Bits, 8" twist.
Reg. Car Bits, 12" twist.
Ship Augers with screw.
Ship Augers without screw.
Ship Auger Car Bits.
Ship Auger Bits.
Screw Driver Bits.
Bit Extensions.
Nail Sets.

FORD AUGER BIT CO.
HOLYOKE, MASS.
Send for catalog 8B. It's free.

NAMCO

MILLED PRODUCT

including bolts, pins, nuts, screws, plugs, etc., that can be milled from the bar.

Our completely equipped plant enables us to make special parts quickly and reasonably to your samples or drawings.

Regular Cap and Set Screws are carried in stock ready for immediate shipment, also S.A.E. (formerly A.L.A.M.) Nuts.

It will pay you to let us figure your special work on a contract basis. Exact duplication and finish is our long suit. May we fill your next order?

Ask for a catalog or send the sample

THE NATIONAL-ACME MFG. CO.

MONTREAL, QUE., ST. HENRI & G.T.R.

McClary's

RAILROAD and DELIVERY CANS

STYLE E.

With SAMSON Bottom, Breast and Cover.

Made Up---Ready to Sell

18 Gauge Tinned Iron Body, Steel Barrel Handles. Covers are Interchangeable.

SIZES - 6 - 8 - 10 - 12 Gallons

These are high grade lines that sell easily. Order Stock Now.

McClary's

STYLE G.

With SAMSON Breast and Cover-Anchor Bottom

"McClary" on goods is a quality name.

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick

LONDON BAR IRON

is the best line of bar iron that money can buy. It possesses a uniformity of texture, toughness, and easy workability that means perfect satisfaction both to you and to your customers. And the price is as low as we can make it without sacrificing anything of its quality.

London Rolling Mill Co., Ltd.
LONDON CANADA

SALES AGENTS
Ontario—Baines & Peckover, Toronto
Manitoba — Bissett & Loucks, Limited, Winnipeg

Reliable QUALITY

If you have not yet investigated

ERMALINE
PAPER BAG COOKERY

write to-day for free samples, a big trade awaits you.

EDWARD LLOYD Limited
508 Eastern Townships Bank Bldg.
Montreal

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

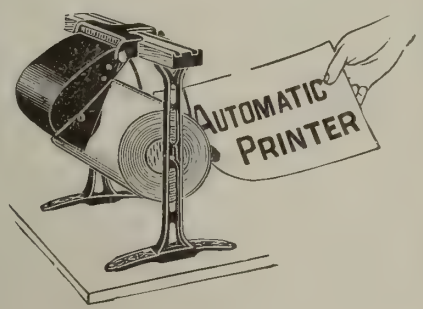
FERRONA PIG IRON

and SIEMENS-MARTIN

OPEN HEARTH STEEL

Every Parcel

that leaves your store will carry your advertisement if you attach this device to your paper roller.



There is no expense of upkeep—all it needs is a little ink occasionally. It is the cheapest and most effectual method of advertising your store that can be found.

The type matter can be changed as often as desired.

Write To-day For Particulars

Utilities Limited
Bank of Ottawa Bldg.
MONTREAL

—PUMPS—

All Kinds
Hay Unloading Tools.
Barn Door Hangers.

The word "MYERS" assures QUALITY. Better write to us.

F. E. MYERS & BRO.
ASHLAND, OHIO

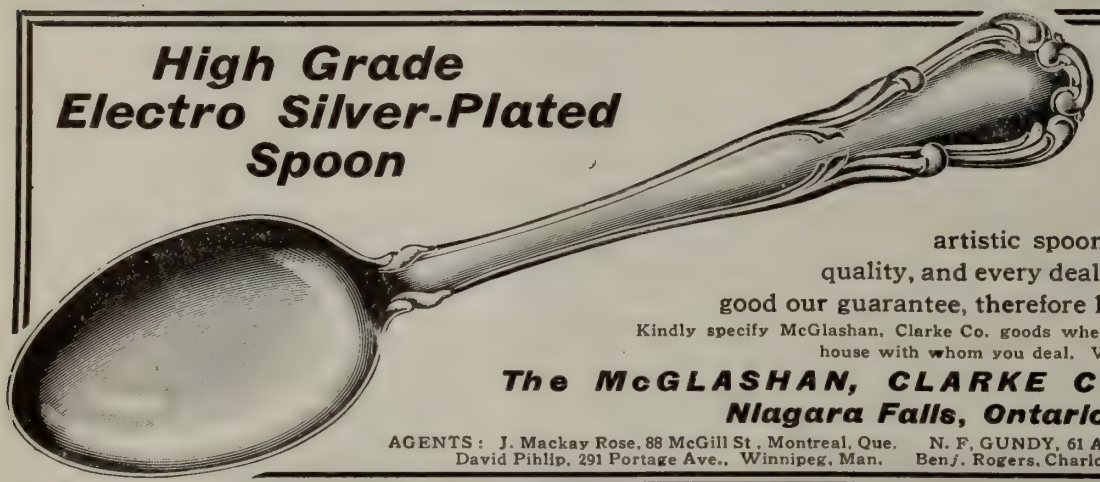
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Simonds "Crescent Ground" Cross-Cut Saws

Dealers and Jobbers should place orders at once so that their stock may be complete to supply the great demand for Simonds Crescent Cross-Cut Saws, that begins about the middle of Summer. Write us about the quantity you can use. Give specifications and shipping date when delivery would be desired. If you take this matter up now, it will be the surest way of protecting your sale of Simonds Crescent Ground Cross-Cut Saws. FACTORY IN MONTREAL.

SIMONDS CANADA SAW CO., Limited. **Montreal, P.Q., Vancouver, B.C., St. John, N.B.**

High Grade Electro Silver-Plated Spoon



PLEASE YOUR CUSTOMERS

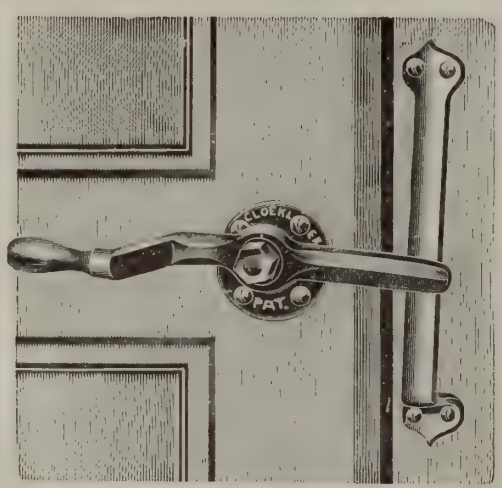
by selling them this artistic spoon. It has a guaranteed quality, and every dealer is authorized to make good our guarantee, therefore he runs no risk.

Kindly specify McGlashan, Clarke Co. goods when ordering from the wholesale house with whom you deal. WRITE AT ONCE.

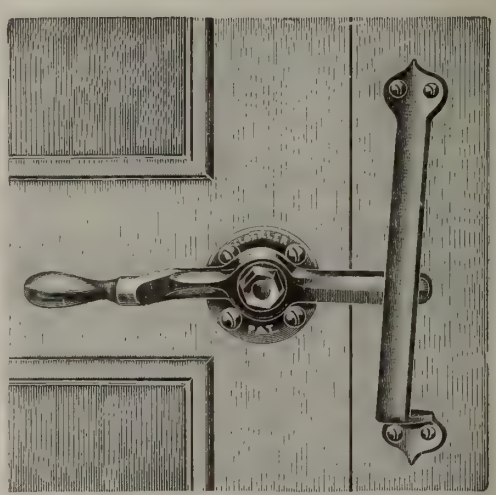
The McGLASHAN, CLARKE CO., Limited, Niagara Falls, Ontario

AGENTS: J. Mackay Rose, 88 McGill St., Montreal, Que. N. F. GUNDY, 61 Albert St., Toronto, Ont.
David Pihlip, 291 Portage Ave., Winnipeg, Man. Benj. Rogers, Charlottetown, P.E.I.

Gloekler's Patent Refrigerator Door Fasteners



Forcing Door Open



Showing Door Forced Shut

THIS fastener has been the standard for Refrigerator Doors and cold storage work ever since it has been on the market, and, especially for heavy work, is without an equal. It is made heavy and substantial with nothing about it to break or wear out, and will "last a lifetime." Simple and easy to operate. In closing door, turn lever inside keeper and press down on handle, which seals the door absolutely tight with little effort. To open door, turn handle around until lever comes outside of keeper and lift on handle, which will force the door open without any effort, no matter how tightly jammed.

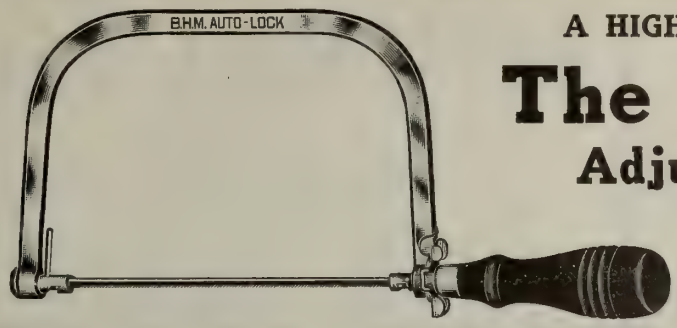
We also make a line of Spring Fasteners, Hinges, etc., in tinned, brass and nickel plated. Write for illustrated price list.

BERNARD GLOEKLER & CO. **PITTSBURGH, PA.**

A HIGH GRADE MECHANIC'S TOOL

The "Auto Lock"
Adjustable Coping Saw.

Cuts Either Wood or Metal



The turning devices at each end of the frame **lock automatically** and **hold** the **blade** in any **desired position.**

A single motion while the hands are in position for sawing **turns the blade** to any angle **without removing it** from the work. Tension of the frame can be **instantly regulated** by turning the handle.

CONVENIENT TO USE—CUTS FAST AT ANY ANGLE—SAVES TIME

Send for Circulars and Prices. **The Bridgeport Hardware Mfg. Corp.,** **Bridgeport, Conn., U.S.A.**

No. 025 KING

Now is the Time to "Sharpen Up"

to get ready to cut a wider swath in your business.

The Harvest of Profits is bound to come from the sale of

Richards-Wilcox Grindstones

Have you our interesting sales proposition?

RICHARDS-WILCOX MFG. CO.

AURORA ILLINOIS

No. 300 CYCLE

"GALT" STEEL CEILINGS

Can be handled with profit

DURING ANY SEASON

Let us send you circulars for distributing and instructions for going after this business.

THE GALT ART METAL CO., LTD.

GALT, ONTARIO and WINNIPEG, MAN.

Our New PRICE LIST A-17

Gives Competing Prices with 25% discount to the "Trade"

A PROFITABLE LINE

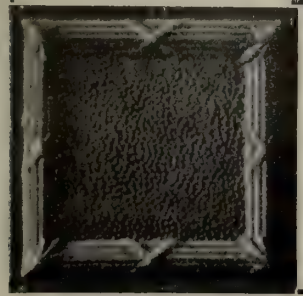
Special "Galt" Features

Machine Cut Beads after dies are cast.

Free Wood Brackets with Cornices and Mouldings.

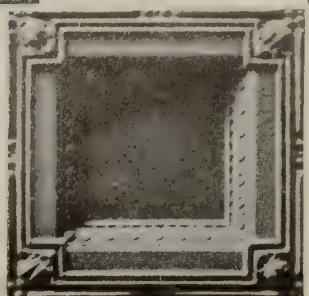
Special Instructions for erecting.

Nails, plans and Estimates Free.

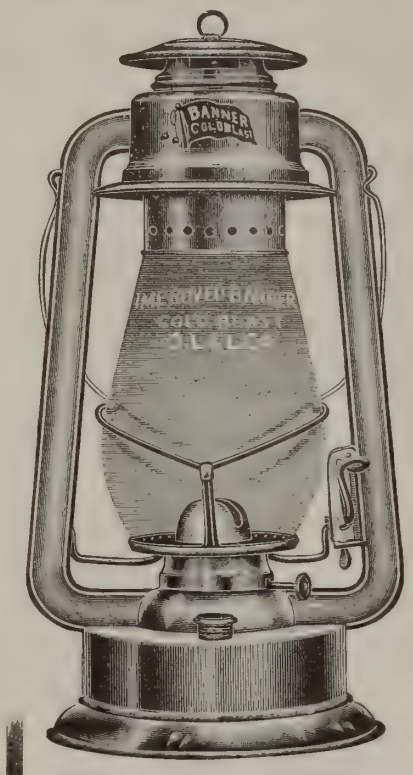


BRANCHES and DISTRIBUTING AGENTS

1—WINNIPEG, Man., The Galt Art Metal Co., Ltd., 839 Henry Ave.
2—CALGARY, Alta.,.....Gorman, Clancey & Grindley
3—EDMONTON, Alta.,.....Gorman, Clancey & Grindley
4—VANCOUVER, B.C.,..... .....D. R. Morrison, 714 Richard St.
5—FORT WILLIAM, Ont.,.....Fife Hardware Co.
6—MONTREAL, Que., Wm Gray Sons-Campbell Ltd., 583 St. Paul St.
7—QUEBEC, Que.,.....J. L. Lachance Ltd., 253 St. Paul St.
8—FREDERICTON, N.B.,.....R. Chestnut & Sons
9—ST. JOHN, N.B.,.....Estey & Co.
10—HALIFAX, N.S.,..... ....General Contractors' Supply Co.
11—MONTAGUE, P.E.I.,.....Montague Sash & Door Factory



QUICK, EASY, PROFITABLE SALES



MADE WITH

BANNER COLD BLAST LANTERNS

Their good points are obvious. They need no demonstration.

On account of their marked superiority they repeat easily.

They cost no more than inferior lanterns.

ONTARIO LANTERN & LAMP CO., Limited

Head Office, Factory } HAMILTON

Branches :
MONTREAL 30 St. Dizier St.
WINNIPEG 56 Albert St.

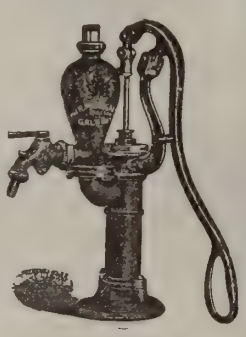
Pumps that Carry Good Will

Dealers that sell McDougall's "Aremacdee" Hand or Motor Metal Force or Lift Pumps give their customers lasting satisfaction.

Every pump sold stays sold---gives the dealer no trouble.

They are metal---hand fitted valves --- air-tight---strong---lasting.

The big catalogue tells you exactly what the line is---get it for the asking.



Write

The
R. McDougall Co., LIMITED
GALT, CANADA

"Kangaroo" Brand

TRADE MARK.

Yes, my boy, glad to see you!

I have used and sold Sorby's Kangaroo brand tools for 35 years.

This is the style of welcome given to our representative from St. John to Victoria.

Robert Sorby & Sons, Ltd.
Sheffield

Canadian Representative:
Geo. H. Saywell, 61-3 Albert St., Winnipeg

Local Agents at
Toronto, Calgary, Vancouver and Saskatoon.

WHEN YOU PURCHASE

"Metallic" Ceilings and Walls

FROM US YOU ARE ASSURED OF GETTING MATERIAL THAT IS

well embossed, accurately made, well painted and easy to erect.

Try us on your next order.
Write for our catalogue to-day, if not already on hand.

There's "Money in Metallic" for the Hardware and Tinsmith trade.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 77

SAPHO ANTI-DUST

The green sweeping powder that smells of the pine, keeps carpets bright, and the dust down, kills moths and microbes and lightens labor.

SELLS ON SIGHT

Place a trial order. Display the goods and watch them go. Once your customers use Anti-Dust, they always buy it.

SAPHO METAL POLISH

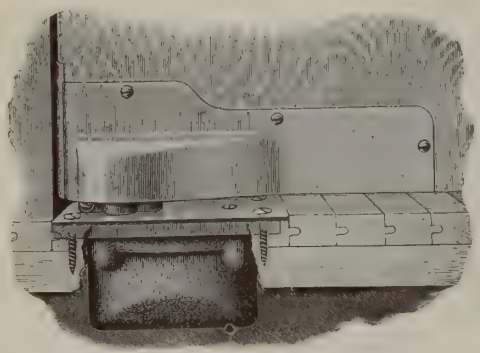
Keeps brass brighter longer than any other.

Write Dept. "H."

SAPHO MFG. CO., LIMITED

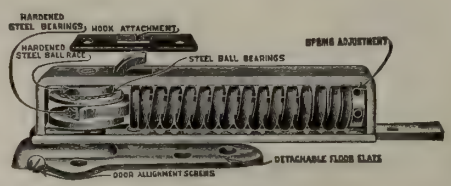
586-588 Sanguinet St., Montreal

Toronto **Winnipeg**



Standard DOUBLE ACTING SPRING FLOOR HINGES

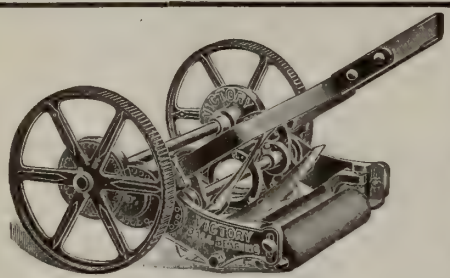
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

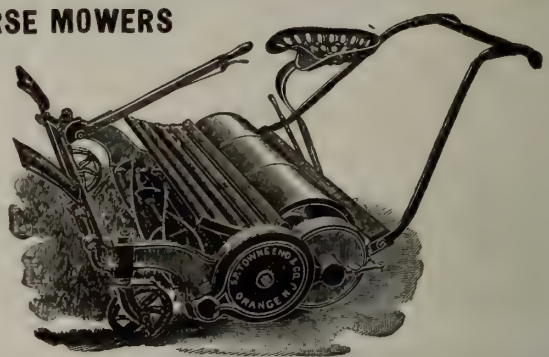


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Now is the time to Push Churns

and the Churn to Push is the **LEADER**

Made in 2 styles, 6 sizes.

Style F.

It's a name familiar to the Butter Makers of both hemispheres.

Why?

Because they combine every Requisite of a Rapid and Perfect Butter Maker and are a combination of Simple Construction, Massive Strength and Easy Manipulation.

Barrels made of seasoned Oak. Run on steel ball bearings, are easily drained and conveniently detachable for cleaning.

All Steel Frames

Combination Hand and Foot Drive. Fitted to Run by Power if Required.

Style E.

Made by

Agents:
W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Cummer-Dowswell, Limited

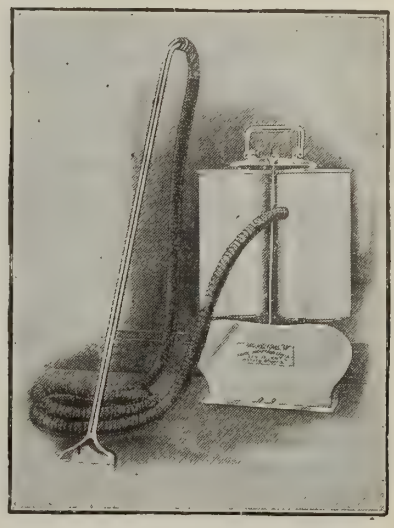
HAMILTON, CANADA

Automatic "Triumph" Electric Vacuum Cleaner

The Lightest and Most Powerful Electric Vacuum Cleaner Made

Everybody's Choice

BECAUSE



It is a medium-priced, light weight electric machine, one that can be easily carried up and down stairs and still one that has the necessary suction to get ALL the dirt.

The strong steady suction is created by a powerful rotary pump of improved design.

The "Onward" Triumph carries no unnecessary parts and the working portions are very accessible.

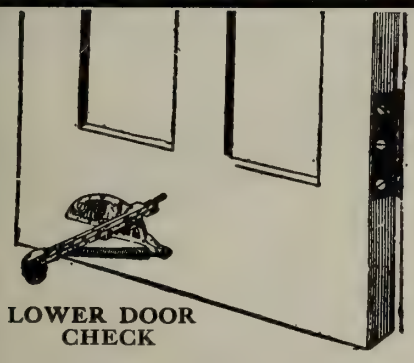
This machine sells for $110 and is guaranteed to be superior to any machine on the market selling for $135 or less.

The "ONWARD TRIUMPH" will prove to be a very valuable addition to your stock.

Get Our Circulars And Discounts At Once.

Onward Manufacturing Co., Berlin, Canada

Distributing Agents for Manitoba, Saskatchewan and Alberta, Moncrieff & Endress, Ltd., Scott Block, Winnipeg



LOWER DOOR CHECK

The "LE PAGE" Patent OIL DOOR CHECK and SPRING

is a marvel of simplicity and has a mechanical action that is perfect.

It is the only door check made without packing in its working parts, which assures absolute freedom from packing friction.

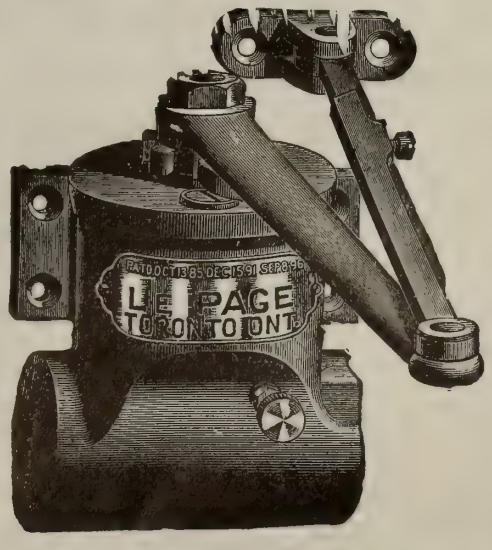
The door on which this device is used cannot slam, as the oil in the spring cup of the check forms a cushion, which keeps the door under perfect control and allows it to close quietly.

The spring tension is applied by means of the ratchet wheel on top; the checking power is controlled by the thumbscrew at the right.

The bearings are long and the spindle, with crank at lower end, is drop-forged from cold rolled steel.

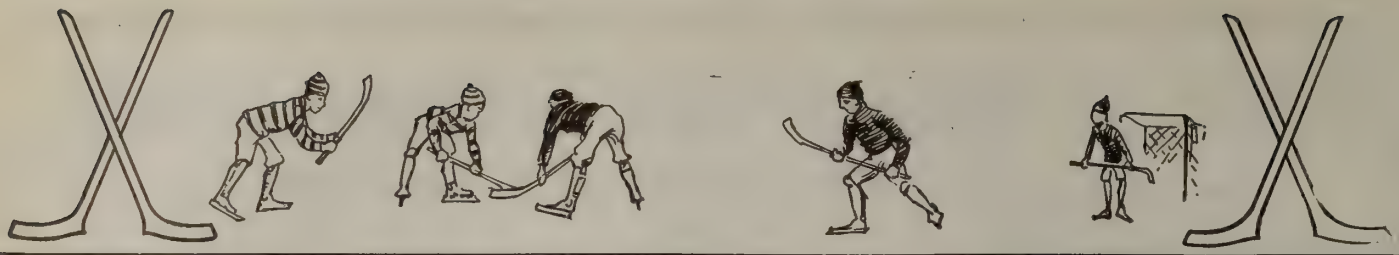
Toronto public schools, Simpson's, Eaton's, etc., use this door check exclusively.

Write for circular and prices.



WM. KEATING

266 MACDONALD AVE. TORONTO



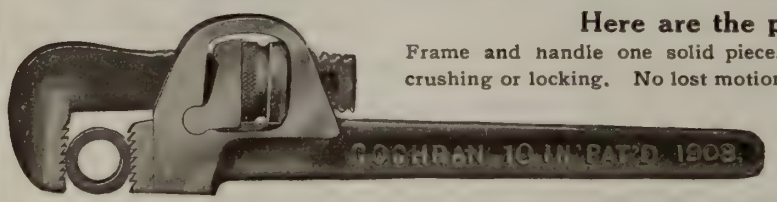
HOCKEY STICK SPECIALISTS

1912 Pice List Just Issued

St. Mary's Wood Specialty Co., Ltd.

Branches :
WINNIPEG and MONTREAL

The prize dog at a bench show wins on points;
and points would give the COCHRAN first prize at a **wrench** show



Here are the points. You be the judge.

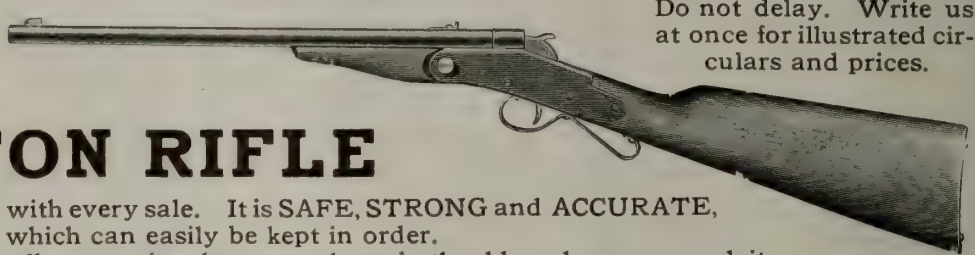
Frame and handle one solid piece. Indestructible rocker in place of frame pin. No crushing or locking. No lost motion. Perfect grip and release.
Proof against all side-pull injury
Drop forged jaws of highest grade tool steel adaptable to wrench manufacture.

Cochran Pipe Wrench Manufacturing Co.

Canadian Branch: 70 George St., Ottawa

Right Now

is the time you should stock and boost the



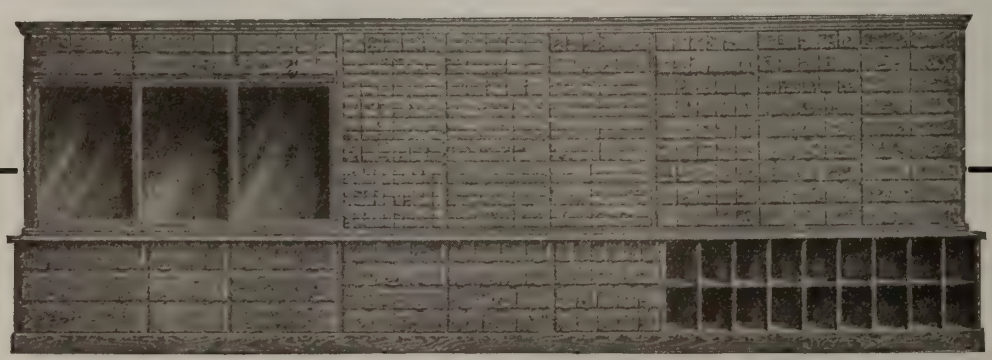
Do not delay. Write us at once for illustrated circulars and prices.

HAMILTON RIFLE

as it brings good results with every sale. It is SAFE, STRONG and ACCURATE, with few working parts, which can easily be kept in order.

This 22 calibre rifle sells at a price that appeals to both old and young, and its service arouses the enthusiasm of every user. ***For sale by all Jobbers.***

C. J. Hamilton & Son - Plymouth, Mich.



Attractive, Convenient, Durable, Reasonable in Price.

Our Patented Metal Shelf Boxes will improve the appearance of your store, and will enable you to give your customers quicker and more efficient service.

Advise us space you have available for shelf boxes and shelving and we will sketch out plan and give you our best price for same.

Send for illustrated catalogue, it will interest you.

Cameron and Campbell, - Toronto

Corrugated Iron Prevented Spread of Terrible Fire

The thousands who watched the terrible fire in Toronto a few days ago, when thousands of dollars' worth of property was destroyed, had a chance to see what corrugated iron would do to prevent the spread of flames.

In "The News" the next day it was reported that the firemen could not reach the flames on account of the iron coverings of the buildings, but as an official put it afterwards: "I tell you if it hadn't been for the iron coverings on those buildings this entire neighborhood would have been destroyed. Some of those buildings were huge furnaces and the last thing to fall was the metal sides."

And that is only one instance of the protection afforded by Corrugated Iron.

How about your buildings? Supposing some building near yours should burn, and the burning pieces fell on your factory, how many chances have you of saving it?

Use corrugated iron for your covering. Let us tell you about ACORN QUALITY CORRUGATED IRON—the iron with the trade mark—the kind that lasts practically forever.

If you intend building, write to us to-day for our prices.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

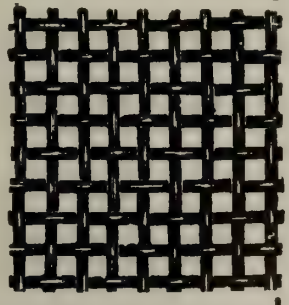
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Clipper Lawn Mower

Is Recognized As A Trade-Winner By All Dealers Who Sell It.

This is a lawn mower that gets away from the ordinary type of machine—a mower that cuts cleaner and works easier than any other make.

It will pay you to investigate this clipper as it has proved wonderfully effective as a money-maker wherever sold.

Write for testimonials and get the verdict of other dealers.

Clipper Lawn Mower Company
DIXON, ILLINOIS, U.S.A.

H. Boker & Co.'s King Cutter Razors

Please Your Customers Because They Bear The

Tree Brand

Many Hardware Merchants have learned that their best customers are the ones who are influenced by Quality. The Supreme Quality of Tree Brand Cutlery has never been disputed. It has always brought good satisfied customers to the merchant featuring it.

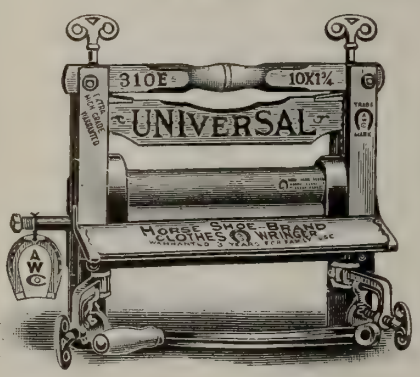
For Sale By All Leading Wholesale Hardware Houses

NEW LINE

UNIVERSAL CLOTHES WRINGERS

Plain Bearings and Steel Ball Bearings

Spiral Pressure Springs Enclosed Cog Wheels



Packed 3 in a case

PLAIN BEARINGS

No. 310E— - - - - Rolls, 10 x 1¾ inches
No. 311E— - - - - Rolls, 11 x 1¾ inches

STEEL BALL BEARINGS

No. 317E— - - - - Rolls, 10 x 1¾ inches
No. 318E— - - - - Rolls, 11 x 1¾ inches

SAME STYLE MADE IN FOLDING BENCH

SEND FOR CATALOGUE "F"

THE AMERICAN WRINGER COMPANY

99 CHAMBER STREET, NEW YORK

The High Quality
and Artistic ∴ ∴
Designs of ∴ ∴

COMMUNITY SILVER

are so well known now that ladies will go from store to store till they get this heavily-plated silverware.

Is Your Store One of Those They Have to Pass?

It need not be. We carry a large stock ready for immediate shipment. We can furnish attractive advertising electros free, so that you can advertise your place as a Community Depot.

Every Piece of Community Silver Sold is a Lasting Advertisement for the Store that Makes the Sale.

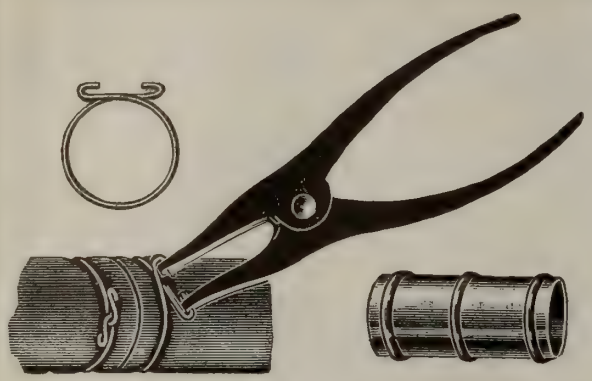
We have five beautiful designs, all shown in our Catalogue.

Made in a plate heavier than triple, the most durable platedware made.

Caverhill, Learmont & Co.

WHOLESALE DISTRIBUTORS

MONTREAL and WINNIPEG



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

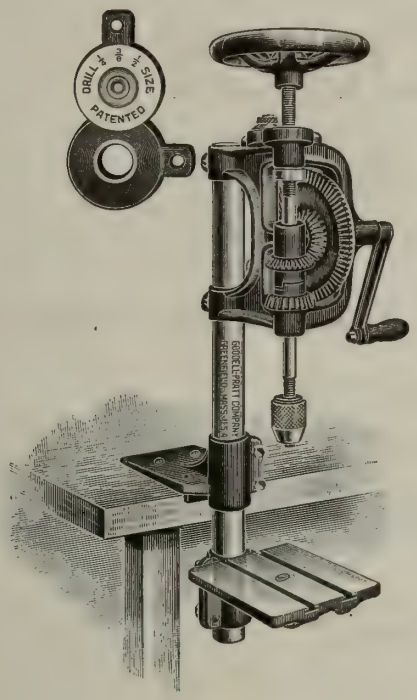
THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.



Buy

Goodell-Pratt's

BENCH DRILLS

They are Paying Profits to Dealers

Our new Intermittent Friction Feed is creating great interest wherever shown.

This Feed is instantly adjustable to any size of Drill, and beyond setting it properly no further attention is necessary. All the operator does is to turn the crank, and upon the return the Feed throws out and the Spindle quickly backs out from the work.

We would be glad to mail to anyone interested our little folder, which describes in detail the working of these machines. Better get it now.

Goodell-Pratt Company

Toolsmiths

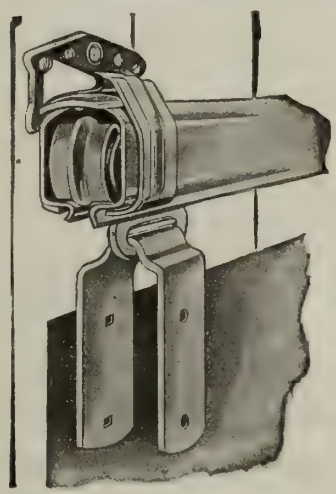
GREENFIELD - MASS., U.S.A.

Louden Talks
to Hardware Dealers

Guelph, Ontario — April, 1912

Barn-Door Hangers

EVERY Spring the demand increases for Barn and Hay Tools, Barn-Door Hangers, Hay Carriers and Forks, Cow Stalls and Stanchions, and Feed and Litter Carriers. You Hardware Dealers, being in closest touch with farmers about to build or make over barns and stables, can add many a dollar to your profits by selling Barn and Hay tools. This month we speak particularly about



The track in Louden's Bird Proof Barn-Door Hanger is tubular and entirely encloses the trolleys. It is made from one sheet of steel pressed into shape, leaving only a narrow slit at the bottom for the hanger strap to slide in. Sparrows can never get into this hanger to nest, and it turns rain, snow, and sleet as perfectly as does the barn roof.

Louden's Bird-proof Barn-Door Hangers

These hangers can't be clogged by birds in summer or snow in winter. The tandem rollers can't come off the track. Louden's Bird-Proof Hangers are the only ones on the market having a flexible track which prevents the gathering of trash between track and barn. They will never balk, are always easy to operate, and are so perfectly flexible that crowding stock cannot break them. They work so smoothly and easily that the door can be pushed open by a child.

If you present to farmers these unique and decided advantages, you will have no trouble, but much satisfaction, in selling Louden's Bird-proof Barn-Door Hangers.

Louden Barn Tools
—a profitable line

Turn to profitable account the tendency of dairy and stock farmers to employ devices and tools which save money, time and labor. The Louden Line is widely advertised in the agricultural publications of Canada, from coast to coast. So if you talk Louden Barn and Hay Tools, Stalls and Stanchions, Feed and Litter Carriers, you are assured of interested attention. The chances are that many farmers in your own community are already using the Louden Line in whole or in part.

¶ Louden Barn equipments are the outcome of 45 years conscientious and intelligent endeavor to devise tools calculated to reduce waste on the farm, to economize time and labor, and to conserve soil fertility. The Louden line of Barn Tools is the most perfect, efficient and economical ever devised and is known and used all over the world.

Write for our catalogue, "Everything for the Barn," and discover for yourself how complete and efficient (and profitable) is the Louden Line of Barn Tools. Note the two addresses below.

Louden Machinery Company

Guelph, Ontario

Western Branch:

Louden Hardware Specialty Co., Winnipeg, Man.

IMPORT ONLY

Aluminium Kitchen Utensils
Brass Goods—all kinds
Hearth Furniture
Electric Fixtures and Lamps
Cutlery, Nickel Trays, etc.
Baskets, Novelties

We are sole Canadian Agents for the largest and best United States and European Manufacturers of above lines. Our Salesmen are now on the road with samples. Write for appointment, or call at our Sample Room.

British & Continental Agencies, Limited

16 Front Street East, Toronto

Armstrong Ratchets

The Best and Most Complete Line Made

Made entirely from Drop Forgings and Bar Steel.
Hardened all over—Outwear Two of the Soft Kind.

SHORT RATCHET
For Morse Taper.

Each Ratchet is packed in a Cardboard Box.

UNIVERSAL RATCHET

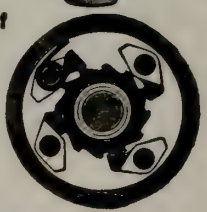
OUR NEW LINE

"STANDARD" REVERSIBLE RATCHETS

DEALERS!

Two inches of motion at end of handle, IN ANY DIRECTION, will drive the Drill.

Patented Nov. 8, 1898, Sept. 29, 1900.



"Hard-to-Please" USERS prefer ARMSTRONG RATCHETS

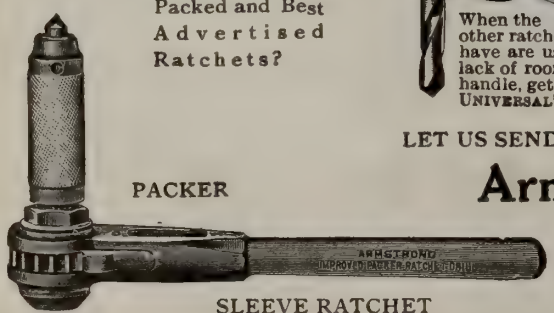
Do you want the Best Made, Best Packed and Best Advertised Ratchets?

When the other ratchets you have are useless for lack of room to move the handle, get an "ARMSTRONG UNIVERSAL" and it will do the job.

They stand the racket.

BOILER RATCHET

LET US SEND YOU A CATALOG



PACKER

SLEEVE RATCHET

Armstrong Bros. Tool Co.

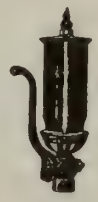
"The Tool Holder People."

306 N. Francisco Avenue, Chicago
U. S. A.

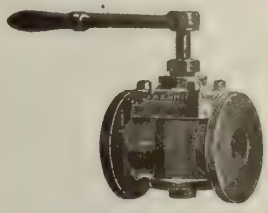
GLOBE VALVES

SWING CHECK VALVES

STEAM COCKS

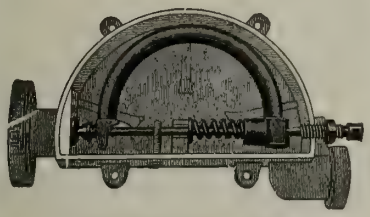


WHISTLES



LEVER THROTTLE VALVES

STEAM EJECTORS



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MORRISON'S ENGINEERS' SUPPLIES

(ABSOLUTELY GUARANTEED)

The Hardwareman is judged by the variety and quality of the Engineers' goods he supplies.

Do not risk your reputation by selling inefficient articles, when Morrison's guaranteed goods are procurable at a reasonable price.

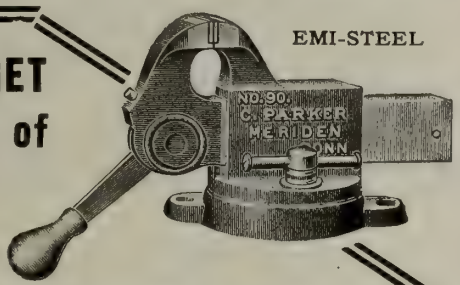
Consult us at once and get full particulars.

Catalogue to the trade.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, Toronto

YOU CAN GET the BEST of SERVICE from



The "PARKER" Improved Quick - Action Swivel Vise

This vise introduces a convenience that means economy in every machine shop.

Made from a special blending of steel and best iron.

With "The Parker" you can do your work in less time, as one motion of either right or left hand is sufficient to grasp the article and hold it tight. All parts are interchangeable.

Write for our catalog to-day.

The Charles Parker Co.

MERIDEN, CONN., U.S.A.

"ATLAS" BRAND

EMERY CLOTH, Blue Twilled.
SAND PAPER, Very Flexible.
GLASS PAPER, High Cutting Surface.
GARNET PAPER, in Rolls and Reams. (Strong Manilla Back),
"ATLAS" EMERY, in Packages and Casks.

USED BY ALL THE LEADING

GOVERNMENTS

BRITISH, COLONIAL AND FOREIGN.

AND "THEY KNOW."

LONDON EMERY WORKS CO.

London, Eng.

Canadian Representative:

W. FRANK MURPHY

55 St. Francois Xavier St.
MONTREAL, QUE.

Personal Chat With You About Ourselves

The Annual Spring Number of Hardware and Metal is always an event in the Canadian hardware trade. Every reader looks forward to this number as the most interesting and instructive of the fifty-two issues published by Canada's only weekly hardware paper.

During the twenty-four years of Hardware and Metal's history, the Annual Spring Number has been growing in size and increasing in interest each year. Every spring, the manager and editors are confronted with the problem of turning out a number which will show an improvement over the fine paper issued the previous year. But it has always been done.

Readers and advertisers scarcely realize the immense amount of work entailed in getting out this spring number. The whole country is annually ransacked by our editorial staff for illustrated descriptions of the most modern hardware stores in Canada. Our staff correspondents from Halifax to Vancouver, work hard to dig up ideas in selling, buying, window displays, and the like, which will help our readers everywhere to develop or improve their own ideas on these subjects.

It takes a lot of time and energy to get this matter into shape for the big spring number, but it is a great satisfaction after the number is off the press, to hear so many favorable comments on our enterprise among the hardware trade.

We have received a great many letters this week from readers, telling us that our most recent special number is the best we have ever issued. The following are some specimen opinions, taken from our mail:—

Metal Shingle & Siding Co., Preston.

The copy of Hardware and Metal's Spring Number came in this morning, and our two-page ad. certainly looks fine. We want to thank you for the good display.

W. F. Earle, Athens.

We thank you for sending us the copy of your Annual Spring Number and must compliment you on the appearance of our space.

Nicholson File Co., Port Hope.

Your Annual Spring Number received. Our ad. on pages 180 and 181 is satisfactory and we think it is a creditable piece of work.

Gutta Percha and Rubber Mfg. Co., Toronto.

The Annual Spring issue, copy of which we have just received, strikes us as being an admirable number, and we must compliment you upon it. We have no suggestions to make for its improvement.

Ontario Lantern and Lamp Co.

Your issue of the 23rd, your Annual Spring Number, is just to hand and we feel that we must compliment you on the general get up of this number, the paper, printing and composition being excellent. On the whole, we would feel justified in saying that this is the best number you have yet published.

Edward Lloyd, Limited, Montreal.

We thank you for the copy of "Annual Spring Number," and are well pleased with the location of our advertisement.

After looking over this number, we must compliment you on the care and trouble which has been taken to make this number everything that could be desired. As an example of tasteful advertising and as an advance on last year's number it is certainly a very creditable piece of work. Last, but not least, is the cover.

Sadler & Haworth, Montreal.

We acknowledge the receipts of your Annual Spring Number. We must heartily congratulate you on the appearance of this Number. There is no question at all, in the writer's opinion, that it is the finest Number you have ever turned out, and he is sure it will be very well thought of.

* * *

ABOUT HARDWARE EXHIBITIONS.

The following letter has been received from F. M. Tobin, first vice-president of the Canadian Hardware Manufacturers' Exhibitors, Limited, with the request that it be published in Hardware and Metal.

Hardware and Metal,

Dear Sirs,—Your letter of March 1 received. If you will permit me to express an opinion regarding the letter mentioned, I would say that the comparisons are somewhat exaggerated.

That there was an unusually large expense for the results obtained at the recent exhibition is not denied, there were extenuating circumstances that should be considered, however.

The future exhibitions conducted by the Canadian Hardware Manufacturers' Exhibitors, Limited, should show more satisfactory results from all points of view, and should have the support of every dealer, jobber and manufacturer in Canada, as well as publications interested in the general welfare of the hardware trade. It is expected that the expense will, as is usual, come upon the manufacturer, but the benefits will be derived by all interested.

Yours very truly,

F. M. TOBIN,

First Vice-president Canadian Hardware Manufacturers' Exhibitors, Limited.

Woodstock, Ont., March 19, 1912.

The letter to which reference is made above, read as follows:—

March 1, 1912.

Gentlemen,—It is estimated that the manufacturers who exhibited at the Guelph convention spent over $30,000 on the exhibition.

Those who made the most elaborate displays spent over a thousand dollars each. And there were about ninety retail hardwaremen on hand to see the goods. Few of them spent more than six or eight hours in the Exhibition Hall altogether.

For dollars you can run a full page advertisement in Hardware and Metal every week for a year. For dollars, you can use half-page space every week or full-page every other week for a year. Smaller spaces are charged in proportion.

And don't forget that Hardware and Metal reaches fifty-two times a year, more than ninety per cent. of the retail hardwaremen all over Canada.

Yours very truly,

HARDWARE AND METAL.

"QUEEN'S HEAD"
Galvanized Iron

Its popularity never diminishes.

John Lysaght, Limited
Makers
Bristol, Newport and Montreal

A. C. Leslie & Co., Limited
MONTREAL
Managers Canadian Branch

INGOT METALS

Aluminum **Antimony**

Copper **Spelter**

Lead **Tin**

For Lowest Prices and Prompt Deliveries

Enquire from "The House for Metals."

A. C. LESLIE & CO., Limited
MONTREAL

You Can Make Your Store PRODUCE BETTER RESULTS

both in profit and satisfaction by stocking and selling a roofing that is high in quality, yet low in price.

"SANKOTE" ASPHALT ROOFING

is an everlasting waterproof product, specially suited to Canadian climatic conditions. Resists deterioration longer than many high-priced roofings, being very tough, strong and durable. "Sankote" appeals to the public because it gives them more service in proportion to price than any other roofing on the market.

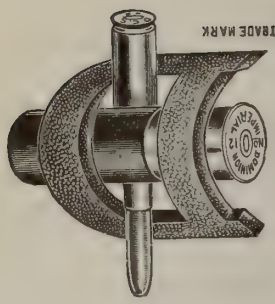
Full Directions, Roofing Nails and Liquid Cement packed in every roll. Can be easily laid by any inexperienced hand.

Write us for exclusive agency proposition—it is certain to interest you.

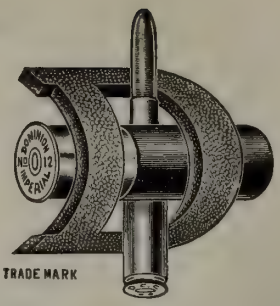
WEATHERPROOF CASCO PRODUCTS

Canadian Supply Co.,

220 King St. W.
TORONTO



Buy NEW DOMINION Big Game Cartridges

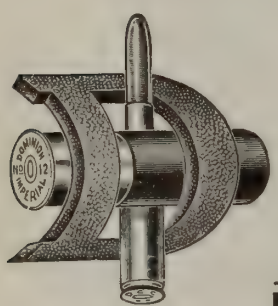


Less capital invested than in American brands and the profit is better, although you sell at the popular less-duty price, which means satisfied customers.

MADE IN CANADA

A TRIAL WILL PROVE OUR GUARANTEE OF UNEXCELLED QUALITY.

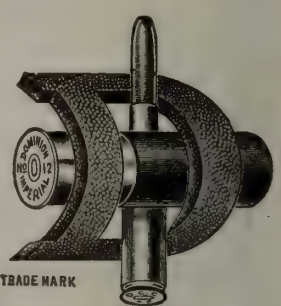
The extreme accuracy, high uniform velocity, flat trajectory and great killing power have made NEW DOMINION the choice of big game hunters.



INSIST ON THIS TRADE MARK.

Dominion Cartridge Co., Ltd.

MONTREAL, Canada



Our Guarantee of Quality

F.O.B. Prices Quoted to Any Point in Canada

Galvanized Iron and Black Sheets

Tin Canada and Terne Plates

Tinned Sheets, Angles, Tees, Etc.

HENRY ROGERS, SONS & CO.

LIMITED

WOLVERHAMPTON and SHEFFIELD

CANADIAN BRANCH: 6 ST. SACRAMENT STREET, MONTREAL

Tenth Annual Gathering of the Association Was the Most Successful Yet — Reports of Officers Showed That an Active Year's Work Had Been Done — Particulars Given of Campaign to Stop Price Cutting.

Vancouver, B.C., March 26.—Great enthusiasm has been injected into the hardwaremen of the lower mainland by the very successful convention held at North Vancouver on March 21st. It was the tenth gathering, and it outpointed previous conventions in every way. The attendance was large, great interest was taken in the discussions, excellent papers were given, and in the evening two hundred attended the banquet at the Palace Hotel. This affair surpassed any other banquet of any organization and went with a roll and swing and goodwill and fellowship—a complete culmination of the success of the day.

H. C. Martin, president for the past year of the B. C. Hardware Dealers' Association, was in the chair at the opening of the convention at 10 in the morning in the Knights of Pythias Hall. Those in attendance were: J. B. Paine, first vice-president, North Vancouver; George Blakely, second vice-president, New Westminster; T. S. Futcher, secretary of the Hardware Dealers' Association, Victoria; T. H. Kirk, L. B. Lusby, C. Bryson and Mr. Sayers, of New Westminster; George McBride, Mr. Hoag and Mr. Robinson, of South Vancouver; J. Johnston, Mr. Goldie, Mr. Paterson and Mr. Forbes, of North Vancouver; while from Vancouver there were W. C. Stearman, Mr. Abercrombie, George Mather, N. Kidd, W. G. Humphrey, Chas. Kennedy, Archie Venn, Mr. Bingham, C. K. Snell, George Moscrop, E. Paterson, J. A. Fortier, Ronald Brown, S. H. Warnock, Grant Gunn, H. H. Welch, W. R. Owen and E. B. Ryan. J. J. Foote, manager of McClary's, and Wm. Riske, vice-president of the B. C. Credit Men's Association, were also in attendance, being on the programme for short addresses.

R. D. Dinning, the secretary, who has done much to further organization work among the retail dealers in co-operation with the heads of the associations, was also in his place.

At the opening of the convention, Mr. Martin referred in appropriate terms to the death of Mrs. McFeely, wife of E. J. McFeely, of the wholesale hardware firm of McLennan & McFeely, which took place very suddenly. Since arrangements had been completed for the convention, and the date was so close at hand, postponement unfortunately could not be made. It was decided to send a letter of condolence to Mr. McFeely, and a wreath of flowers, while Messrs. Stearman and Snell, of Vancouver, and Messrs. Blakeley and Bryson, of New Westminster, were appointed to represent the association at the funeral.

Welcome was extended to Mr. Futcher, of Victoria, who was present as delegate from the dealers on Vancouver Island.

BUSINESS OF THE CONVENTION IN BRIEF.

Assessment of members readjusted. Increase in business has caused advance of fees.

Secretary's report showed that 25 meetings of association had been held during the year.

Election of officers.

Past President Martin gave a report of the conventions in Guelph and Montreal.

Address on "Co-operation" by J. J. Foote.

Talk on credits by W J. Riske, vice-president of the B C. Credit Men's Association.

It was decided to close on Saturday afternoons during the months of June, July and August.

The banquet in the evening was the most successful event of the kind yet held.

Assessment of Members.

One of the first matters of business was the readjustment of the assessment of members of the association. Progress in the West is indicated in no better way than by the increases that were deemed necessary. These assessments are based on the amount of business done, and they were nearly doubled in the aggregate. They grade from $100 each for the wholesale houses, $75, $50, $40, $30, $20, $12.50 and $10 for outside dealers.

President's Address.

As president of the association, Mr. Martin gave his report for the year as follows:—

"Gentlemen,—It affords me the greatest pleasure to submit my report for the past year, during which time I have served as your president to the best of my ability. I believe the past year has been the most successful both in regard to volumne of business and net profits that the members of the association have ever enjoyed, and I believe that the hardware dealers of Vancouver, North Vancouver and New Westminster can largely attribute the net profit end of this successful year to the untiring efforts of the officers of the association and the faithful members. I regret to say that in some few lines price cutting has been reported, but I trust that the result of this convention will be that even these few commodities will be put on a firmer basis, and that your next president will not have to comment along these lines a year hence.

"The monthly meetings have been well attended and the innovation of an informal banquet among the members previous to these gatherings has been pro-

ductive of fostering a splendid feeling of good fellowship among the members.

"All the committees have done splendid work, and your secretary, R. D. Dinning, has been untiring, in fact, your president's position has been a sinecure with such a live wire secretary to do the work.

"I have had correspondence with the hardwaremen of Prince Rupert and Revelstoke regarding forming sister associations, and headed a delegation to Chilliwack in our effort to form an association there.

"As your president, I represented you at the February convention of the Ontario hardware and stove dealers at Guelph, a report of which I will make later.

"While we are glad to take a retrospect and find things have gone well with us, yet it is really to the future that we must bend our attenion. We believe as merchants of British Columbia that our beloved province, upon which Nature has bestowed such bountiful wealth, is entering upon an era of prosperity that will eclipse all the good years that have passed, and it behooves us as an association and as individual hardwaremen to reap the harvest in such a way that all the ears of golden wheat which we are to garner in the hardware field of 1912 will be safely, honestly and profitably harvested. To best accomplish this we must be united, and while it is our duty to try and get all the legitimate busines we can, let us not in our anxiety overstep the mark of honesty and fair dealing toward our brother hardwareman, who, we must all admit, has a right to a share of business so long as he conducts it along the lines prescribed by our association of which he is a member.

"Although it is not for me to advise, I would suggest to the members the necessity of being more conservative than ever with regard to credits. Many amounts, both large and small, I am afraid have been lost by over-anxiety to do business. I would also suggest that we look for, and when found to eliminate, the business that is not profitable. Keep your eyes fixed on each cash counter trade from which our net profits come.

"In closing allow me to thank you for the honor you have done in having me as your president for the past year. I have done my best, and I assure you that as a private member I will give the best support to the incoming officers that I am capable of. I would express my hearty thanks to all those who have so ably assisted me during the past twelve months. May our association continue to grow and prosper and may we as individual members expand under its influences to be better citizens and better hardwaremen, fair to ourselves, honest to our association pledges and charitable to our competitors." (Applause.)

Secretary's Report.

The report of the secretary dealt with many general matters of interest. He said in part: — "Mr. President, and gentlemen,—In submitting my report on the work of the association during the past twelve months, I have pleasure in stating that we have 39 fully paid up members out of possibly some fifty hardware dealers in the cities of Vancouver, North Vancouver and New Westminster, and include in our membership all the large stores of any consequence. There were no resignations from the association, apart from two stores which discontinued business. New members include Johnston & Salsbury, North Vancouver; Brown & Hartley, Vancouver; Fox Pioneer Hardware, South Vancouver, and Shearer Bros, Coquitlam.

"A visit was paid to Chilliwack during the latter part of the year in an endeavor to get the merchants organized, and while so far we have not been successful in getting them to submit their application for membership, we feel sure it will not be long before they realize that it is to their own interest to become one of us.

"During the year, we have held 25 meetings, and a general meeting has been held each month. The attendance at the general meetings have not been as good as it might have been, and it would seem that the average retailer who joins the association does so without thought of contributing to the general fund of information which is so essential to the successful operation of the organization. It is fair to presume that every merchant joining an association expects to receive benefit, but unfortunately few expect to take active part in the work, without which it is an impossibility for an association to be an effective influence for bettering conditions. There is too general a willingness to leave the work to the officers or to a few of the more energetic and capable members. This is wrong. Every member should be an active member in the full sense of the word, every member should actively cooperate with his fellow members in planning and carrying on the work for which the organization was formed. No mem-

President Harry C. Martin, Vancouver, who presided at the first session.

J. B. Paine, North Vancouver, the new president of the association.

Geo. Blakeley, New Westminster. elected first vice-president.

ber has a right to expect to derive benefits from the association unless he contributes something besides his mere dues towards making it efficient.

"We have taken up several grievances, principally price-cutting. In spite of all that has been said and written and in spite of the obvious farce of it, price cutting on certain articles, particularly nails, sash weights, building paper and powder, has been continued by certain merchants, utterly ignoring the obvious fact that the more goods one sells below cost the greater are the losses.

"The best attended meeting was held at North Vancouver on December 5th, when the holding of an informal banquet before the meeting and inviting manufacturers, wholesalers and travelers to be present had the desired effect and resulted in a bumper attendance."

The New Officers.

Election of officers resulted as follows:—President, J. B. Paine, North Vancouver; first vice-president, George Blakeley, New Westminster; second vice-president, George Moscrop, Vancouver; directors, C. K. Snell, C. Kennedy, and W. R. Owen, Vancouver; J. Johnston, North Vancouver, and C. Bryson, New Westminster.

The Afternoon Session.

In the afternoon, the newly elected president took the chair, with the immediate past president on his right and the first vice on his left.

Mr. Martin gave an account of his recent trip east, when he attended the convention at Guelph as the representative of the B. C. Hardware Dealers' Association. He reviewed some of the more important papers and business of that gathering, mentioned the benefits of fraternizing, and instanced the enthusiasm that these annual meetings aroused. He detailed also his visits to some of the large manufacturers in Eastern Canada and Eastern United States, and said that when he presented his card as president of the B. C. Hardware Dealers' Association he was very gladly received.

"They are certainly alive to the situation back there," Mr. Martin said. "We might think, because we live in the new West, that the people of the east are mossbacks, but no greater mistake could be made. The association hit upon a good thing when they decided to send the president east each year. He gets many fresh ideas which enable him to impart impetus to the work of the organization here."

Address on Co-operation.

J. J. Foote, manager of McClary's, Vancouver, gave an address on co-operation. "Get together and hang on," was his text. This applied not only to association work but to store management, and he suggested that employers should always use clerks to the best advantage. To do this, the clerk should be helped out at times, enthusiasm created in him, in short, the effort should be made to have the clerk a duplicate of the employer. The superior in office should always be on the job, explaining any difficult points of selling, patting a clerk on the shoulder, helping him out with a customer hard to win over, and doing all he can to develop the powers of salesmanship. Enthusiasm is created in this way, and enthusiasm is the greatest asset of any business. Mr. Foote suggested also that when any of the tip-top travelers came into the store, the clerks should be told to take account of his methods of selling. By watching these men, the employes acquired a useful knowledge of the art of salesmanship. When manufacturers were advertising their lines, the goods should be displayed in the stores. The watchful merchant reaps much advantage along this line. The more profitable lines of hardware should be pushed. When travelers came in with goods, and sales were made, they should be asked to give a demonstration before the clerks, so that the article and its uses would be thoroughly understood. Thorough understanding of the uses of an article is necessary to effective salesmanship, and nothing helps towards this like demonstrations. The follow-up system should not be neglected. If a man inquiries for something, and it is not in stock, put his name down, and when it arrives ring him up. All inquiries should be noted and the customer telephoned to later on. It may be that no inquiry is made, but one should get to know customers so that when an article arrives, say fishing tackle, guns, etc., it is known who is interested. They could be acquainted with the fact that the new goods are in, and an invitation could be extended for the customer to call around. (Applause.)

R. D. Dinning, the secretary of the association.

Mr. Foote was thanked for his helpful talk, and was accorded a vote of thanks, which was carried with considerable applause.

Mr. Stearman suggested that the members should be careful to read the article in a recent issue of Hardware and Metal, by a Montreal man, which was along these very lines, when reduction of prices was talked of in certain instances. Considerable time was taken up in the discussion of the price list, local features being the central topic.

A vote of appreciation was extended to the secretary for his efficient services, and the convention, with applause, heartily supported a motion, moved by Mr. Martin, and seconded by Mr. Stearman, that a cheque for $50 be drawn in favor of Mrs. Dinning, as a compliment to her husband.

Talk on Credits.

W. J. Riske, vice-president of the B. C. Credit Men's Association, gave a much appreciated talk on credits. He pointed out that in recent years credit has been put on a scientific basis, and this was necessary since it was a most essential factor in successful trade and was the largest asset that a business man had. Mr. Riske discussed the subject from the standpoint of the merchant, both as regards to the credit received and the credit extended. Credit, he said, was not a favor, but a right to be demanded, and the only concerns that could refuse it were monopolies. In giving credit, certain elements had to be considered, such as honesty and ability to pay, but if the credit man fully justified himself he should be able to judge almost intuitively. Mr. Riske quoted the remark in this connection that "an ounce of intuition was worth a pound of logic when reckoning with human nature and its manifold ramifications."

Mr. Riske's paper was well prepared and when he terminated his thoughtful consideration of this important subject, he was given a vote of thanks, and heartily applauded by the members.

Early Closing Discussed

The vexed question of Saturday afternoon closing during the summer months was discussed at some length. Considerable difference of opinion existed, and there was close division on the motions. Last year, the closing time was originally June, July, August and September, but at the first of September some of

the members declared their intention of discontinuing the half day closing. When the matter came up at the convention, several announced their intention of keeping open on Saturday afternoons, despite what action was taken. The discussion became quite warm at times, the members being divided on the three points: Keeping open altogether; closing on Saturday afternoons from 1 to 7 o'clock during June, July and August; and closing for five months, May, June, July, August and September. The voting was close, the orginal motion to close for three months being caried. The subject will probably come up for discussion at a general meeting.

This concluded the regular business of the association, and the session closed after six o'clock with the usual votes of thanks.

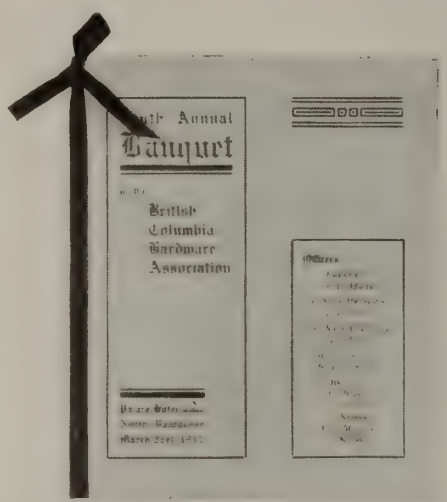
Hardwaremen Around Festive Board

Bright and Breezy Speeches, Coupled With Songs and a Steady Flow of Anecdote Made Closing Feature of Convention Most Enjoyable—Some Good Points Made by the Speakers.

Vancouver, B.C., March 26.—Just about two hundred sat down to the banquet at the Palace Hotel in the evening, which meant that few hardware store men were left in any of the three lower mainland cities. Here, too, arrangements which were in the hands of J. B. Paine, were so carefully laid out that nothing went wrong. It was as large a banquet as had been held in North Vancouver, and mine host Reda had "Jimmy" Morgan over from Vancouver to look after the spread. The name of Jimmy Morgan means a whole lot when mentioned in connection with a banquet, for it means that the affair was altogether tip-top. Jimmy has been in charge of only the very first-class of Vancouver restaurants, and has gone to Victoria to assume control of the Songhee Restaurant, established in connection with the new Westholme Hotel. This hostelry is reckoned on a par with the Empress Hotel, the first in the West.

Well, Jimmy was there and the boys were glad. That they appreciated his layout was only too evident. With the clatter of spoon against the soup plate started the chorusing songs sung at the Ontario convention. Copies of these had been printed by Messrs. McLennan, McFeely & Co. and everyone had one. Harry Martin was first precentor, and he and Jack Paine and Charlie Snell, with Ronald Brown, until he got too hoarse for utterance, kept those around the table putting over the songs until one on the outside would think it was a songfest instead of a feedfest. It meant much this keeping the crowd up to singing pitch, for in a little while the point was carried, that the gathering was not there simply to have something nice to eat but to enjoy themselves otherwise and be a part of a hardware throng. Some of the old timers who had been to banquets since the days when Vancouver people ate in restaurants long since faded out of existence, declared that nothing equalled this affair for cheerfulness, spontaniety and cordial fellowship.

J. A. Roaf, well and favorably known to the trade, officiated as toast-master. He caught Harry Martin and Jack



The neat menu card at the B. C. hardware banquet.

Paine napping for a moment in their H-A-R-D-W-A-R-E campaign, and alertly jumping to his feet started the ball rolling. After the usual preliminary remarks, he had the temerity to boast he was from Hamilton and one irreverent individual broke in with the question, "Where is the mountain?" Nothing daunted, the toast-master proceeded, and drew a comparison between North Vancouver and Hamilton. The as the Ambitious City, and this is the name North Vancouver has adopted. By an odd coincidence, North Vancouver has a mountain, but then the three peaks that pierce the blue north of the inlet are mountains.

After the toast to the King had been duly honored, Charlie Snell sang "Long Live the King," the audience joining in the chorus.

Just at that moment, greetings arrived from R. L. Borden, Premier of Canada, who wired hot haste: "No reciprocity, except between the two Vancouvers."

Mayor MsNeish, responding to the toast to North Vancouver, gave the glad hand to the hardwaremen, and spoke enthusiastically of the prospects of the city on the north shore.

"The Wholesalers' Association" was proposed by H. T. Kirk and done justice to by Hendrie Leggat and R. F. Anderson.

Just as the toast-master got on his feet to propose "The B. C. Hardware Dealers' Association," a telegraph messenger rushed breathlessly in and jostling through the affrighted crowd at last placed a yellow envelope in the hands of the president. The following was read out: "Keep up the good work. You've got a good place, and you can't beat the trade. George V." (Loud applause.)

The B. C. Association.

Mr. Paine, speaking to the toast, referred to the good work done by the president during the past year, and asked the members, clerks and travelers to give him a hand to build up the association. Travelers, he said, should not go around and say, "it's no good," but get out and boost. It might be said they did not say that, but he had been there. He wanted them to change their tune and declare that the association was the only thing that ever happened.

Mr. Martin gave a breezy, lively talk on association work, showing the different branches of the trade what they can do to help things along. He spoke well and to the point.

Profits, the Thing.

Fred W. Welsh, one of the leading officials of the Vancouver Retail Grocers' Association, was the first to respond to the toast of "Sister Associations." Incidentally, he remarked that it was exactly 21 years ago since he started in the grocery business in Vancouver. For many years he had been a believer in organization in trade and great good could be secured if worked in the right and proper sense. It was only in the last few years that the association had become really effective, and he doubted if any would go back to the old pre-association days. He once thought it was clever to cut prices and get the business, but he had learned to realize that the fundamental point was profit, not getting ahead of the other fellow. Association fellowship eliminated mistrust, and when a fellow dealer was better known it was seen that he was quite human. Mr. Welsh told of the work that had been done in try-

ing to organize the retail merchants in the smaller cities of the province. He also mentioned what might be accomplished in the retailer's interest in the way of legislation, such as, for instance, the making of a man and wife jointly liable for household necessities. As it is now, the property is put in the wife's name and the man alone assumes the responsibility of the bill. He referred to the compliment that had been paid the local retail grocers' association, which had been said to be the most aggressive in the West. If a man was content to spend his life in any business, he contended that it was worth his best efforts. Mr. Welsh made a few suggestions to the clerks, and closed with the hope that organization would so be extended that there would be an association in every city and town in the province, with every branch of trade represented, for interests were common and the work was for the general good. He mentioned that Mr. Martin would very probably be the next president of the B. C. Retail Merchants' Association.

Mr. Futcher, of Victoria, also responded. He told of the work in the capital city, and said that he would try and get a convention in Victoria, say six months hence, to be held alternately with one on the mainland. This suggestion was received with applause.

J. J. Foote and H. H. Welch did duty for the manufacturers. Mr. Foote said he had been to many conventions but never saw a better, not only in point of attendance but in the interest taken in discussions and in enthusiasm.

"Our Friends, the Travelers," had able upholders in A. T. Chambers, W. C. Birdsall and Mr. Wallace.

Many songs were sung during the evening by Ronald Brown, C. K. Snell, Mr. Henderson, and C. Clarke, of Clarke Bros. & Venn.

None of the speakers or songsters lacked for appreciation. Applause was generously given and every remark was intently listened to.

After the usual votes of thanks, and the singing of "God Save the King," the crowd caught a special boat for Vancouver, thoroughly satisfied with what had been accomplished in the day's work.

Hardwaremen Convene at North Bay

Members of the Trade in the North Part of the Province Assemble for First Convention—Meetings Held on Thursday and Friday—The Store of G. W. McDonald, North Bay.

North Bay, Ont., April 4.—The first convention of the hardwaremen of Northern Ontario will open here to-day. A session will be held this evening at eight o'clock. The real work of the convention will be done at the sessions to be held to-morrow.

It is expected that the convention here will be largely attended. Hardwaremen are expected from New Liskeard, Cobalt, Haileybury, Cochrane, Porcupine, Sudbury, Sault Ste. Marie, Huntsville, Barrie, Collingwood and many other points. President M. S. Madole, of the Ontario Association, will be on hand. He left Toronto this morning on his way north. He will probably be accompanied by Secretary Wrigley.

North Bay is a lively town, and it boasts some good hardwaremen. The latest addition to the ranks of local dealers is G. W. McDonald, who has taken over the business formerly conducted by his father and uncle under the firm name of McDonald & Hay. The change was made at the first of the year, previous to which the new proprietor had a store in Elk Lake, with a branch store in Gowganda. The firm of McDonald & Hay was one of the oldest and best known in the north of Ontario.

The accompanying illustration shows the store of Mr. McDonald. It is well arranged, light and roomy, and is undoubtedly one of the most creditable establishments in this part of the province.

The store of G. W. McDonald, North Bay—Mr. McDonald took over the bus iness of the well-known firm of McDonald & Hay at the first of the year.

HARDWARE AND METAL

(ESTABLISHED 1888)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

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THE B. C. ASSOCIATION.

A great deal of good has been done by the British Columbia Hardware Association during the years that it has been in existence. The members have been brought closer together and, in that way, many evils have been partially, if not wholly, eradicated. Price-cutting still exists, but the association keeps up a persistent warfare and manages to suppress this tendency pretty much wherever it crops out. The members have forgotten the jealousies which bitter commercial competition engenders; they have become broader men in every sense of the word.

It is gratifying to note that the future holds forth the promise of a still more active work. The scope of the association is being widened, and its influence will grow as time goes on. It is safe to assume that a gradual improvement of conditions in all parts of the province will follow the establishment of local associations in places where they do not now exist. Steps are being taken to effect this, and the coming year will see a great amount of good work done.

It is a boast of western men that they do things up right in the land of "wheat, wealth and wonders." Certainly, in association matters, they do not leave any room for criticism; for the B. C. Hardware Association is a live body, conducted on broad and useful lines.

CLOSED FOR STOCKTAKING.

Standing out clearly against the lowered blinds of a recently opened hardware store, is to be seen a sign bearing this simple phrase: "Closed for stocktaking." He who runs may read, but he who runs for a box of tacks or for hammer, saw, or screw-driver, may not enter. The store is closed. Inside work is being done, but in that the public is not interested—the fact of importance from the outside is that the inside is inaccessible.

Some may hold that this storekeeper is acting wisely in thus closing his establishment while he takes an inventory of what he has on hand. Perhaps there are cases where this course of procedure might be expedient; but in the instance which has just come to light it seems that a great mistake as been made. The store, now temporarily closed, has only been open to the public for a few months. Further down the street there is another store carrying similar lines. The natural thing, therefore, is for the person who comes to make a purchase at the establishment where stocktaking is going on to move further along and buy what he wants at the neighboring place of business. A regular customer may be lost in this way, as well as a fair amount of transient business.

Newspapers regard it of the greatest importance not to miss an issue. At the time of the San Francisco fire and earthquake—when the whole city was in chaos, and when newspaper buildings were wrecked among others—three of the leading papers united and published an issue. That perhaps did as much as any other one thing to restore the confidence of the citizens. It also raised the papers in the esteem of all.

There is undoubtedly great value in continuous service as given by newspapers, and there is value in continuous service as given by stores. People expecting to find an establishment open are annoyed at finding the doors closed. A notice that stocktaking is going on inside does not remove the annoyance. All are inclined to feel, and with some cause, that the stocktaking should be carried along at a time when it would not mean an inconvenience to the patrons.

FIXING THE SELLING PRICE.

No subject has created more general interest and comment in the trade for a long time past than the question of the fixing of the selling price. The articles published in this paper have stirred up dealers, wholesalers and travelers alike, and the topic is being discussed on all hands. After the publication of the first article some felt that the method therein advocated had not been made sufficiently clear. The second article, however, cleared up all doubts on that score.

From the tone of a number of the communications received, it is evident that all do not agree that the cost of doing business and the profit should be figured on the selling price instead of on the cost price of the goods. There are still a great many dealers, apparently, who find their selling price by adding the percentage for cost or doing business to the cost price, and then reckon their percentage of profit on the cost price plus cost of doing business. Thus, if an article cost $1, and they want to add 20 per cent. for cost of doing business and 20 per cent profit, they fix the selling price at $1.44. This method is entirely erroneous. The price $1.44 would give a profit of 11 per cent. only.

Here is the proper method in a nutshell. Selling price equals 100 per cent. It is made up of 20 per cent. cost of doing business; 20 per cent. profit, and the cost price. Obviously, therefore, the cost price must be 60 per cent. of the selling price. As the cost price in the case quoted was $1, the selling price should be $1.66, not $1.44, as reckoned the other way. The dealer who had reckoned on the cost price would be cheating himself of 22 cents. Is it clear?

This is a matter of extreme importance. From the tone of some of the communications received, it is quite apparent that many dealers are figuring on the wrong basis. If they fix the profit percentage sufficiently high they may save themselves from loss, but how many dealers do this? In many cases, they are figuring in a way that is bound to deceive them into thinking that they are getting a much larger profit than they are actually securing; which is a dangerous situation, indeed.

ECONOMY THAT DOES NOT SAVE.

With the first of April a somewhat cheaper freight rate was struck, and to take advantage of this a number of dealers have marked their orders "early April de-

livery." By this they save a few cents in freight, but lose a few days in time, for at this season of the year there is always a good deal of uncertainty as to the date upon which goods sent from a shipping room will reach their destination. Roads are in bad shape, and drays are sticking hourly. Cars are short, and this, added to the extra time taken in loading, necessitates a great delay. Freight which usually travels in a few hours is now taking anywhere from three days to a week.

Where then does the retailer save by securing the cheaper freight rate, which starts April 1—about the same time that the breaking up of the roads resulted in irregular transportation? The reduction in the rate is about 5c a cwt. If, therefore, the retailer's order is one of 1,000 pounds, he saves 50 cents; but if his shipment is delayed two or three days only he is quite likely to lose a sale, and one sale lost will more than offset the advantage of that 50 cents economy. One sale lost, moreover, means a loss of prestige, which means a final loss that no man can trace.

Undoubtedly, the retailer should take advantage of every opportunity to save, but saving is not in money only. If goods are wanted immediately it would be better economy for the dealer to order them for early March shipment—pay his extra 5 cents a cwt. freight, but be sure of having the goods when the demand for them arises.

THE FREIGHT CONGESTION.

The freight blockade is creating a situation in commercial circles which cannot be regarded as otherwise than extremely serious. Dealers report that consignments of goods which were shipped as early as the first of last month have not yet reached them. In some cases, they are now hard pushed for supplies, which should have reached them weeks ago. If warm weather develops soon, the situation will be a serious one. Many merchants will not be in a position to handle the demands of their customers.

Some dealers are complaining that drafts are reaching them for goods which they have not yet received—the surest kind of proof of the slowness of freight deliveries. It should be borne in mind that the wholesaler cannot in any way be blamed for the delays, and that he has no way of ascertaining when the goods he has shipped reach their destination.

A SIXTY PER CENT. ADVANCE.

A manufacturer who has made a study of the subject, declares that the building done in Canada last year was 60 per cent. in advance of that ever done before. Indications, he declares, are that another increase will be noted this year, though following a banner season it is doubtful if any such honor mark as 60 per cent. will be achieved.

Building like this means a great deal to a country—especially when operations are rendered necessary by a natural growth, as has been the case here. Such extensive operations mean a large and growing trade for the retailers. It means that the country is prosperous, and that those who are not building will be desirous of improving the exteriors and the interiors of their older houses or offices. It means that the dealer who properly presents the proper goods will have little difficulty in disposing of them.

For the manufacturer, of course, the present state of affairs could hardly be more satisfactory. If he can produce the goods—in both the grammatical and the slang sense—he will reap the profits.

The present is one of those times when it is of the utmost importance for the retailer and the manufacturer "to get together." One wants to secure any manufactured produce which will help him increase his earnings. The other can only increase his earnings by securing the co-operation of the retailer. Both can achieve their aim through the assistance of Hardware and Metal. In a time of presperity, like the present, this paper points the way to greater prosperity.

POINTED EDITORIALS.

"Swat the price-cutter," is the slogan of B. C. hardwaremen.

* * *

St. John, New Brunswick, has decided for civic government by commission. The east again is in the van of reform.

* * *

Horseless carriages, wireless telegraphy, fireless cookers, etc., were all great inventions. But this tipless hotel idea is the best yet.

* * *

How do you figure your selling price? The articles which are running in Hardware and Metal on this subject are well worth your attention.

* * *

Paint windows are becoming quite common in Montreal hardware stores. To these must be given part of the credit for the increased demand.

* * *

The straw hat is not yet in season, but people are beginning to resurrect last year's "straws" for inspection and repair. It is time, therefore, to push the sale of hat enamel.

* * *

Men who have tried declare that profit is made by accepting the pieces of a broken show window as part payment on the required new glass. This seems one of the instances where it pays to take panes.

* * *

The Spring Special Number has won encomiums everywhere. Dozens of letters have been received, voicing the opinion that the number was undoubtedly the best of its kind ever published. The appreciation of the trade thus expressed is indeed gratifying.

* * *

Harry Martin, of Vaucouver, just back from a tour of the east, asserts that there is nothing backward or effete about the eastern provinces. He is still convinced, however, that to find the best climate, the best people, the best opportunities, the best everything, in fact, one has to travel beyond the western fringe of the Rockies.

* * *

Evidently the worth of hardwaremen is coming to be appreciated. At the present time, four, yielding to the request of citizens, are facing the polls. In Montreal, C. H. Godfrey, of the Montreal Steel Works, is running as citizens' candidate for the seat on the Board of Control rendered vacant by the resignation of F. L. Wanklyn. In St. John, which has decided in favor of government by commission, W. S. Fisher, of Emerson & Fisher, is running for mayor, and Miles E. Agar and C. B. Allan, two other hardwaremen, are seeking election as commissioners. All are put forward by the Citizens' Committee.

More on Question of Fixing Selling Price

Articles in Hardware and Metal Have Stirred up Interest, and Many Letters and Opinions Have Been Received—The Method of one Dealer Who Contends That Value of an Article Depends Upon What it is Worth to Purchaser—Big Profits are Necessary on Some Articles to Offset Losses on Others.

Articles upon fixing the selling price of goods, which have appeared of late in Hardware and Metal, have stirred up interest in all parts of the country. Letters have come in from a number of districts, both approving and disapproving of the method as explained. A representative of the MacLean Publishing Company, who was in Three Rivers, Quebec, last week, found two travelers and a general storekeeper arguing this question. To the credit of the travelers be it said they stood together. To their discredit be it said they both contended that the profit should be figured upon the buying cost. But the general storekeeper held his ground. He could not explain very clearly why he had come to believe that profit should be based upon the selling price, but he stated that he had seen the advisability of this when he read about the system in his trade paper.

One Man's Conclusion.

All over the country these articles upon the selling price and how to arrive at it, have aroused a great deal of interest. One man figures that he has been selling an article, upon which he always thought he was securing a good profit, at no profit at all. The subject has aroused a great amount of serious comment. It has caused retailers and manufacturers to think carefully about this subject, and as a result, many will benefit.

But throughout this discussion of profits, there had been considerable mention of 10 per cent. It must not be thought that the aim is to fix this as a profit for all lines. For many articles 10 per cent. would be quite inadequate, since there are other lines which must be sold at a considerably smaller margin.

Consider Each Case Separately.

One dealer comes forward with an explanation which brings home clearly the need of each retailer figuring what profit he can secure upon each article.

This man, though he has a large store, does practically all the pricing himself. And this he does not do according to any rule, except the rule of common sense. He thinks not so much what a certain thing is worth to him—what it cost him --but that it is worth to the man who must eventually be the buyer. The dealer tries to put himself in the position of this man.

Doing this, he says he travels through some such train of thought as the following before fixing the price on any article: How much would a man be willing to give for that if he could not secure it anywhere else for less? How much could he secure it for elsewhere? Upon the answer to these two questions the selling price is determined.

A Case in Point.

"I do not content myself with any 10 per cent. profit on many lines," declares this merchant. "I buy a lot of knives, for instance. The majority of them I sell at 50 cents, and thereby gain a fair profit. But in looking over the knives, I find that there are some with fine handles—pearl handles. These I could sell for 50 cents and gain a fair profit; but on the other hand, I know they cannot be secured elsewhere for any such sum. I know I will have little difficulty in getting $1.50 for them. And I also know that if I sell them for 50 cents, many people will some to consider this the proper price for such a knife. Thus, subsequent sales at a higher figure would be rendered more difficult, and sales of such knives will have to be made at a higher figure, for this lot which I secured was probably a fag end which the manufacturers allowed to go at a lower price than usual, in order to clear out his stock.

"Ten per cent.," laughed this man. "I often get very much more than that. Then there are times when I have to sell below cost, on account of goods depreciating, or in order to meet competition. It is only through seizing the opportunities to gain a good profit that I am able to secure satisfactory returns from my business operations."

This dealer has attained success, and the reason will not be hard to find. He has looked at every article, not only from his own standpoint, but also from that of the purchaser.

What is Value.

Value is a peculiar thing. There are a number of economic definitions of this, but when all is said and done this dealer has got about as correct an idea of value as could be obtained. Value is what a person is willing to give for an article, in the light of what he can secure a similar article for elsewhere.

There are many goods sold in hardware stores which have a fixed price. They are standard—the same in every store, and the same in price. With them the dealer does not have to worry. He makes a fair profit on each sale, and may rest content. There are other articles, however, which are alike in many ways, yet which have different appearances, penknives, for instance. One bought at 35 cents, wholesale, may have as good looking a handle, and as good a blade as one bought at a dollar. These things frequently occur. The purchaser buying that knife at $1.25 would be getting good value for his money. The question, therefore, becomes one as to the merchant's moral right to charge $1.25 for a knife which cost him 35 cents, and which he originally intended to sell for 50 cents.

The Moral Aspect.

The dealer who brought this phase of the question to mind, claims that any retailer is perefctly justified in making such a profit, and gives as his reason the occasions when goods have to be sold for a profit much smaller than was expected. A balance must be kept. These low profits must be underwritten; and the only way in which this may be done appears to be through a careful valuation of each article marketed—the retailer securing for this not the sum he paid for it, plus a certain profit, but the amount the article is worth to the purchaser. If the article is defective he sells it for what it is worth to the purchaser. When it is good, why should he not determine his selling price in the same way?

The Method Explained.

The first article on this subject appeared in the March 16 issue of Hardware and Metal. Immediately on its appearance, a number of letters were received, commenting on certain phases of the problem or asking for further elucidation. It may be stated that this first article was sent out by the Burroughes Adding Machine Co., and was read by F. C. Lariviere at the Guelph convention, being reproduced in Hardware and Metal as read.

In the meantime, another and more complete article on the same subject was being prepared by a member of the editorial staff of Hardware and Metal. This was published in the Spring Special Number, and has doubtless been read by this time by all interested in the subject. The method of figuring was, we believe, clearly explained.

Some of the communications received brought up interesting points, however, and are reproduced.

Hardware and Metal.—Your article "How to Arrive at the Selling Price," on page 33 of your March 16 issue, strikes me as not being very clear. In other words, from the information given in this article, it is likely that the merchant would have considerable trouble in arriving at a selling price for an article costing any other figure than $1. The article in question proves that when the selling expense of 22 per cent. is based on the sales price, and the profit of 10 per cent. is also based on the selling price, that $1.47 is the correct price to ask to obtain the 10 per cent. profit, but it does not show clearly how the price of $1.47 was arrived at, and in order that the merchant could use this to advantagee, I would suggest the following:

Let the selling price be taken as 100 per cent.

By substracting the expense from the sales price, there remains an amount equal to the cost, plus the net profit. Therefore, by subtracting 22 per cent. from the sales price of 100 per cent. there remains 78 per cent., which is the sum of the net cost plus the net profit. If figuring a profit of 10 per cent. on the sales price, and the 78 per cent. includes both cost and profit, then by deducting the 10 per cent. from 78 per cent. we have the cost only, which is 68 per cent. of the total 100 per cent. or selling price. If, as in the case referred to. the cost is $1, then $1 must be 68 per cent. of the sales price, and 1 per cent. of the sales price is 1-68 of $1, which is 1-47 100 cents (approximately) and 100 per cent., or the sales price, will be 100 times 1-47 100 cents. which is $1.47.

What is 10 Per Cent. Profit?

In further reference to above, it has always been a mystery to me why business houses should base their percentage of profit as taken from their sales. In the case above, the net profit, after expenses have been deducted, is practically 15 cents, yet. according to the rule in vogue, this profit is not figured as a percentage against the $1, but as a certain percentage of $1.47. It strikes me that if I invest a dollar, and make a profit which returns me from this investment $1.15, my profit is 15 per cent., and I base that theory on the banking practice. If a bank pays you 5 per cent. interest per annum on $1, it pays 5 cents interest; therefore, the 5 cents represents 5 per cent. of $1, not a certain per cent. of $1.05, and, if you make, draw or are paid 10 per cent. profit on an investment of $1, you are paid 10 cents profit, or a total of $1.10, and not $1.15 or $1.20 or anything other than $1.10.

Basing the percentage of profit on the sales price, as in the case above, if one's expenses (which very properly should be figured against the sales price) are 30 per cent., then in order to make 10 per cent. profit based on sales price, an article costing $1 would have to sell for $1.66 2-3, because the 30 per cent. expense would amount to 50 cents, leaving $1.16 2-3, or a net profit of 16 2-3 cents, which is 10 per cent. of the sales price.

So there we have it. In the case of A. with 22 per cent. expenses, he makes 15 cents net on his dollar, and B, with 30 per cent. expense, makes 16 2-3 cents on his dollar, and C puts his money into stocks and has no expense, and he makes 10 cents net on his $1, yet all invested the same amount and, according to the rule, make the same percentage of profit.

Really, it is a joke.

Yours truly,
D. L. GOODLOE.

More Information Wanted.

Otterville. March 22, 1912.

In your Hardware and Metal of March 16, 1912, I noticed a very interesting and also puzzling problem, to which the answer was given.

Would the writer of this question please inform us on the pages of the Hardware and Metal, whether the profit is considered on the cost price or selling price of an article? Your journal stated that the wholesale cost price is $1, that cost of running expenses is 22 per cent. or 22 cents. This article actually costs $1.22. Then 10 per cent. profit should be considered on $1.22, which is cost price. If this is the case, then the selling price must be $1.22+ 10-100 of $1.22, or $1.34 1-5.

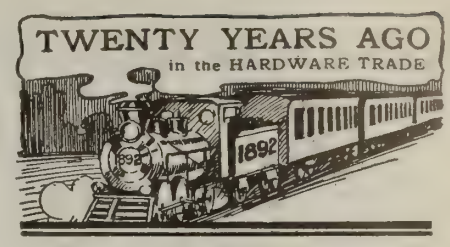
However, if you consider that the gain is on the selling price, then the rules of arithmetic must have been changed lately. Also, if you wish anyone to work out a problem in arithmetic, please don't state the problem ambiguously, as you failed to state whether the 22 per cent. for running expenses was to be allowed on the cost price or selling price.

Hoping you will give a fuller explanation of this problem, I remain,

Yours truly,
"A READER."

This correspondent is referred to the second article, which appeared in the Special Number, and to the communication above which explains the method to be followed in finding the selling price when cost of doing business and profit are reckoned on the selling price.

Other communications have been received, which will be dealt with in subsequent issues.



The following items are taken from the issue of April 2, 1892:

"At a meeting of the Toronto Board of Trade the following motion was adopted:

"That in the opinion of this board it is desirable that there should be an insolvency act with a discharge clause properly guarded, applicable to the whole Dominion for the equitable distribution of the assets of bankrupt estates.

"Among those present at the meeting were: E. Gurney, W. W. Copp, P. Howland, R. Jenkins, F. B. Polson, and other men connected with the hardware trade."

* * *

"The McClary Manufacturing Co. are making preparations for the manufacture of galvanized iron ware. The premises for this department are completed and the plant will soon be in."

* * *

"Prices for copper are lower and the market is in extremely peculiar and uncertain shape. Anxiety has had considerable weight to crowd prices for Lake Superior ingot down to 11⅞ to 12 cents."

Editor's Note.—Copper is selling today around 16 cents. This advance has occurred largely in the last six months, however. At the same time that the advance began, the uncertainty which has existed right along was replaced by a feeling of pretty general confidence.

* * *

"D. Brown, hardware merchant, Portage la Prairie, has sold his stock—Chas. Hamilton, Blyth, has sold out to Henry A. Scarlett."

ERROR IN ADVERTISEMENT.

In the advertisement of the Burrow, Stewart & Milne Co., on page 26 of the Spring Special Number, a compositor's error crept in, which very materially altered the meaning. In the sentence, which should have read "tighten your grasp upon the stove business—handle the Jewel line," the word "lighten" was used by mistake.

Complete Course of Sheet Metal Work

By L. W. KOSER---No. 8

On plate 15, Problem 12, is a T-joint between two pipes of the same diameter.

There are two patterns that we wish to develop in this case.

First, the pattern for the piece A. to mitre into the piece B.; and second, the size of the opening to cut out of B. to accommodate A.

This piece is shown by H., Fig. 5.

The easiest way to get the opening H. is to develop the pattern for the piece A., then place it against B. and mark a line around it. Then cut out to this line, or allow about an inch inside for cutting and flanging into A.

Where strength is needed these flanges can be riveted.

While this method is the easiest to understand at the start, it is by no means as quick, nor does it give as neat an effect as developing in the flat.

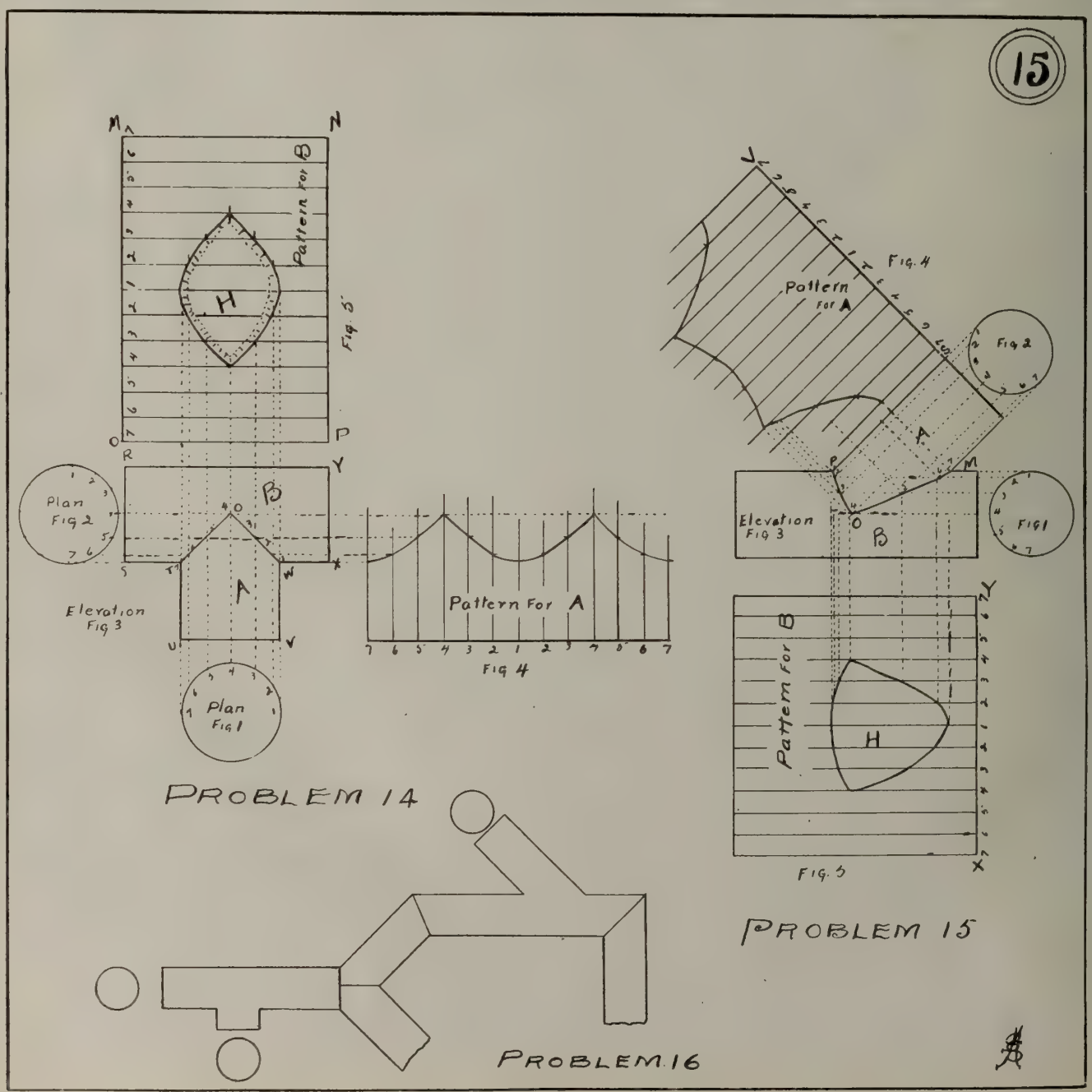
Before developing the pattern for the piece A., we must develop the mitre line for A. mitreing into B., as shown by the lines O. T. and O. W.

Draw the plan, Fig. 1, then the plan, Fig. 2, in such a position that when vertical lines are projected up from Fig. 1 and horizontal lines from Fig. 2 the lines so projecting will form a T-joint, as shown by the outline, R. S. T. U. V. W. X. Y., Fig. 3.

Now step off Fig. 1 into equal spaces, having No. 1 on the right, and No. 7 on the left. This gives No. 4 exactly in the centre.

Now step off Fig. 2 into the same number of spaces, having No. 1 on the top and No. 7 on the bottom.

Now project a light or dotted line up from No. 4, Fig. 1, any distance so it will pass a line carried horizontally from No. 4, Fig. 2. Carry lines up from Nos. 5, 6 and 7, Fig. 1, and carry horizontal lines from Nos. 5, 6 and 7, Fig. 2, until they intersect. Also carry lines from 3,



2 and 1, Fig. 1, until they intersect lines from 5, 6 and 7, Fig. 2.

A line traced through the points of intersection gives the mitre lines O. T. and O. W.

Now lay out the stretchout, Fig. 4, at right angles to V. W., and draw the usual measurement lines through same.

Now lay the T-square parallel to the stretchout line, bring it against No. 4 on the mitre line and cut No. 4 measurement line; then against No. 3 and cut measurement lines Nos. 3 and 5, then against No. 3 and cut lines No. 2 and No. 6, then against No. 1 and cut No. 1 and No. 7. A line traced through these points gives the pattern.

To get the opening H., first lay out the stretchout of Fig. 2 directly above the elevation, as shown by the outline M. N. O. P., Fig. 5, starting with No. 1 in the centre and spacing both ways, draw the measurement line No. 3, also from No. 6 and No. 7 and cut lines No. 2 and No. 1 respectively.

A line traced through these points gives the opening H.

Problem No. 15 is an oblique connection between two pipes of the same diameter.

Draw Fig. 1 and Fig. 2 and from these develop the outline of the elevation, Fig. 3.

We first want to get the mitre line O. P. and O. M.

Divide Fig. 11 into equal spaces and project horizontal lines from each.

Divide Fig. 2 into the same number of spaces and carry lines parallel to the line P. S., from the points, Nos. 1, 2, 3 and 4, until they meet lines carried from Nos. 1, 2, 3 and 4, Fig. 1. Then carry lines from 5, 6 and 7, Fig. 2, until they meet lines from No. '' and L, Fig. 1.

A line traced through these points gives the mitre line.

Lay out the stretchout, S. V., at right angles to the line P. S., and draw the measurement lines parallel to P. S.

Then place the T-sqr. so it will run parallel to the stretchout line. Bring it against point 4 on the mitre line and cut No. 4 measurement line.

Then bring it against each of the other points on the mitre line and cut the measurement line having the corresponding number and the pattern is developed.

To get the opening H. for the pipe B., lay out the stretchout of Fig. 1 directly below Fig. 3 and draw the usual measurement lines.

Place the T-square parallel to the stretchout line, Y. X. Bring it against the points, 1, 2, 3, and 4 on the mitre line and cut the measurement lines, 1, 2, 3 and 4, then bring it against 5, 6, and 7 on the mitre line and cut the measurement lines, 3, 2 and 1, respectively.

Problem 16 gives a general exercise on the pipe work done so far.

Develop the different mitre lines, patterns, and openings for this problem.

By "Mack."

One of the features which attracted my attention in the Special Spring Annual of Hardware and Metal was the reproductions from photographs of the hardware stores recently established in our western provinces.

In a more than ordinary degree was my interest aroused when the descriptive reading matter surrounding the cut of a completely equipped hardware store told us of the enterprise shown by the proprietors.

They were both recruits from Old Ontario, and when I say that the senior member of the firm to which I refer was a graduate from our store a number of years ago, my interest is explained.

And reflecting upon the general fact that nearly all these new ventures into business out west, as we say here at home are conducted by young or comparatively young men, usually I believe below forty years of age.

Now, I have never heard Dr. Wm. Osler's celebrated theory applied to our business of hardware, but I shall assume, nevertheless, that it is applicable, for I have the evidence of an elderly gentleman, who engaged in an attempt to master the details of general hardware, and confessed himself beaten by the weight of his years.

There may be instances of success coming to a few who entered perhaps, it may be said at the eleventh hour, but they are the exceptions, it would seem.

Making decisions becomes repugnant when we arrive at Prof. Osler's proscribed limits, and we would rather bear those ills that are known, according to my view, than make changes of any kind. Now, it is impossible to take the initiative in any activity when the mind is held in such conservative mold, therefore, I take it that many new promotions never develop beyond the embryonic stage. For it is apparently just as easy to think of doing things as it ever was in early life, but energy to execute our plans is deficient. I know there are those who affirm their excellence of general ability is higher than prior to forty, but if we examine the circumstances we are led to the conclusion that they happen to be successful.

A further knowledge of early conditions also shows that the foundation was laid and the superstructure of the business reared years before the time of life indicated.

Hardware Letter Box

Alca Vacuum Cleaners.

Henry Gilles, St. Jacobs, Ont.—''Who are the manufacturers of the Alca Vacuum Cleaner?''

Can any reader supply this information?

Slush Scrapers.

John Lett, Success, Sask.—''What firms manufacture slush scrapers?''

Canada Axe and Harvest Tool Co., St. Paul, Que.; James and Reid, Perth, Ont.

Togo Cook Stoves.

Cochrane Hdw., Ltd.—''Where is the Togo Cook Stove manufactured?''

Moffatt Stove Co., Weston, Ont.

Oiled Building Paper.

Metal Shingle and Siding Co., Preston, Ont.—''Kindly give us names of firms manufacturing oiled building paper.''

Alex. McArthur & Co., Montreal, Que.; Paterson Mfg. Co., Toronto; Northumberland Paper & Power Co., Campbellford, Ont.

Green Bone Cutter.

Edward Drier, Preston, Ont.—''Can you give me name of manufacturer of a green bone cutter?''

London Foundry Co., London, Ont.

Show Case Fixtures.

D. Mistele, Rodney, Ont.—''Where can I procure show case fixtures?''

Aikenhead Hardware Co., Toronto.

Roofing Slate.

Binette Brothers, Lachine.—''Could you supply us with the names of Roofing Slate manufacturers?''

Genuine Bangor Slate Co., Wall Bldg., Easton, Pa.; Matthews Consolidated Slate Co., Boston, Mass.; E. J. Johnson and Co., New York.

Progressive Hardware Retailing

Western Firms Are Running a Big Paint Campaign—An Early Effort to Sell Straw Hat Enamel—Disposing of Sporting Goods.

A GOOD DISPLAY.

Montreal, April 1.—At the Motor Boat Exhibition, held in the Arena last week, the James Walker Hardware Company had an exhibit of sporting goods which should bring sales. At the back of the booth canoes were shown—some racers, and some of the becushioned kind so popular on Saturday afternoons. Near the front of the exhibit fishing tackle was shown—rods, flies, hooks—all the equipment needed by anglers. A feature of the display was, of course, the motor boat accessories, in which this firm does a large business.

SPORTING GOODS AT HALF PRICE.

Montreal, April 2.—"Sporting goods at half price." This is the sigh which stands out prominently in one of Philbin & Co.'s windows. The baseball gloves, balls, and bats that are being offered at this attractive reduction are also shown in the window, and the quality of these is such as to draw a big custom. Mr. Philbin is taking this way of clearing out some old stock.

The other window of this store is being utilized to bring home to passers-by the need of painting. The display is an exceedingly good one, and it, like the sporting window, is already bringing results.

FEATURING HAT ENAMEL.

Fredericton, N.B.—Although it may seem early to place the article upon the market, there is an old adage that "the early bird catches the worm," and R. Chestnut & Sons, styling themselves the "Hardware People," are already to the fore with "21 fashionable shades of straw hat enamel." They are taking advantage of the fact that "Easter is near at hand and early buyers of this article can easily fix up their last year's straw hat so it will look like new and have it match his or her spring suit too." It is argued that even if no exceptionally great quantity of this article is sold before Easter there is every reason to believe with the matter being brought to the attention of their customers, that the firm has a wide range of colorings in this line, a steady demand would be experienced before long.

An enterprising hardware house is that of W. F. Diblee & Son, of Woodstock, N.B., who are now engaged in the promotion and launching of a "Fifteen Days' Sale of Household Hardware." They are featuring a wide range of household lines, particularly washing machines, wringers, tin and granite ware, heating stoves, silver-plated ware, lamps and other articles, such as are used for every-day purposes about the home. To induce custom to their store, Diblee & Son are offering a 20 per cent. discount from former prices and advising their customers "If they are wanting bargains in any of the lines featured, now is the time to buy."

3-column advertisement used by Chestnut & Sons to feature hat enamel.

HARDWAREMEN SELECTED.

St. John, N.B., April 3.—On the slate of the Citizens' Committee for the new commission government, by which the affairs of St. John are shortly to be conducted, appear the names of three hardwaremen. For mayor, and for two of the four seats as controllers, men connected with this business have been selected. A wholesale stationer, and a progressive trades and labor man are the suggestions of the Citizens' Committee for the other two posts.

Some time ago the need of a better style of government was felt in St. John, and then the Citizens' Committee started an agitation for government by commission. Finally, this met the enthusiastic approval of the citizens as a whole, and at present all that remains is to select the men who will form the new administration.

W. Shives Fisher, of the firm of Emerson & Fisher, is the selection of the citizens' committee for the Mayor's chair. Mr. Fisher is now in the West, establishing a chain of branches; but he has stated his willingness to stand, and will return to St. John in time to participate in the campaign.

Besides his interest in the wholesale and retail hardware business, Mr. Fisher is a director of the Enterprise Foundry of Sackville.

Miles E. Agar, and C. B. Allan are the two hardwaremen running for seats as Commissioners at the behest of the Citizens' Committee.

Mr. Agar is a native of St. John, having entered the hardware business with the firm of Lewis & Allingham before the great fire. Later, he was with Hayward & Co., and still later, traveled for a Montreal Hardware firm in the lower provinces. But for some years now Mr. Agar has been in business in St. John, having succeeded to the business carried on by Alexander Yates & Son. He is president of the Hardware Manufacturers and Dealers' Association, a former president of the Canadian Club, and a member of the School Board.

C. B. Allan is about to complete his twenty-fifth year as a successful dealer in stoves and sheet metal. Nor does this comprise all his experience. For ten years he was in the iron foundry business, having worked as superintendent in Allan Brothers' shops.

H. B. Schofield, of the Schofield Paper Company, and W. W. Allingham, a former president of the Trades and Labor Council, are the other candidates for the post of Commissioner, endorsed by the Citizens' Committee.

As a number of nominations are expected, both for Mayor and Commissioners, it has been decided to hold a primary election on April 9. At this, the mayorality candidates will be reduced to two and the commissioners to eight. Then, on April 23rd, the final election will take place.

Current News of Hardware Trade

Making Alterations.

Toronto.—J. W. Peacock, Queen St., West, has been making an addition and alterations to his store.

Bonds on Market.

Brandram-Henderson are putting six per cent. bonds upon the market. As the outpt and the earning of this old company have been growing rapidly, the subscription is sure to be brisk.

By-law Carried.

Port Colborne, Ont.—The by-law submitted to the voters to grant a fixed assessment of $50,000 on the Canadian Union Furnace Company was carried almost unanimously.

Improving His Store.

St. Thomas.—A. E. Campbell, the Ross Street hardware merchant, has just completed the remodelling of the interior of his store, and now has one of the most up-to-date in that line in the city. The partition which divided the store in the past has been removed, and makes a marked improvement.

Oil Furnace Installed.

St. John, N.B., April 3.—A valuable addition to their foundry has been made by the firm of T. McAvity & Sons in that they have installed an oil furnace, the first of its kind in Canada. Formerly, much work had to be sent to the States to be finished because of the coal furnace in use, but now flue welding, flanging, etc., which require a high and even temperature, can be done in this city by McAvity's foundry.

Rogers Annual Meeting.

Charlottetown.—The annual meeting of the Rogers Hardware Company took place here. Since the change took place on November 1, the business has very largely increased, so much so that more floor space was acquired to meet the ever increasing demands. The following officers were re-elected:

George J. Rogers, president.

Aeneas A. McDonald. vice-president.

The Moulden Trophy.

Winnipeg, Man.—The Moulden Curling Trophy donated some years ago by H. F. Moulden to the Winnipeg Wholesale Hardware Curling League, has been won this season by Marshall Wells Co. The inter-series has been a very interesting one and the winners were given a hard run for the honors by Wood, Vallance, Ltd., Rink. The latter won second place and thereby won the gold lockets presented to the same league by D. Philip, Winnipeg. The James Robertson Co. were winners of this trophy twice, and the Marshall Wells Co. have now won the trophy for the second time and it will become the permanent property of the rink winning three times in succession. The competing rinks this year are as follows:—Marshall Wells Co., Wood, Vallance, Ltd., J. H. Ashdown Hardware Co., James Robertson Co., Miller-Morse Co., and the Merrick-Anderson Co.

Business Changes.

Edmonton. — The firm of Werner & Jenkinson, harware dealers, have dissolved partnershp, J. A. Werner is continuing the business.

Steinback, Man.—Barkman & Gossen, hardware dealers, have been succeeded by the Barkman-Penner Co.

Stornaway, Sask.—The hardware firm of Wilson & Hendry have been succeeded by G. A. J. Hendry.

Clearwater, Man.—J. Morrison, hardware dealer, is adding a line of implements.

Halbrite, Sask.—O. H. Helleckson, dealer in hardware, has sold out.

Prince Albert, Sask.—A hardware business has been started here by Fred Read.

Cupar, Sask.—Roberts Bros. have bought the hardware stock of Baker & Taylor.

Elbow, Sask.—J. J. Fallis, hardware and implement dealer, has been succeeded by the J. J. Fallis Hardware and Implement Co.

Kamloops, B.C.—Wilcox & Hall have taken over the business of W. Hargreaves.

Staff Changes.

Vidette, Sask.—Richard Fryer has left Storey's hardware store, and gone to Rouleau, where he has accepted a position.

Prescott, Ont.—H. Turner, of the McClary Manufacturing Co., has been transferred to the northwest territory. His old territory, from Belleville to Cornwall, will be covered by Mr. McKenzie, of St. John, N. B., who was taken over the ground by Mr. Turner last week. Mr. Turner has a son and heir just two weeks old.

Brandon, Man.—After serving as manager of the hardware store of Johnson & Co. for 18 years, J. E. McComb is severing his connection with that firm. He will go to Vancouver and, after a six-month rest, will probably engage in business. He will be succeeded by B. Saunders. of Brockville, Ont.

Deaths and Accidents.

Charlottetown, March 26.—This afternoon Ernest Teed, aged 32, and unmarried, head shipper for the Rogers Hardware Company. fell from the third storey of the warehouse to the first floor through the elevator shaft. He was taken to the hospital with a fractured skull, and internal injuries, dying two hours later. He had been in poor health, and it is thought that he took a weak spell and fell.

St. Catharines, Ont.—Samuel Little, an employe at the McKinnon Dash & Hardware factory, died this morning, atfer a week's illness, from pneumonia, at 38 Ottawa Street, in his 24th year.

Montreal.—Mr. Hemminway, of Smith Hemminway, New York, spent several days in the city this week, calling upon a number of hardware dealers.

Mr. Wiggs, of the Mechanics' Supply Company, Quebec, dropped in at the Montreal office of Hardware and Metal last Friday.

JAPAN DEVELOPING.

During 1910 Japan exported 24,747 tons of zinc, valued at $383,485, and imported 11,581 tons. It is believed that a new industry will be built up in Japan as a result of this new process.

BRITISH MANUFACTURER IN CANADA.

Montreal.—R. W. Evered, of Evered & Co., brass founders, of Birmingham, is in Canada now, having come over on the Empress of Britain. It is his intention to spend three or four months in Canada, visiting all the principal cities and town between Halifax and Vancouver. The idea is more to see what the Canadian people want, than to take orders.

Mr. Evered, though a young man, has seen much of the world. He has traveled through India, South Africa, and has just returned from China. In these countries his mission was much the same as it is here—to get a clear conception of the people's needs so that his firm may meet this need.

Though only in Canada a few days, Mr. Evered states that he has been greatly pleased by the Imperialistic spirit which he has seen evidenced on every hand. Canadians, he now knows, are only too glad to deal with English concerns if these can offer the kind of goods which they need.

Weekly Market Report --- Metals

ADVANCE IN COPPER.

The feature of the metal market has been a rather steep advance in copper.

Other metals, particuarly spelter, are very scarce. There is no spelter in sight this side of May.

The freight congestion is causing considerable trouble, as shipments in all metals are late.

MONTREAL.

Montreal, April 4.—Owing to the English coal strike and the exceedingly poor carrying facilities offered at present by the Canadian railways, the metal men are experiencing much trouble. The advance in price they take as a matter of course, but the freight delay is a constant worry. One house reports that a car of spelter which reached Chicago on March 8 has not been moved from there since. At another office it is stated that a car loaded with plates, which was shipped from Pittsburg on March 6, has not been heard of since.

"How can we help being short of supplies?" said one metal man. "We naturally did not think that it was going to take six weeks to get spelter from the States here. We ordered in good time, yet the delays have been so great that stocks have got alarmingly low. Manufacturers are hard put to it to get enough of the metal to enable them continuing their operations.

Mills Starting Again.

Now there seems good reason to believe that conditions resulting from the English strike will not become more serious. One Montreal agency has heard from its head office that the galvanized plate mills are to be started again on the eighth of this month. A coal supply has been arranged for. Usually the mills are closed for a week at Easter, but owing to the protracted inactivity there will no no such vacation this year. Thus a week's output will be gained.

The probability of a late opening of navigation is another disquieting feature at the present time. The report is current here that the Royal Line has already decided that the sailing of April 17th, which usually docks at Montreal, will this year unload at Halifax. This, of course, is but a straw which shows how the wind blows. It appears, indeed, that river navigation will be about two weeks later than usual.

Copper Advances and Will Advance.

Copper is the only metal to advance greatly, though tin on the primary market has climbed remarkably in consideration of the strike. Antimony is scarce, and may rise, but the change will hardly come immediately.

Tin—All week there has been a steady advance on this market. A few declines were noted at various periods, but the general trend of the market was upwards. Locally, prices have not been advanced, but as still higher figures are looked for in England, and as the supply here has been affected, there is a strong likelihood that a rise will come.

Copper—An advance of 50 cents a cwt. is noted here, and the handlers state that the ingot metal should really move at a higher figure. Probably the small advance was determined upon because the handlers did not like to raise the prices too rapidly. It would seem that another one-quarter cent a pound may be expected at least.

Copper in the Future.

The ultimate future of this market is a little uncertain. Undoubtedly there has been a great demand for coppr of late. That this demand will fall off there is no reason to believe. On the other hand, production is likey to be increased, and when this has been in force a little time there may be a natural reaction.

Antimony—This metal is scarce. Those manufacturers who need it are experiencing some difficulty in getting their supply. As there is no immediate prospect of larger stocks, an advance does not seem unlikely.

Spelter—This metal is scarce, principaly because of the shipping troubles. A good deal of the metal is rolling now, and has been for some time. When this arrives, as some of it must shortly now, the present stringency will be relieved.

Iron Stocks Low, Too.

Lead.—Still the demand for this metal is in excess of the supply. There have been no further advances, but as this metal, too, is being affected by the freight troubles—of which all the handlers are complaining—there seems some probability that another increase may come.

Iron—Stocks low The metal is on the way, but it will likely be bought as soon as it arrives

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TORONTO.

Toronto, April 4.—The metal markets continue active. The demand, in fact, is big all around, and it is believed that the buying movement will be the largest this year that it has ever been. This is strikingly evidenced in the case of copper, where the demand has reached remarkable proportions. The feature of the week has been the steady upward movement in this metal, the local price having been advanced to 16 1-2 cents.

The strike in the old country is being closely watched, but so far the market has not suffered to any extent as a result of the disturbing events in the English mining districts. The first direct effects—if there are to be any—will be felt when navigation opens.

Tin is Steady.

Tin—There have been no developments in tin. Fractional fluctuations on the London market have not disturbed the local price. Quotations here vary from 46 to 47 cents. There is a large demand.

No Change in Lead.

Lead—There is still an active tone to the lead market, demand being heavy. While the market seems to incline to higher prices, local quotations have not changed this week. There is every probability that the price will continue high and it certainly would not surprise metal men if further advances were made shortly.

Copper Advances.

Copper.—A further advance of ½ cent has been made in the price of copper, the local quotation thus being 16½ cents. The situation is such that further advances would not create any surprise. The demand is extremely heavy, not only here but in all parts of the country. It seems quite evident that the consumption of copper will show great advances in the future.

Stocks are said to be light and this has been partly instrumental in forcing up the price.

Shortage in Spelter.

Spelter.—There has been improvement in the spelter situation. There is no spelter in sight, in fact, this side of May. Absolutely no spot spelter is offering and it is almost impossible, therefore, to fill orders. Prices in consequence, are practically normal.

Another Shortage.

Plates and Sheets.—There is a real danger of an acute shortage developing in these lines. Stocks are very light here, and with the strike still holding in the Old Country, the chances for obtaining new supplies do not appear particularly bright.

Pig Iron Firm.

A firm tone is noted in pig iron. The advances of from 25 to 50 cents per ton made last week have been closely maintained. There is a large demand.

Weekly Market Report --- Hardware

HARDWARE PRICE CHANGES.

Some prices changes have been made during the week but they are not of sufficient size to disturb trade in the lines affected.

There is a steady tone to the hardware market which no amount of bad weather can check. Large shipments are now being made.

MONTREAL.

Montreal, April 4.—In the city, the snow which fell as an April Fool joke on Monday has put a little damper on the hardware trade. This, however, will be short lived; and the activity here, as in the surrounding district, will shortly resume its spring briskness. The orders, it must be understood, have not ceased to pour into the jobbing houses, but a little lull was noticed early in the week, and there is no hesitancy in giving the April snow fall as the cause of this.

Now the strike in England seems likely to have a harmful influence upon this market. Sheet metal stocks are exceedingly low. Fresh supplies were expected, but shipments having been interfered with, these have not arrived as yet.

Building Hardware Wanted.

No further advance has yet been made in the sheet metals, but one or two advances of minor interest have been noted in other lines. Generally it is for spring goods that the great demand is being felt, though the call for builders' hardware and plumbing supplies is perhaps as large.

Spring Goods.—In addition to spades, rakes, hoes, lawn mowers, and other goods needed in the gardens which will shortly be put under cutivation now, there is a big demand for washing machines, vacuum cleaners, wringers, and such articles needed especially during the house-cleaning season. A big demand is being felt for woodenware too, step ladders, ironing boards and similar goods moving rapidly.

Kitchen Utensils Moving.

Tinware too is moving well, not only the sap pails being wanted, but also the goods for kitchen use. Graniteware and enamelware too are being sought, while there is a good call for the more modern aluminum ware.

Builders' Hardware.—Here there is a great rush. Greater activity even than was experienced last year is expected, and hardwaremen all over the country are preparing to meet this. All kinds of articles are selling, from nails to fancy door knobs.

It is here that the strike has worked its greatest harm. As has been said sheet metal stocks have fallen off, so that jobbers are now experiencing some difficulty in filling the orders. An advance in the present price is expected as the result of this condition.

Some Small Advances.

Heavy Hardware.—In this class some price changes are noticed. Pressed spikes, which have been selling at $2.70 a cwt., have advanced to $2.85, though the reason is not apparent on the surface. The rise in the cost of raw material is likely the explanation, however.

Manilla rope, which was advanced 25c. a cwt. by the manufacturers a week or so ago, is now being quoted at the advanced figure by the jobbers. The advance has not had any tendency to decrease orders.

Sporting Goods.—Here business is brisk. The retail demand for baseball goods has already started. Those owning canoes or motor boats are now thinking of getting these ready for the opening of river navigation. New motor accessories are being bought. Paddles are in demand. Naturally, therefore, orders for this class of goods are coming to the makers. Spring is young yet, but the sale of sporting goods is already well under way.

TORONTO.

Toronto, April 4.—Not even the snowstorm which came along so unexpectedly on the first day of the month, nor the freight difficulties, can check the busy tone which has developed on the hardware market. Business is good, exceptionally so, and the jobbers are too busy to pay much heed to the minor difficulties which have arisen.

Of course, the storm hurt trade this week to some extent. Orders fell off for a few days and shipments were delayed. Business has worked back at time of writing, however, to the busy stage it had reached previous to the atmospheric change.

The freight difficulties are still causing considerable trouble. Shipments are very slow and a few dealers seem inclined to blame the delay on the wholesaler rather than the railroads; which in manifestly unfair. The congestion is also delaying the arrival of new supplies.

Seasonable Goods.—The call for spring goods is now heavy. Retailers realize that the spring demand, which is reported to have started in some sections, will begin briskly at once now, and they are losing no time about stocking up in preparation.

Household Goods.—There is a particularly brisk call for goods which come under this head. The spring house-cleaning always creates a need for new household articles and purchases are heavy around that time. Moving time is also near at hand and this entails a big demand for goods of a varied description.

Builders' Hardware.—If there is any line which promises to outstrip all previous records this year in point of sales, it is builders' hardware. There can be no doubt that building operations will be largely in excess of last year. All sections of the country are showing evidences of this and already the demand for hardware has commenced to manifest itself.

Heavy Hardware.—The demand is good. Price quotations are:—Discounts on carriage bolts, 3-8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7 1-8.

Sporting Goods.—A lively demand has developed for sporting goods. Baseball supplies are selling well and lacrosse sticks are also being shipped. Trap shooters' supplies bulk pretty largely in the demand at the present moment. Guns, canoes, paddles, tennis goods, golf sticks, all lines are moving in more or less large bulk.

STILL TALKING MERGER.

Montreal, April 2.—Again the talk of a hardware merger has started. The Americans, who are said to be behind the movement, are in the city, evidenly discussing their plans with the heads of the local jobbing houses. It is said that some of the houses have given options upon their business until the first of May, but confirmation of this is lacking. Those closely in touch with the negotiations express themselves as doubtful of anything definite growing out of the present negotiations.

EEH—NIS—KIM COUNCIL.

Plans have been perfected for a big council meeting of the Eeh—Nis—Kim. It will be held in an Indian camp on the banks of the Niagara River during the months of July and August. Complete camping facilities and various forms of entertainment will be offered to visiting members.

Stoves, Furnaces and Accessories

Meeting Mail Order House Competition

The Local Dealer Must Step as Lively a Pace as the Catalogue House—He Must Not "Let Up" at any Season—Stoves Must be Featured Strongly.

Where retail efficiency is found, mail order buying does not flourish. In places where the stove dealers are up to the mark, people do not send to the cities for stoves.

One of the essential features of efficiency in stove salesmanship is giving due publicity. The mail order house sells stoves by advertising; and as the local dealer has a greater chance to advertise effectively, he can, if he uses this power, discount the catalogue house influence entirely.

Advertising is only a part of publicity. Many other things come under the same head; proper display in the store, window displays, good service, are all phases of publicity. The dealer who sees that he is keeping his stoves to the front in these several ways has no reason to fear that there will ever be an epidemic of mail-orderitis in that neighborhood.

The local dealer offers the customer a better bargain than the mail order house. He may ask a larger price, but it is seldom that the local price is higher than that of the catalogue house when express and cartage charges are added. It should be borne in mind also that the sale of a stove ends with the catalogue house when the article is shipped. If the stove does not give satisfaction or requires immediate repairs, that is the business of the purchaser; the house is through with the transaction. The owner experiences difficulty and delay in getting repairs, and, if the stove does not come up to expectations what can he do about it?

On the other hand, if the stove had been purchased from the local merchant, no difficulty would have been experienced in getting repairs and, if satisfaction were not given, there is the dealer to appeal to.

Undoubtedly, the local dealer offers the customer more for his money.

The writer's idea of an efficient stove man is one who could impress that fact on the public; who could demonstrate it and prove it. To do this, he would have to carry a good assortment in stock, so that any order could be filled without delay. It is one of the dealer's strongest arguments that he can supply goods at once whereas the catalogue purchase may not arrive for a couple of weeks.

In the second place, he would have to keep his stock in good shape. The attractive cuts in the catalogues catch the eye. The dealer must have his stoves looking fully as desirable as the resplendent articles depicted in the mail order publications. A dusty stove in a dingy shop suffers by comparison with the sketches which the catalogue artists make. When the dealer has room in his store to demonstrate his goods, he has a great advantage for, after all, the real thing when properly presented, can be much more attractive than any picture.

The next consideration is that the public must be kept posted on the fact that the hardware store has the proper goods to offer. Every dealer has heard this statement time and time again: "Why, I didn't know you carried this." Many people do not realize that the local dealer has just as fine an assortment of stoves as the list shown in the catalogue. In fact, not a few people take it for granted that the dealer does NOT carry a complete line. A prophet has no honor in his own country and the same law of human nature which discounts the prophet, causes quite a few people to take it for granted that local stores will not offer the same variety that the big city houses have.

It is quite clearly "up to" the dealer to remove this unpatriotic pessimism. He can only do so by demonstrating that he has just as good a stock, for all practical purposes as can be found anywhere. To demonstrate this fact, it will be necessary for him to advertise, to display his goods effectively and to give a top-notch service.

Must Keep at It.

And now for the main point. Where the local stove dealer chiefly lacks is that he doesn't keep at it. From December 1 to September 1 of the next year, he does not give much attention to his stove stock. He is inclined to regard stoves as a one-season line. On the other hand, the mail order house is always at work. It keeps pounding away season after season, week in and week out. Its very persistence accounts for a good percentage of the sales that it makes.

To offset this, the local dealer must never neglect his stove department; not even during the dull winter months when sales are small. He must see to it that his customers do not forget the fact that his store is the best place to go when a stove is needed. If he "lets up," he voluntarily deserts the field for the time being and gives the mail order house, which never lets up, a full and uninterrupted opportunity to undermine the dealer's influence in his own community.

In other words, stoves must be made an all-year-around article. At the present time a brisk spring campaign should be inaugurated. There is a splendid market for stoves in spring and the dealer should not neglect the opportunity thus presented.

To sum it all up, if the local dealer follows the pace set by the catalogue houses, if he does things on the same basis as they do, he will soon diminish their sales almost to the vanishing point.

Catalogues and Booklets

Ideal Barn Plans.

The Metal Shingle and Siding Co., Preston, have issued a handsome catalogue on "Ideal Barn Plans," which contains a great amount of valuable information relative to the laying out and construction of barns. Plans are shown for barns of all sizes and descriptions, together with expert advice on all points relating to equipment, protection, ventilation, roofing and siding.

It is printed in large sheet size on brownish graye paper and is elaborately illustrated. The cover is embossed and contains a handsome colored illustration.

Grindstones and Specialties.

The Richards-Wilcox Manufacturing Co., of Aurora, Ill., are issuing a neat booklet illustrating a line of mounted grindstones, barn-door hangers, and other hardware specialties for the farm trade. Among the lines shown are steel frame grindstones, wood frame grindstones, ball-bearing grindstone fixtures, barn-door hangers, wagon jacks, adjustable ratchet wrenches, folding third seats, rope buckles, wire fence stretchers, tackle block and wire stretchers, and folding sleds. The booklet is printed in colors and neatly illustrated.

Weekly Market Report---Stoves

STOVE SUMMARY.

There is an active tone to the stove market. Everything seems to point, in fact, to a record year.

The range, gas range and furnare industries are quite busy at the present time.

A shortage is developing in plates and sheets as a result of the strike in the Old Country.

MONTREAL.

Montreal, April 4.—Always there is a fly in the ointment—said fly now being the difficutly which is experienced with deliveries. Retailers are having to wait for their goods, and manufacturers are being somewhat harassed by daily queries as to why goods ordered several days ago have not yet arrived.

The difficulty, it seems, is not altogether due to the car shortage, or to the somewhat inadequate cartage facilities. It is the bad condition of the roads which is causing the trouble. Carts leave a warehouse and get stuck in one of the pitch holes which make the side streets so hazardous. An extra team has to be sent to extricate that load. Thus a delay is caused — a delay which becomes greater in loading. Always at this season there is some such trouble with the transportation companies. It would seem that the dealers would do well to remember this from year to year, and not leave their orders until such time that they must be shipped at this rushed season.

Beating Last Year's Record.

Generally trade is good, the demand in all lines being heavy. The manufacturers report that the business done in March was in excess of that done in February, which month showed a much greater turnover than January. The operations, to date, moreover, are in excess of those for the first three months of last year—which is saying something when the large increase then made is remembered. It is keeping all the concerns busy to beat their record of last year, but they are working hard to accomplish this, and evidently are getting the right kind of support from the retailers.

Spring Goods.—Here there is great activity. Enamelware especially is on the move. All the stores are selling this in good quantities. Some are seizing this opportunity to make special sales of this line. Milk cans and railway cans are still being ordered, while the call for sugaring supplies has not quite died out yet. Refrigerators are another class of goods which are in demand now. The cold weather has deterred the retail call for these, but they know this will come and are preparing.

Ranges in Demand.

Ranges, Heaters and Furnaces. — Ranges are more active now than they have been for some time. Many dealers are replenishing their stock. They face a good spring demand, and are anxious to be ready to catch the first sale. Heaters are but little wanted. A few dealers have need for these at this time of the year, but their number is not great. Furnaces are needed by the contractors, however. There is no time in the year now when this line is quite inactive. True it is quieter now than in fall, but at this very time many houses are being equipped with heating apparatus.

Gas Stoves.—Here there is activity on every side—activity for the dealer and activity for the manufacturer. Those who are taking up house keeping in May are thinking of getting their stoves now. It is about time. One Montreal retailer has advertised, "Don't wait until late in April to order your stove. Ask for it now and be sure that it will be installed and connected when you need it." There is wisdom in such advice, and the people are evidently realizing this.

Kitchen Furnishings.—Woodenware is being extensively sold. Everything that is needed at the house-cleaning season indeed is on the move.

TORONTO.

Toronto, April 4.—The stove situation does not present any features of unusual interest at the present moment unless the difficully being experienced in getting shipments through is counted. The manufacturers are having a lot of trouble that way. Luckily, however, few orders of an urgent nature are being received, so that the delays are not causing as much worry as they would undoubtedly cause at any other season of year. However, in some cases, the dealers are inclined to be impatient at the slowness of deliveries.

Spring Goods.—The demand for sugaring goods has not yet reached an end although orders are now pretty small for the most part, and are of a sorting nature entirely. Dairy supplies are selling in smaller bulk but the demand is still felt.

Ranges.—There is a much bigger demand than usual at this time of year for ranges. In fact, the manufacturers report that up to date, they have established a fairly subsantial increase over the first three months of last year when trade was generally conceded to be heavier than ever before. If the range trade can be accepted as any criterion, all records will be broken in the stove trade this year.

Gas Ranges.—The demand has become very heavy. Many dealers neglected to place their orders on the travellers' first call and they are now losing no time about placing their requirements. Shipments have also started and will continue heavy all month. The unfavorable weather will keep back moving operations to some extent but it does not seem to have had any effect on the demand for gas stoves.

Furnaces.—Trade has been revived with great expedition. Already the contractors are hard at work with their new buildings, and quite a little work of furnace installation has been begun. Furnace men are busy canvassing for the new trade and some have already placed large orders. Reports from furnace dealers are very optimistic. They are anticipating the greatest year in the history of the industry. "I am going to instal more furnaces than ever this year," says one man. "My only worry is whether I will be able to get the goods and the help."

Plates and Sheets.—The strike is causing some worry in this department. Stocks have become very light and as there is a brisk demand, there is every possibility that an acute shortage will develop before long. Local supply houses are husbanding their resources and making every effort to secure new supplies.

FIRE IN PAINT WORKS.

Ottawa, Ont.—Fire in the Ottawa Paint Works, 687 Wellington Street, recently did damage to the extent of possibly $8,000, though the exact amount cannot be ascertained till the stock is gone over. The principal loss will be to the paint ingredients destroyed by water. The damage to the building proper will not exceed five or six hundred dollars, and the company will not be handicapped in its work. There will be no delay as a result of the fire. The loss is fully covered by insurance.

The origin is supposed to have been from spontaneous combustion in the clothing of the employes which was hung in the card room at the southeast corner of the upstairs flat. Mr. W. F. McPherson, of the C.P.R., was the first to give the alarm. About 8 o'clock his attention was called by smelling burning paint. When he looked, smoke was coming out around the roof, though he could see no fire.

Weekly Western Market Report

No Changes in Prices From Last Quotations—Opening of Navigation Will Bring Reductions—Collections Unsatisfactory, it is Reported—Business Prospects are Bright.

Winnipeg, April 1.—No changes of importance in prices in Western hardware may be lookeo for until the opening of navigation, when reduced freight rates on the lake-rail route as compared with the all rail route will as usual modify prices on heavy hardware.

Other conditions that may have an effect on hardware prices are the long continuance of the coal strike in the anthracite regions or sympathetic strikes in conjunction with the same. These are, however, somewhat remote contingencies.

At present business is good, prospects for a roaring trade throughout the spring and summer were never better. Immigration and capital are pouring into the West and building and construction work are in full swing.

Of course much depends upon the weather and weather conditions are at present first-class. Farm work has already commenced in Alberta and should be general in Saskatchewan and Manitoba next week.

There is, however, a dark side to the picture and that is that collections for March have been most unsatisfactory, probably due to the congestion of the wheat trade. It is estimated that there are yet 60,000,000 bushels of wheat to market in Saskatchewan. When this grain is turned into cash collections will no doubt improve.

Formaline is very scarce and as the demand for it is urgent at this time of the year a sharp advance in price is not improbable.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon. s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15: No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process—No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope — Sisal, 8¾; Pure Manilla, 10¾c; British Manilia, 9c; lath yard, 9¼c.

Staples.—Bright wire, $2.50 F.O.B. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½, brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Staples—Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

Stove Pipe—6 inch., $8.70 per 100 lengths; 7 inch., $9.30 per 100.

Terne Plate—I.C., $9.75; I.X., $11.75.

Tin Plate—I.C., charcoal, 20x28, full box, $10.25; ½ box, $5.50; IX., full box, $13.50; ½ box, $8; IXX., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wrenches Agricultural—70 with 10 p.c. discount.

Paints and Oils.

A brisk trade is now on in all lines of paints, oils and varnishes, etc. Outside painting is now being carried on on all bright days.

Paints and Oils.—White lead, decorators' pure 7.60, decorators' special 7.10. Rebate of 25 cents on ton lots.

Boiled oil per gal, $1.03. Raw oil $1, turpentine 80 cents per gal. barrel lots.

Sporting Goods.

Retailers are already disposing of considerable stuff in the way of summer sporting material and such is also much in evidence in window displays. A record should be established this year in these lines, as recent successes have kindled much enthusiasm in the city and country.

Methods of Retailing Paints and Varnishes

Time to Interest Boat Owners in Paint

They Can Get Their Caulking and Varnishing Over Early, and Have Their Crafts Fit for the Water as Soon as it is Fit for the Crafts.

More and more retailers are taking steps to reach out and secure a good part of the paint business which always comes in the spring—also to do their part in stimulating paint business, for every one who has considered the subject realizes just how this can be stimplated. Passers-by may be made to regard paint not only as a beautifier but as an insurance. They may have the preserving qualities of paint and varnish brought home to them, so that they will pause to consider this fact as they have never considered it before.

This preserving property is especially worthy of demonstration at this time of the year. Not only are new houses being erected at this season, which need paint to decorate their wooden parts and to insure these against wind and weather; but those in love with water sports are now thinking of getting their boats and canoes out from their winter quarters. These boats and canoes will need some attention before they can be placed in the water.

A Novel Display.

There is a dealer who has thought of this, and who is now showing a paint window which will catch the attention of every passer-by. It shows the material with which seams may be caulked. It shows varnish, good for interior or exterior. It makes the passer-by think of the craft in which he will shortly be spending his Saturday afternoons; and makes him think that he would be wise to buy some material and caulk, paint, and varnish that craft at once.

By taking action at once the canoeist or oarsman may have his bark ready for the very earliest occasion upon which he may safely venture on the water. He may get the craft out of its winter quarters; may examine it thoroughly; may go carefully over all the dcracks; may oil the wood, and varnish those parts which will be improved by varnishing. He may let this dry and then apply his paint, in whatever colors he has determined upon. He may even obliterate the girl's name which adorned the bow of his canoe last year, and substitute for it the new name which is now more desirable.

All this may be done during the next week or two, and then the craft may be left to soak if it still needs a little soaking to quite pull the seams together. It is surprising what leaks will come during the winter, even in a good craft. It is also surprising what a little paint and caulking will do to keep the craft quite dry.

What these materials—roughly applied by an amateur—will not accomplish, a little soaking will, and by getting the painting done early the owner of boat, launch, or canoe may allow this soaking without foregoing any perfect days on the river. He can have all his work completed by the time the perfect May Saturdays come along.

Business Building.

There are great opportunities for building up business in this line. Boat owners are only too anxious to do any thing which will make their crafts more water-tight. Probably they will think of paint and caulking later on, of their own accord, but by using an attractive display now any retailer in a district where there is considerable boating will be able to secure much of this business for himself. This may lead to other business too, for many owners of skiffs, canoes, or motor boats, are also owners of houses; and when they see what a little paint and varnish will do for their crafts, they are likely to think that this would do something to improve the appearance of their homes. Anything which gets people using paint increases the demand for paint. There is not a limited amount of painting to be done, which once completed will mean a finish to paint purchases. Every can of paint that is sold does its little part to create a demand for another can.

L. R. GREEN TAKES CHARGE OF S. W. P. ADVERTISING.

L. R. Greene, for a number of years head of the advertising department of the Sherwin-Williams Co., of America, has now moved from Cleveland to Montreal, taking charge of the advertising of the Sherwin-Williams Co., of Canada, and of the Canada Paint Co. He is also to be in charge of the new insecticide department which the S. W. P. Cana-

A good window display shown in the Bo nd Hardware Store during the Guelph Convention.

dian company is establishing with the view of rendering greater assistance to the farmers in their fight against pests.

In securing Mr. Greene, the Sherwin-Williams Company has gained an advertising manager who has made for himself a national reputation. It is fourteen years ago that Mr. Greene first joined the S.W.P. force, then working in the Toronto office. He had a great talent for sketching and writing, and one of his sketches falling into the hands of an official resulted in his removal to Cleveland. From a subordinate position in the advertising department there, Mr. Greene worked his way rapidly to the top, and for some time now has been at the head of the department which has turned out such splendid advertising matter.

Though liking the United States, Mr Greene is glad to get back to Canada, the land of his birth; and is delighted that Mr. Cottingham and Mr. Ballantyne have been able to effect his transfer from the head of the advertising department of the Sherwin-Williams Co., of America, to the head of the advertising department of the Sherwin-Williams

A THREATENED SCARCITY.

There is a general belief that the present strong price for china wood oil is the result of a condition which cannot be overcome during the current season, and which is likely to result in further advances in the cost of china wood oil, says the Paint and Varnish Record. The supplies of oil in this country at the present time are known to be small. The Chinese revolution so unsettled business conditions in the flowery kingdom as to put a practical end to the china wood oil industry for the season. The cessation of shipments from country points in China was noted immediately on the outbreak of the revolution. Traffic on the river is a precarious proposition at the present time, and has been ever since the revolution started. The failure of shipments to this country has resulted in a scarcity, which, if continued for a short time longer, without any augmentation in supplies, is likely to result in a famine.

The latest advices from the seat of the Chinese revolution would seem to indicate that hostilities are about over. The abdication of the throne of China by the Manchu dynasty and the establishment of a provisional republic have given hope that present unsettled conditions may have an end soon and that a return to normal operations may be anticipated before very long. The inability to secure reliable and accurate information concerning the progress of the revolution, however, makes it possible that the situation in China is more delicate than believed on this side, and even if it is possible to make safe shipments of oil down the river at this time, it hardly seems probable that there could be any material amount of oil to reach this country inside of two or three months.

The eastern advices are to the effect that the supplies of oil at New York and other points are very small.

Where Broken Windows Have a Value

Cracked Sheets of Plate Glass Can be Taken as Part Payment on New Panes. and if they are Carefully Removed a Good Profit Can be Secured From Reselling Them — One Man's Experience.

A good old story tells of a farmer, who, after visiting a pork packing house, reported that the makers were using everything but the squeal.

Later it has been said that even the squeal is utilized—that it is from the squeal, indeed, that the profit is secured.

There is a good deal of truth in this figurative remark. It is from the little things that much of the profit is made now-a-days. Competition is keen, and prices have to be kept low. For that very reason, therefore, there is need that nothing should be wasted; and that every available means of making a profit should be firmly grasped.

Accidents Bring Opportunity.

One of these opportunities for unexpected profit comes to those who handle glass. It is an opportunity which arrives not by accident, but through accidents.

When a plate glass window is broken there is need for hurried action. Few glass windows there are now-a-days which are not insured. It is by the insurance company, therefore, that negotiations for a new window are usually made. And here is about the way the transaction is made.

"We want a new window," states the insurance company.

"Yes," laconially replies the dealer.

"The old window is worth something," declares the insurance company.

Much Remains Intact.

Now those who have noticed broken store windows will have noted that it is seldom that the glass is splintered. A stone is thrown. A runaway horse collides with the glass, and there is a crack. But usually a good sized piece is left intact. This, of course, has a value. It can be used for smaller windows, or for the front of doors in private houses.

So, when the insurance company asks the dealer what he will allow on the old glass, the dealer must make a calculation. While the old glass has a value, it has a value which is greatly reduced by reason of the difficulty which there is to get it out in good shape. Always there is risk in putting in a window, and there is even more risk in taking one out. The dealer, indeed, has to underwrite this risk, but even after this is done he can well afford to make an allowance on the old glass.

Small Allowance Given.

One man, who has made quite a success of transactions such as this, declares that the allowance on the old windows has meant for him a double profit. "I do not allow a great deal on the old pane," he said, "and by taking great care I seldom have an accident. Even when the glass is further broken there is usually a large enough piece left intact to offset the allowance. On the other hand, if the glass is taken out practically as it remained in the window after the accident, there is a large profit —a profit of several hundred per cent. Of course, considerable work is necessary to put the old glass in marketable form, but allowing for this the net profit is great.

Two Profits on Transaction.

"Then," he continued, "there is also the profit on the new pane. The deduction for the old window is, of course, made from a price which will allow an ample profit. So you see I am in somewhat the position of the broker who gets a percentage both for buying and selling a stock. I get a fair profit from installing the new window, and I am likely to gain a much larger profit from my purchase of the old pane. Even with accident, as I have said, I seldom lose."

The experience of this man may be of value to hardwaremen in other communities who do a good business in glass.

Condulet Talk.

The Canadian General Electric Co., Toronto, have sent out No. 8 of their second series of "Condulet Talks." It illustrates a number of different types of condulets for use on exposed conduits.

Wise Dealers Handle the ML Line Because They are Honest Goods That Build Trade.

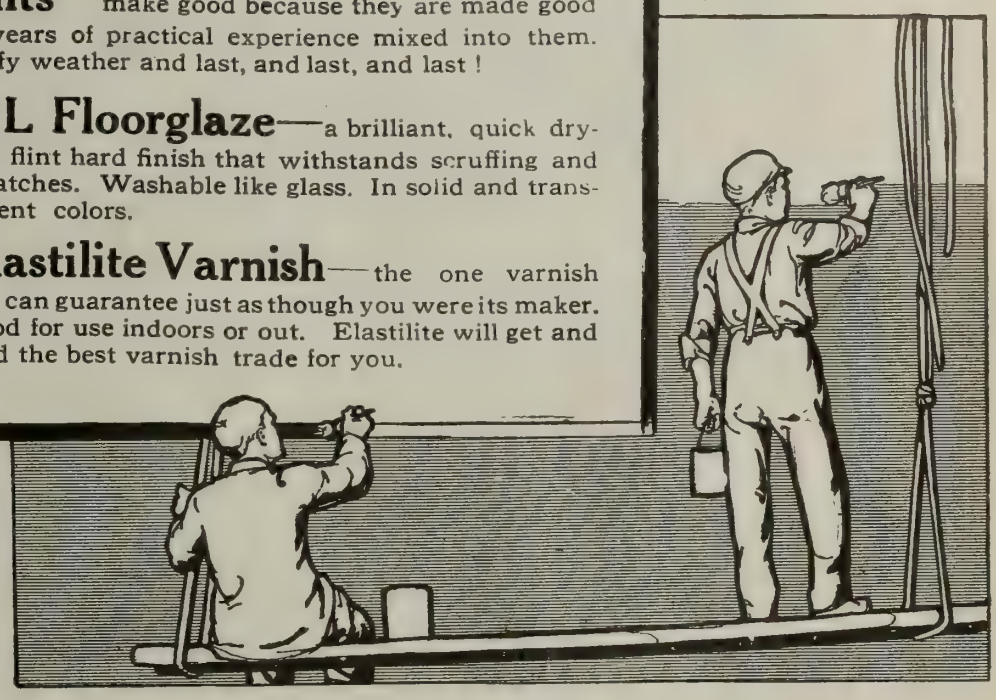
Our New ML DECORATIVE AID DEPT. Helps You to Get Trade.

ML Paints—make good because they are made good—there's 19 years of practical experience mixed into them. **ML Paints** defy weather and last, and last, and last!

ML Floorglaze—a brilliant, quick drying, flint hard finish that withstands scruffing and scratches. Washable like glass. In solid and transparent colors.

Elastilite Varnish—the one varnish you can guarantee just as though you were its maker. Good for use indoors or out. Elastilite will get and hold the best varnish trade for you.

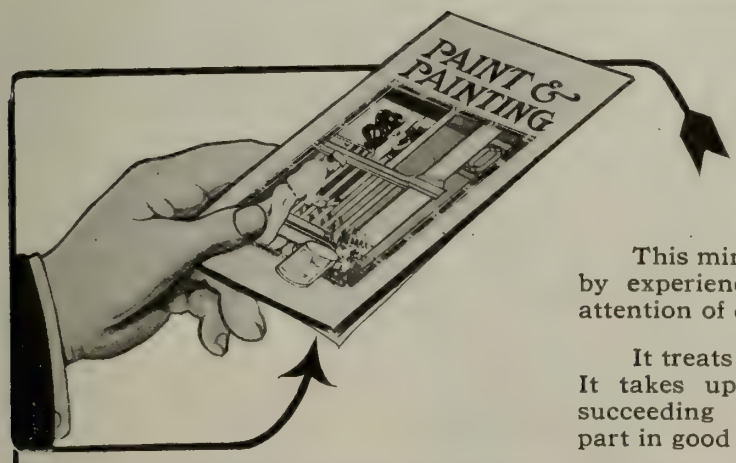
GET OUR HELP
Our Decorative Aid Dept. answers your problems in house decoration and painting with free color suggestions, estimates, stencil designs, etc. Stencils sold. You get the right goods in the right shades for best effects in any house. Send for Booklet.



SAMPLES FROM

The Imperial Varnish & Color Co., Limited,

6-24 Morse St., Toronto
108 Princess St., Winnipeg
364 Water St., Vancouver



Your Copy of "Paint and Painting" Is Ready

This miniature encyclopaedia of paint information, written by experienced and practical paint men, is worthy of the attention of dealers, clerks and painters.

It treats on paint troubles and how they can be avoided. It takes up the discussion of right and wrong primers, the succeeding or protective coats, and deals with the painter's part in good results.

In fact, this handbook gives paint information in a practical form, which anyone may understand. It is not a catalogue or a price list, but a book of suggestions to paint users from paint makers of fifty years' experience in the making, sale and use of paints.

Every Hardwareman should send for this booklet. A copy will be mailed free on request.

Lowe Brothers LIMITED

DAYTON NEW YORK BOSTON TORONTO CHICAGO KANSAS CITY

Lyon-Monkhouse, Limited, 171 James St., Winnipeg, Man.

Weekly Market Report --- Paints

MONTREAL.

Montreal, April 4.—Despite snow flurries, which seem to have forgotten that April is here and that the showers which bring May flowers are what is expected, there is an increased demand for paint. The roads are not in the best of shape, and travelers are having some difficulty in making their trips, nevertheless, the orders are coming in rapidly. This is the state of affairs announced at all the paint houses.

Prices have not changed at all this week. There is little excitement in linseed oil, turpentine or white lead. The ordering for oil is not large, and white lead, despite the recent advance, is in great demand. There is a likelihood that a still greater advance may be necessary in lead before long. The product is now being made at a small margin of profit, and if pig lead advances any further—as seems quite likely—a somewhat corresponding advance will have to be made in white lead.

Car Load of White Lead.

By the way, there comes from the States word of a whole train-load—36 cars—of white lead being shipped to New England. Such gigantic shipments are not being made here, but car-loads in this material and in mixed paints are everyday occurrences; and it does not take many of these car-loads to form a long train.

Linseed Oil—A settlement of the strike in England seems more imminent now, and there is, therefore, little disquietude as to the future of linseed. Some thought a continuance of the strike would cause prices to advance, but now a rise seems less likely. It is difficult to predict the future of linseed, however; all that can safely be said is that prices are now quoted at .91 and .94, and that there is no great rush to buy on the part of those who usually stock up heavily when they feel that the market is due to advance.

Turpentine—Here, too, there is little activity. Supplies at Savannah are good, and there is no shortage in Montreal. Prices are quoted at .70.

Large Orders for Paint.

Mixed Paints—Here the big demand is noted. Dealers who have already laid in a good supply are ordering more that their shelves may not become empty through the early retail ordering. In all parts of the country the buying is going on, though orders from the far west and the Maritime Provinces are still among the largest.

Paris Green—The demand for this material continues. Retail ordering has already started, and the indications are for a much greater call this year than in any previous season. This business of combating destructive insects is a serious affair for the farmers nowadays, and the paint manufacturers, recognizing this, are making a careful study of insecticides, which will help the agriculturist in his work.

Will Putty Be Scarce?

Putty—The stocks here are not as large as is usually the case at this season of the year. The grinders will have to be kept busy all summer or there will be too little putty on hand to supply the great demand which is sure to come at the approach of fall.

Glass—Orders are still coming in largely. The lateness of navigation opening may cause some shortage of supplies, but if the strike does not cause serious delays in shipment, the stocks are not likely to be so reduced that orders will have to remain unfilled.

TORONTO.

Toronto, April 4.—The unfavorable weather and the freight blockade are combining to hold back trade. Even with these deterring influences, however, business continues pretty brisk. Starting with the first of the month, the jobbers began to rush out goods which had been ordered for the spring trade. A large volume of new business is being received at the present time.

Difficulty is being experienced in the matter of getting shipments through, but the situation has not yet reached an acute stage.

Firmness in Oil.

Linseed Oil—The price of linseed oil remains the same, but it does not look as though there would be any reduction for some time at least. There is not as much reduction in the prices offered for June delivery as had been expected, which indicates that the crushers are anticipating that prices will remain up. The Argentine crop is now pretty well in, and reports indicate that it is not as large as had been expected. This will undoubtedly have the effect of maintaining firmness on the English market.

The local price is 94 for raw and 97 for boiled.

Turpentine Scarce.

The feature of the turpentine market is the scarceness which exists here. All the jobbing houses are short and, although some new supplies are coming in, they are large enough to do more than stave off a famine. The fact of the matter is that the buyers, anticipating lower prices with the arrival of new turpentine at the primary points, held off buying until the local market became almost cleared out.

Advices from the south are to the effect that new supplies, already overdue, are not likely to arrive for three weeks yet. The weather continues cold and unfavorable, and it is impossible to get the colored folk to work until the sun shines good and warm. As a result, the stock at Savannah is being pretty rapidly depleted but, as there is still quite an accumulation, the price has not been changed to any extent. There have been, in fact, fluctuations downward. The local price has remained at 72 cents.

White Lead Firm.

White Lead—Rumors are still heard of pending changes in the price of white lead. The determined upward trend in the price of pig lead is making it obligatory on the grinders to advance their quotations. That an advance will come seems certain, and speculation is confined to the time it will come and the amount of the advance when it does come.

Glass—There are no developments to report in glass. Rumors of advances are heard, but nothing has materialized.

Putty—The demand is strong for putty, and it is stated that higher prices will soon be declared. The firmness in linseed oil and the increased cost of whiting are factors which will tend to make the higher quotations. Present prices are:—Standard bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same. Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder, in barrels. $3.

Prepared Paints—The demand is heavy at the present time, and large shipments are being made. The jobbers and manufacturers report that they have had a particularly heavy call for varnishes and interior paints and stains of all descriptions.

BIG PAINT CAMPAIGN.

Lethbridge, Alta.—The Hayr Hardware Co. have opened the spring season with a big paint campaign, inaugurated by a full-page advertisement in the local papers. Every inch of the space is devoted to the paint question. Among the different lines mentioned are floor paint, elevator paint, flat wall colors, shingle stain and varnish stain. The advertisement is written in forceful style, and is bound to attract a great amount of attention.

"I can always bank on my customer's paint trade after he buys his first can of B-H "ENGLISH" PAINT."

Mr. T. M. Nash, agent for B-H Paint at Wellington, Ont., in a letter written January 19th, 1912.

To have customers come back again, and again, and again---to build up a permanent, profitable paint trade you must give paint value in the paint can.

You and your customers know there is 100% value in B-H "ENGLISH" PAINT. There is a guarantee formula on the can---you know it is free from adulterants, that it is ALL paint---70% pure White Lead---30% Pure White Zinc, mixed ready for use with pure Linseed Oil, pure Turpentine and Dryer.

Write for Exclusive Agency Proposition

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

—

METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c.; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c.; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 21
Rods, base ½ to 1 inch, round..	0 18
Tubing, seamless base, per lb......	0 21
Tubing, iron pipe size, 1 inch base..	0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water ga te valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot..................	16 50
Cut lengths, round bars, ½ to 2 in.	22 00
Plain sheets, 14 oz., 14x48", 14x60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	..	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron	18 00	19 00
Summerlee, No. 2 "	20 00	22 50
Carron, special........	20 00	....
Carron, soft..........	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow..............	17 75	20 50
Glengarnock............		22 50
Radnor, charcoal iron	32 00	32 50
Ayresome, No. 3..........	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles.......... base	2 50	2 50
Common bar, per 100 lb	1 90	2 05
Forged iron	2 05	2 20
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel..........	1 95	2 15
Sleigh shoe steel............	1 90	2 15
Iron finish machinery steel (domestic)............	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel..........	0 15	0 15
Toe calk steel..........	2 85	2 90
Mining cast steel..........	0 07½	0 08
High speed..............	0 65	0 65
Capital tool steel..........	0 50	....
Cammell Laird..............		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	....
Silver tool steel..........	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch..............	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets..........	2 90	2 90
All bright, 52 sheets..........	3 70	4 00

Galvanized—	Apollo	D. Crown	Ordinary
18x24x52......	4 45	4 45	4 35
60......	4 70	4 70	4 60
20x28x80......	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square............	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.......	4 05	3 80	4 05	4 05
28.......	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

"Comet" sheets—

22..............................	3 65
24..............................	3 70
26..............................	3 75
28..............................	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch ..	$ 5 50	66 p.c.	51 p.c.
½-inch	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch....	16 50	75 p.c.	65 p.c.
1¼-inch....	22 50	75 p.c.	65 p.c
1½-inch	27 00	75 p.c.	65 p.c.
2 -inch............	36 00	76½p.c.	66½p.c.
2½-inch	57 50	76½p.c.	66½p.c.
3 -inch............	75 50	76½p.c.	66½p.c.
3½-inch............	95 00	75 p.c.	65 p.c.
4 -inch	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS

Canadian malleable, 40; cast iron 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35: 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass..............	0 06	0 06½
Tea lead..............	0 02½	0 02½
Heavy lead..............	0 02¾	0 02¾
Scrap zinc	0 03	0 04
No. 1 wrought iron	9 0	10 00
Machinery cast scrap, No. 1	16 00	14 50
Stove plate..............	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 85	4 60
Imported pig, per 100 lb......	4 85	4 60
Bar pig, per 100 lb............	4 95	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft...........	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4¾c. per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping......................	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks..................	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits—
56 and 28-lb. ingots, 100 lb. $48 50 46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base............	....	$7 00
I X, 14x20 base............	....	8 25
I X X, 14x20 base	....	9 50

Raven and Murex Grades—		
I C, 14x20 base............	....	5 00
I X, 14x20 base............	....	6 00
I X X, 14x20 base..........	....	7 00
I X X X, 14x20 base........	....	8 00

"Dominion Crown Best"—Double. Coated, Tissued.

I C, 14x20 base............	7 00	7 00
I X, 14x20 base............	8 25	8 25
I X X, 14x20 base..........	9 50	9 50

"Allaway's Best"—Standard Quality.

I C, 14x20 base............	....	4 50
I X, 14x20 base............	....	5 25
I X X, 14x20 base..........	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base............	....	4 25
20x28, double box..........	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets	....	7 50
I X, Terne Tin............	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs. }
" 14x60, " } 7 00
" 14x65, " }

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. Al. prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.56 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..............	....	2 45
Galvanized, plain twist.......	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ¾, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ¾, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized......................	2 80
Plain..........................	2 50

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins..........	0 80	0 85
In barrels, 5-gal. tins......	0 80	0 85

BEESWAX

Per lb............................	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground...............	0 05
" flaked...............	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead...............	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure...........	0 18
Golden ochre, pure	0 11
French ochre, pure...........	0 09
Chrome green, pure.	0 11
French permanent green, pure..	0 15
Signwriters' black, pure....	0 17
Marine black, 25 lb irons.......	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co..............	1 80
Cee Pee Co. enamel.............	4 50
Sterling Enamels...........	3 20
Anchor Floorlustre	1 80

GLUE

		Per lb.
French medal...............		0 10
German common sheet........		0 10
German prima..........		0 15
White pigsfoot..............	0 15	0 20
Brantford medal............		0 10
" golden medal......		0 11
" brown sheet........		0 10
" golden sheet........		0 13
" gelatine...........		0 22
" white gelatine......		0 20
" white glue.........		0 12
" 100 flake.........	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ½-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL..............	0 11½
CL........................	0 12
C........................	0 11

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 16½	0 16½
Packets, 1-lb., 100 in case	0 18½	0 18½
" ½-lb., "	0 20½	0 20½
Tins, 1-lb., 100 in case.........	0 19½	0 19½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 0[illegible]
" 100-lb. kegs........	0 [illegible]

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)..		1 60
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C......		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle..........		1 30
Martin-Senour, 100 p.c. pure.....		2 00
Senour's floor paints....		1 60
Sterling Pure..................		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand........	1 [illegible]	

MINERVA PAINTS
AND PAINT SPECIALTIES

have held pride of place with discerning dealers for more than two generations.

The quality of materials we use, and the skill we exercise in grinding and compounding, have made "**MINERVA PAINTS**" a line that never fails to satisfy.

And the direct support we give the dealer in the way of original and effective selling helps has created a demand for "**MINERVA**" Brand, which is appreciated by every aggressive retailer.

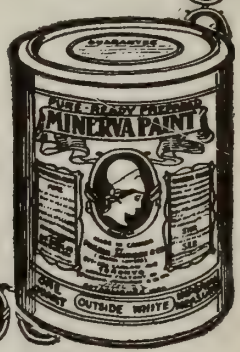
Tell your customers every "**MINERVA**" can contains Full Imperial Measure. This is a splendid selling feature. Make comparisons of packages and contents.

PINCHIN-JOHNSON & COMPANY
(Canada) Limited

377-387 CARLAW AVENUE, TORONTO

Established in England in 1834

K-27



Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and be ready for spring. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO
66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

PLASTER OF PARIS

Per barrel	30

PINE TAR

Half-pint tins, per dozen	0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

n 5-gallon buckets	0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls	0 08	0 09
Motor Gasoline single bbls	..	0 17½
Benzine, per gal single bbls	....	0 15½
Pure Turpentine, single barrels	0 70	0 69
Wood Turpentine	....	0 60
Turpentine, second run	....	0 60
Linseed Oil, " raw	0 91	0 92
" " boiled	0 94	0 95
Rosin, "G" grade, bbl. lots, 100 lbs.	..	3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	8 75
Everlastic Floor	14 25
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	...	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40	2 85
41 to 50	3 25
51 to 60	3 56
61 to 70	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
"Anchor," pure	6 85	7 00
Brandram's B. B. Genuine	7 85	8 00
C.P.C. decorators, pure	6 85	7 00
Crown and Anchor, pure	6 85	7 00
Elephant Genuine	7 10	7 25
Essex Genuine (Windsor)	....	7 00
Island City Decorators' Pure	6 85	7 00
Lily Pure	6 85	7 00
Moore's Pure White Lead		7 00
Monarch (Windsor)	....	6 60
Moore's Sea Flake White	7 10	7 25
Purity, C. O. Co.'s Ltd	....	6 50
Ramsay's Pure Lead	6 85	7 00
Ramsay's Exterior	6 60	6 75
Sterling Pure	....	7 00
Tiger Pure	6 85	7 00

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M.	0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05¾

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount, 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ¼c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.)	3 25

BARN DOOR LATCHES

Challenge, dozen	2 35
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10,10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p. c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" " tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz	0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c

FAUCETS

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES

Blacksmiths portable, 135 lbs	9 85

GALVANIZED WARE

Dufferin pattern pails, 45 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 60
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 08
Sledge, Napping, up to 2 lbs	0 09

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅝-inch per gross	....	8 60
" " ¾ " "	....	10 50
" " ⅞ " "	....	13 50
Leather, 1-inch per doz.	....	4 00
Leather, 1¼ " "	....	5 20
Web		2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16-in. $10.20; ½-in. $11.40
9-16-in. $13 20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in. 100 lb. net.	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.... per 100 lb.	4 00
over 12 in. "	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.58; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5 per gross	2 25
5-16 x 5 "	[illegible]

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5.c per lb.

Black Diamond Roofing

No Retailer need have any scruples in recommending this roofing to his customers.

The quality is uniform, we make sure that each roll is as it should be before it leaves the factory.

It has stood the test of years and still maintains its reputation as a leader.

Look into this proposition, it will pay you to do so.

We also manufacture all kinds of wrapping paper.

ALEX. McARTHUR & CO., Ltd.,

82 McGILL STREET, MONTREAL

F. J. COX, Winnipeg - - - - Sole Agent for West

RED **S** BRAND WINDOW GLASS

GLASS BENDERS TO THE TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

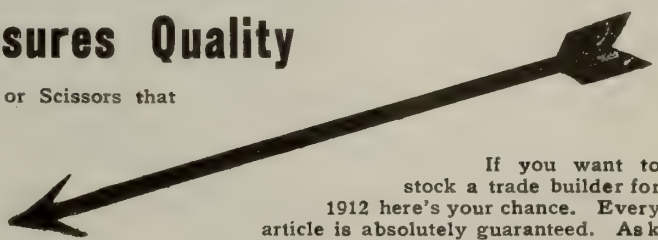
PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR and ORNAMENTAL GLASS

Works, DON SPEEDWAY TORONTO

The Name "HEINISCH" Assures Quality

when it is applied to Tailor Shears, Tinners' Snips, Shears or Scissors that are manufactured by us.

85 years of practical experience in their manufacture accounts for their superiority over other makes.



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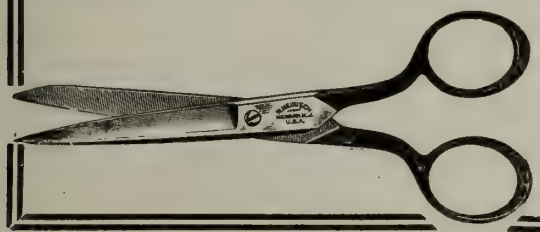
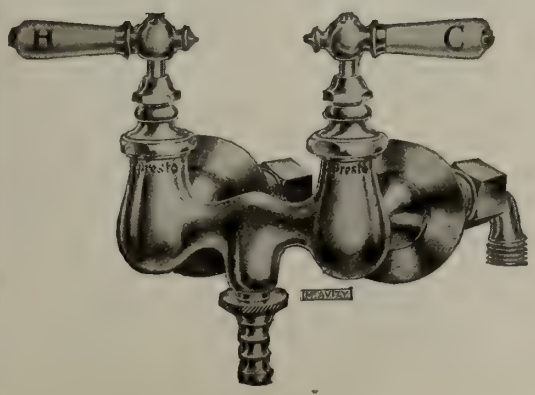


R. Heinisch's Sons Company

Newark, N.J., U.S.A.



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 50 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz.	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz.	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	3 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz.	1 25
Carpenters', round hickory, 6 in., per doz.	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz.	15 00

MATS

Wire door mats, standard, 16x24, doz. 9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz.	1 20	1 50
Folding 'roning boards	16 25	18 00

NAILS

	Wire
1—1¼ inch	3 35
1½ inch	3 00
1½—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3¼ inch	2 45
3½—4 inch	2 40
4½, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb. 4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Holloware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Hutton's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap	per gross	30 00
Indian snap	"	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

	per doz.	
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		18 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 6 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb.	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb.	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz.	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS

Sectional, 1 lb. each, per 100 lb	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No 8, per lb. 0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in., style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.
Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.
Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.
Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10
Drive screws		85 and 10
Set, case hardened		60
Square cap		50 and 05
Hexagon cap		45
Bench, wood, per doz.	$5 00	
" iron, per doz.	4 25	

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymour's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring
Empire hockey sticks, $3 00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb.	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common........per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock 18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 00
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs.		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz.	81 25
Square, re-acting, per doz.	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz.	47 75
Eze, 10 in., per doz.	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in.	0 70
" " " 34 in.	1 00
" " " 36 in.	1 25
" " neckyokes, 36 in.	1 05
" " doubletrees, 40 in.	0 95
" " lumbermens, 44 in.	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork. hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 35 hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

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IS SURE WHEN YOU LAY IN A STOCK OF

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OUR CATALOGUE WOULD HELP.

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Owning and Operating
P. D. Dods & Co., Limited
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MOORE'S T-45—An all-round Interior Varnish.
MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

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NEW YORK CHICAGO CLEVELAND

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BARN, ROOF AND ELEVATOR PAINTS

"ADD CHARM TO THE FARM"

Are perfect protection against the weather for all exposed surfaces, whether of wood or metal.

Used by all Railroads for Freight Cars and by all leading Elevator Companies throughout the West for their buildings.

These paints are the assurance of high quality and are absolutely guaranteed. You cannot afford to miss the excellent profits that are incurred through their sales.

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COMPLETE SET TINSMITH'S TOOLS. COST over $250. Will sacrifice for $150. List on application. McBrien's Hardware, 1000 Bloor West, Toronto. (14)

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NICE, SMART LITTLE HARDWARE BUSIness for sale, in thriving western town. Turnover $12,000. Large district to draw from. Box 647, Hardware and Metal, Toronto. (11tf)

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A REAL LIVE HARDWARE AND TINsmith business in a central Saskatchewan town of 300 people, a three-quarter million bushel grain point, five elevators, very best farming district and people. $21,000 turnover last year at a profit of over $4,000. Absolutely no competition whatever. This proposition will stand the closest inspection because it is a real moneymaker. $5,000 will handle, balance on terms. Wholesale support guaranteed to right man. Box 641, Hardware and Metal, Toronto. (14)

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THE TINSMITHING AND PLUMBING DEpartment of Binns' Hardware, Newmarket, Est. 20 years. Tools almost new. 8 ft. brake. Town 3,000 and booming. One opposition. Splendid chance for the right man. Apply G. A. Binns, Newmarket. (14)

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STORAGE, VANCOUVER, B.C.— STORAGE or space to rent, office if required; warehouse close to all wharves, with railway siding; two elevators. Martin & Robertson, Ltd., 329 Railway Street, Vancouver. (14)

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WANTED.—Hardware clerk with two or three years' experience, as second man. Apply with references and state salary expected to The Nelson Hardware Co., Ltd., Windsor, Ont. (16)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

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PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

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HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

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ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

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HARDWARE LINES WANTED ON A COMmission basis, covering western provinces. Canadian Specialty Co., Suite 307, Travis Blk., Calgary, Alta. (14)

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PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 35c. assorted box of Mitchell's Pens and find pen to suit you.

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THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

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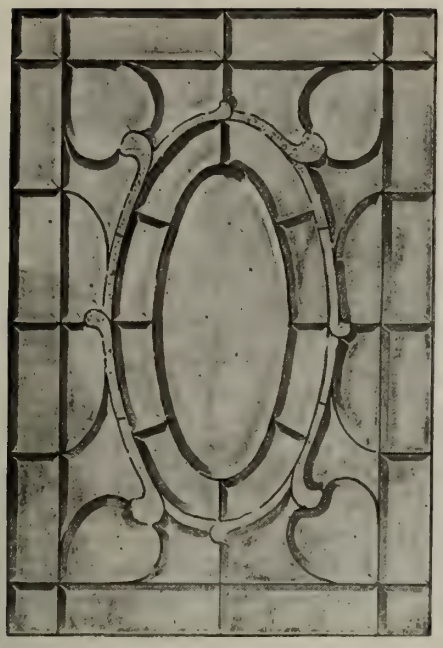

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Made of the highest grade of wool felt, thoroughly saturated with non-drying gummy compound that remains soft and pliable in the extremes of temperature and is absolutely waterproof.

Samples and directions for laying on request.

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New Era Paint

It brings a cleaner and more satisfactory profit than any high-priced paint you can buy.

New Era is noted for its lasting quality. It will cover more surface, hold its color better, stand more changes of the weather and give a more brilliant finish than any paint of the day.

New Era Paint is a guaranteed seller.

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GIVES PERFECT LIGHT

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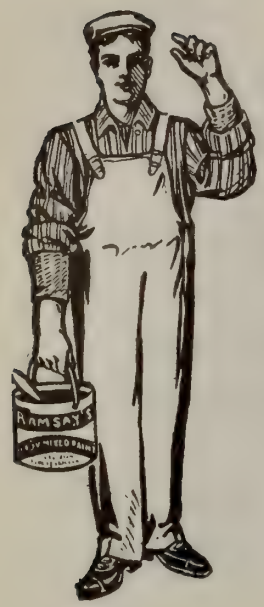

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of seventy years with the trade

has not been able to pick out any weak spots in "the right paint to paint right" but, on the other hand, has only served to show that

Ramsay's Paints

are trade getting, trade holding, satisfaction giving paints, good all the way through. They have always been profitable to the dealer handling them.

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A. Ramsay & Son Co., Montreal

Paint Makers Since '42

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WIRE CLOTH DISPLAY RACK
SAVES PATIENCE, TIME AND LABOR.

These racks are one of the great conveniences on the market. They eliminate much handling and economize in store space.

With this display rack in your store you will add materially to your wire cloth sales, as it gives the goods a wonderful prominence.

Made in various sizes.

It will pay you to write for circulars and full particulars.

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THE CANADA PAINT COMPANY

LIMITED

MONTREAL TORONTO WINNIPEG

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Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

Why should you deal with Glidden?

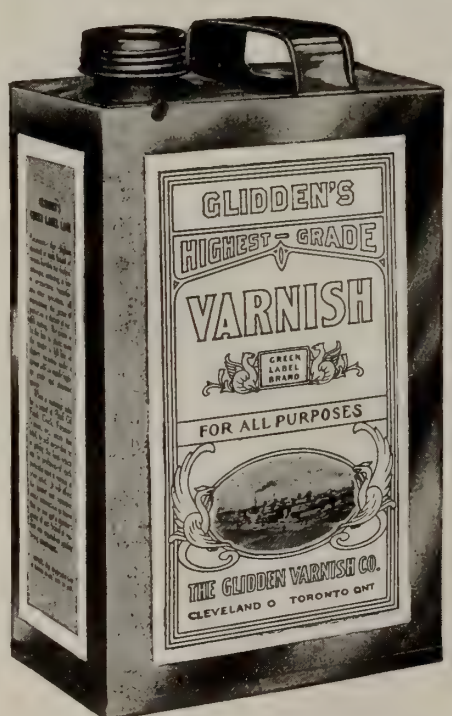
There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months' five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?

We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.



We are giving this challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Endurance Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohio TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

THE GLIDDEN VARNISH COMPANY,
Toronto, Ont.

Gentlemen:

Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT

It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

What Does the Future Hold?

It holds whatever you provide. Let us talk about your varnish trade. What kind of varnish are you selling to your customers? Do you know? Is it just so-and-so's varnish at so much a gallon, or is it a varnish guaranteed to last and to give good service?

If a man wants a reliable guaranteed varnish, recommend DOUGALL VARNISH. We will stand back of your guarantee.

DOUGALL VARNISH is made from none but the very finest materials, will cover more surface per gallon than any other varnish made, and furthermore it is

The Varnish That Lasts Longest

The Dougall Varnish Company, Limited

J. S. N. Dougall, President

305 Manufacturers Street, - - Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

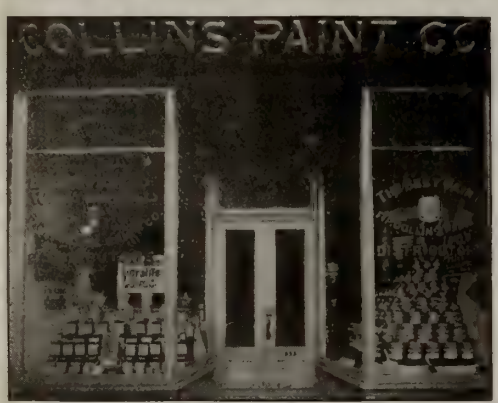
Sterling Prepared Paints

We were looking for the rush of Spring orders and started early to prepare in order to give our customers good service. We are in a position to make prompt shipment of this HIGH QUALITY PAINT.

CANADIAN OIL COMPANIES, LIMITED

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA



Window Display—Pratt & Lambert Varnishes
Collins Paint Co.

Not a Single Complaint on Pratt & Lambert Varnishes in Ten Years

This letter **proves** Pratt & Lambert Varnishes **sell** through P & L advertising and varnish selling assistance which has **tripled** the sale of "61" Floor Varnish for P & L Dealers in three years; **tripled** the sales of Vitralite, the Long-Life White Enamel in less than one year. How much have your white enamel and floor varnish sales increased?

F. P. COLLINS PAINT CO.

White Lead, Paints, Colors, Varnishes, Oils, Turpentine, Brushes, Glass and Painters' Supplies

225 West Fayette Street
Syracuse, N.Y., December 12, 1911

PRATT & LAMBERT

Gentlemen:—We are glad to have the opportunity of expressing our appreciation of your **courteous** treatment and **hearty co-operation** in the sale of these celebrated goods. The writer has been identified with the paint business for upwards of twenty-five years, and is pleased to say that your several makes of Varnish seem to meet the needs and win the unqualified approval of our trade, not only in Syracuse but also in the many cities and towns of Central New York.

If there is such a thing as pre-eminence among your excellent brands, our trade would place Vitralite and "61" Floor Varnish a step in advance of the others. Reports from consumers indicate that these brands need no salesman. In the writer's experience as a dealer, he has yet to find there equal.

We are always glad to give credit where credit is due and assuring you that we are pleased to continue **pushing the sale of your famous products,** we remain, Very truly yours, F. P. COLLINS PAINT CO. FPC-W Per F. P. Collins (Signed)

Pratt & Lambert advertising is creating the same varnish selling demand in your town which will be greater than ever this Spring. You must decide for yourself whether or not you will take the sales and profits, but first, so you may consider the facts,

WRITE NOW FOR P & L DEALERS' PROPOSITION

PRATT & LAMBERT-Inc.

VARNISH MAKERS, 24 COURTWRIGHT STREET, BRIDGEBURG, ONTARIO

FACTORIES:— BRIDGEBURG, CANADA NEW YORK BUFFALO CHICAGO LONDON PARIS HAMBURG

Our Business Is Built On a Rock

—alabaster rock, from which is made the only pure, permanent and sanitary wall-coating—

ALABASTINE

When a room is being papered or kalsomined you know the trouble and unpleasantness it involves—the rubbing and washing and scraping. And you know how soon Kalsomine decays and rubs or scales off. But **ALABASTINE** is a cement which hardens on the wall—becomes a part of it and does not need to be scraped or washed off when a fresh coat is applied. In fact, each new coat improves the wall.

Why not build up your trade on the alabaster rock which has been so sure a foundation for our success? We help with our advertising and supply you with catalogues, show cards, banners, tint cards and posters. But the greatest help is **the genuine value of Alabastine.**

Remember that Spring rush and ORDER NOW, direct or through your jobber.

The Alabastine Co., Ltd.
PARIS, ONTARIO

INTERNATIONAL

A Varnish For Every Purpose

For over forty years the

INTERNATIONAL

Line of Varnishes and Varnish Specialties has led the way to increased business and better profits.

Fall in line with those aggressive dealers who have featured **"INTERNATIONAL"** Brand to their own advantage and their customers' satisfaction.

Here are a few leaders it will pay you to handle:—

FLATTINE Finishes
ELASTICA Floor Finishes

LACQUERET
Household Lacquer

KLEARTONE Stains
SATINETTE White Enamel

Every can contains Full Imperial Measure.

INTERNATIONAL VARNISH CO., LIMITED.
TORONTO WINNIPEG
Canadian Factory of Standard Varnish Works.

New York, Chicago, London, Berlin, Brussels, Melbourne.

Largest in the world and first to establish definite standards of quality. K 26

VARNISHES

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895

Special Grand Prize

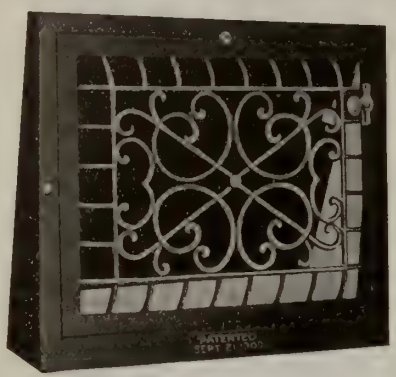
GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



"GOOD CHEER" Sidewall Registers

A line in four sizes, of uniform design throughout. Neat and tasteful pattern, and supplied in black japan, ordinary oxidized or full oxidized finish, with enamelled green fan. Our ordinary oxidized will about equal the more expensive full oxidized finish of other makes.

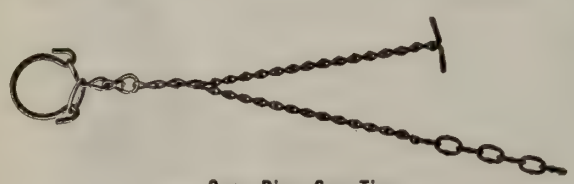
Positive acting fan—stays exactly where set, and when closed locks tight. No springs, etc., to weaken or loosen.

The price? It will pay you to inquire.

A full line of the above carried by The Jas. Stewart Mfg. Co., Limited, Winnipeg, Man.

The Jas. Stewart Manufacturing Co., Ltd.

Woodstock, Ontario



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN

Closed Ring Cow Ties

25% more { WELD STRENGTH WEAR

{ MADE IN CANADA AND SOLD BY JOBBERS }

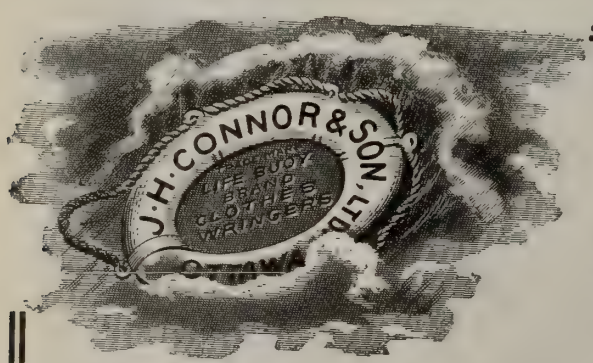
25% more { ORDERS SALES PROFITS

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

WESTERN CANADA

has learned to rely on **this** dry battery. Dealers all over the West are experiencing a big demand for

X CELL
DRY BATTERIES

Our advertising is making the demand and we are making the battery to back the advertising. Any Western jobber will fill your order from **fresh stock.**

CANADIAN CARBON CO., LIMITED
WINNIPEG

Paint and Varnish Removers

MR. DEALER: When you buy Paint and Varnish Remover remember that QUALITY is more important than Price. A good Paint Remover is a help to the painter; a poor Paint Remover is a nuisance. The fact that all the leading manufacturers of paint and varnish in Canada and the United States who handle paint removers at all are licensees of this company and manufacture under our patents is the strongest possible testimony that the only practical, satisfactory and efficient removers on the market to-day are those covered by our patents.

SEE THAT EVERY CAN IS MARKED "LICENSED UNDER CANADIAN PATENT No. 78,586"

The above Canadian patent corresponds to our U.S. patent No. 714,880, which is the basic patent under which modern paint removers are manufactured. The following well-known and highly respected Canadian companies sell paint and varnish remover manufactured in Canada under our patents:

	NAME OF BRAND
The Sherwin-Williams Co., Montreal, Canada	"Taxite"
International Varnish Co., Ltd., Toronto Canada	"Klensa"
Pratt & Lambert, Inc., Bridgeburg, Ontario, Canada	"Expedite"
British American Paint Co., Victoria, B.C.	"Bapoo"
Mount Royal Color and Varnish Co., Montreal, Canada	"Scrape-off"
James Robertson Co., Ltd., Toronto, Canada	Robertson's Paint and Varnish Remover"
Sanderson Pearcy Co., Ltd., Toronto, Canada	"Devolite"
Stewart & Wood, Toronto, Canada	"Solvo"
Martin-Senour Company, Ltd., Montreal, Canada	"Martin-Senour Paint and Varnish Remover"

The character and standing of these companies is a guarantee to you that the paint remover sold by them is the best that can be produced.

You take no risk when you buy one of the licensed brands of Removers. They are harmless and efficient. They contain no carbolic acid or alkali. They are neutral.

Chadeloid Chemical Company
100 William Street
NEW YORK, N.Y.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

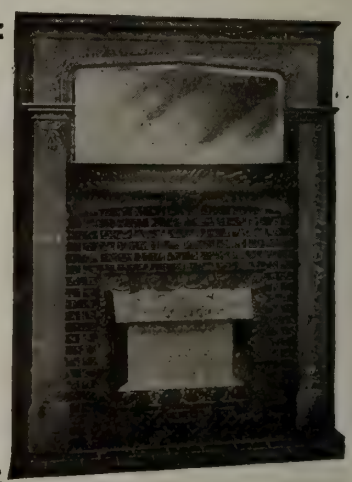
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

Chances for Business

In these days of prosperity large public buildings are constantly being planned in all parts of the country.

These are your chances for getting business.

Good air is a necessity in all buildings, but more especially in those built for public use.

The best way to get good air is by the use of our

J. W. HARRIS Ventilators

They have been tried all over Canada, and have never failed to give complete satisfaction.

St. John, N. B., February 8th, 1909

J.W. Harris Mfg. Co., Ltd.,
Montreal

Gentlemen:

We have had no complaints from any of our customers regarding your "J. W. HARRIS ROTARY VENTILATORS" we purchased from your Company.

Yours truly,
J. E. Wilson, Limited

Write us for terms

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal

Reproduction of

NEW SEYMOUR SHOW CARD

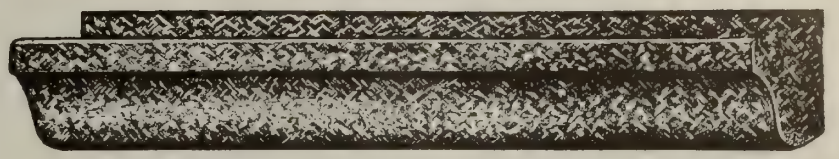
12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

EAVETROUGH



STRAIGHT - TRUE - UNIFORM

This is the final word when you discuss Eavetroughing with the man who likes to do a job of which he can be justly proud.

Our Trough is made on the largest and heaviest press of its kind in Canada. Each length is made in the same die, in the same way, and all are uniformly straight and true. It's a pleasure to work with our kind.

Insist on getting this from your jobber or send us your specifications for Trough, Pipe, Galvanized Iron, Tin and Canada Plates. We will not keep you waiting.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. WINNIPEG, MAN.

MAPLE LEAF

"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.

WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

WIRE ROPE

FOR

HAY FORKS

Lasts longer, more easily handled, gives better satisfaction and pays the dealer a better profit than any other. Write for full particulars.

Wire Rope for hauling Threshing Machines, House Moving, etc.

We manufacture all kinds of Wire Rope for all purposes.

WIRE ROPE FITTINGS WIRE ROPE GREASE

The B. Greening Wire Co.

LIMITED

HAMILTON ONT. MONTREAL QUE.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE THE GARLOCK PACKING CO. HAMILTON CANADA MARK

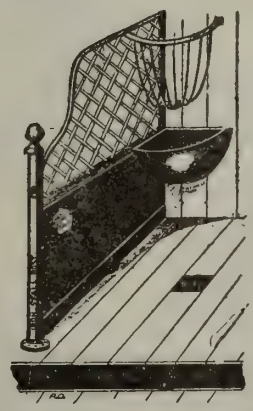
The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

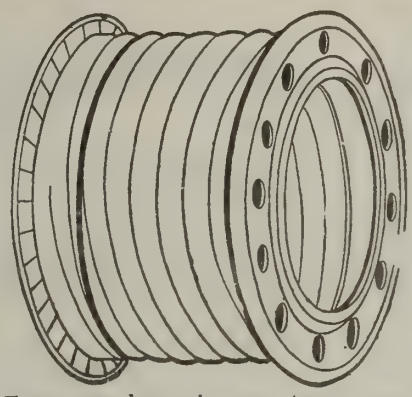
IRON STABLE FITTINGS



Send for Illustrated Catalogue and discounts to hardware dealers.

Dennis Wire and Iron Works Co.,
Limited
London, Ontario

O.K. THIMBLES



Every new house in your town means a prospect for several O.K. Stove Pipe Thimbles. You should carry a good supply in stock and be ready to supply them when wanted.

O.K. Thimbles are made for both floors and partitions. They can always be put in place instantly. Your customers will prefer them to any other Stove Pipe Thimbles they can buy.

METAL SHINGLE & SIDING Co. LTD.
PRESTON & MONTREAL

FOR SALE BY JOBBERS OR BY THE MANUFACTURERS.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers
W. Gilbertson & Co., Limited
Sole Canadian Sales Agent
ALEXANDER GIBB
13 St. John Street - Montreal

CARRIAGE SPRINGS & AXLES

ANCHOR BRAND

GUELPH AXLE WORKS

THE GUELPH SPRING & AXLE CO.
LIMITED
GUELPH, ONT.

ESTABLISHED 1849

BRADSTREET'S

Offices Throughout the Civilized World

OFFICES IN CANADA:

Calgary, Alta.	Vancouver, B.C.
Edmonton, Alta.	Hamilton, Ont.
Halifax, N.S.	Montreal, Que.
London, Ont.	Quebec, Que.
Ottawa, Ont.	Toronto, Ont.
St. John, N.B.	Winnipeg, Man.

Reputation gained by long years of vigorous, conscientious and successful work.

THOMAS C. IRVING, General Manager Western Canada
TORONTO

IT WILL PAY YOU

to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.

294 Adelaide St. W.,
Toronto, Ont.
March 28, 1912

Hardware & Metal,
Toronto, Ont.

Gentlemen :—

We are pleased to announce that we were to-day favored with a visit from Mr. Bert Hamilton of Hamilton & Stott, of St. Thomas.

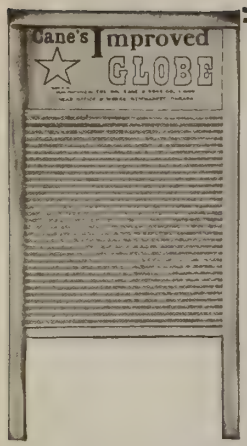
While here Mr. Hamilton on behalf of the firm of Hamilton & Stott completed arrangements whereby they purchased from the Jones Register Co., of Toronto, their entire stock of Jones Registers, floor registers, borders and faces, wall pipes and fittings, and everything connected with the heating business formerly owned by the Jones Register Co., of Toronto. From this date Hamilton & Stott will be successors to the Jones Register Co., of Toronto, and all Jones Registers furnished to the trade in the Province of Ontario will be furnished by Hamilton & Stott, of St. Thomas.

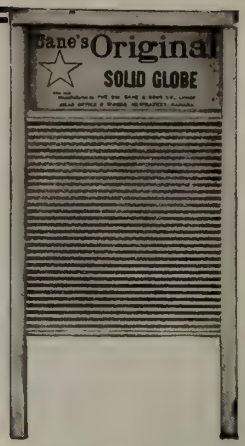
The Jones Register Co. still retain the book accounts, and all collections of the Jones Register Co.'s book accounts will be made by the Jones Register Co.

Yours very truly,

THE JONES REGISTER CO.

A. O. Jones, Sec'y.





Cane's Washboards

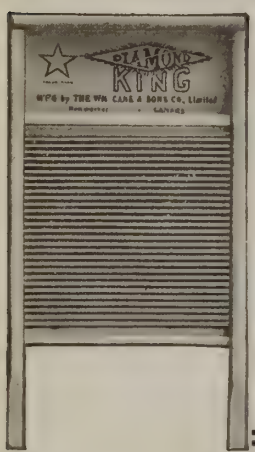
A washboard for every purse and each the best at the price.

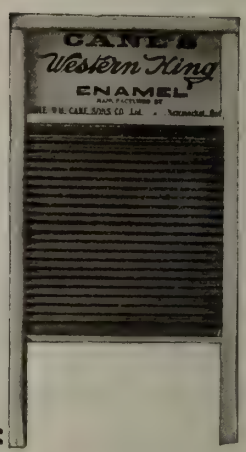
IMPROVED GLOBE—Thin back solid zinc washing plate.
DIAMOND KING—Glass washing plate.
ORIGINAL GLOBE—Heavy back zinc washing plate.
WESTERN KING—Enamel washing plate.

Have you seen our new Boards—**BEAVER**, Brass, and **NEPTUNE**, Wavey Zinc?

Write for Catalog and full particulars on CANE'S WASHDAY WOODENWARE.

WM. CANE & SONS CO.
LIMITED
NEWMARKET, ONT.





Pearson's Patent Poke No. 2

possesses several strong advantages over other makes, and will yield you a good profit.

It cannot slip off, doesn't wear the mane, and is very easily adjusted.

It is light, but very strong, and will prevent running in the field.

Does not interfere with the animal's comfort when lying down, and allows it to eat comfortably.

Guaranteed to be exactly as represented or money refunded.

Get our circulars and prices.

J. H. STILL MFG. CO., Ltd.
ST. THOMAS, ONT.

Air-O-Lite Lamp

A Necessity in the Modern House.

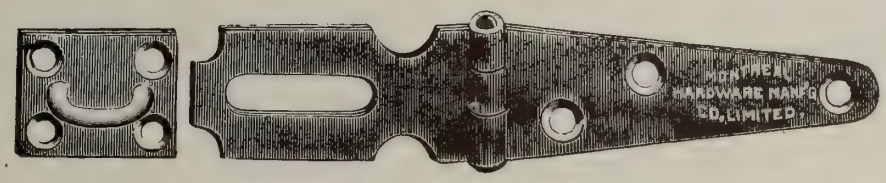
Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

Write for full particulars and prices.

The Rochester Lamp Company
TORONTO, ONTARIO

HINGE HASPS



The distinctive features of the lines manufactured by us are: HIGHEST QUALITY, MOST APPROVED PATTERNS at the MOST MODERATE COST.

You should examine our catalog before purchasing. It will be sent free on request. Drop us a post card to-day.

Montreal Hardware Mfg. Co., Limited

Manufacturers of Butt Hinges, Light T and Strap Hinges, Heavy T and Strap Hinges, Hinge Hasps, Screw and Strap Hinges, Latches, Door Bolts, Hitching Rings, etc.

Montreal **Canada**

The National Steel Rim Lock

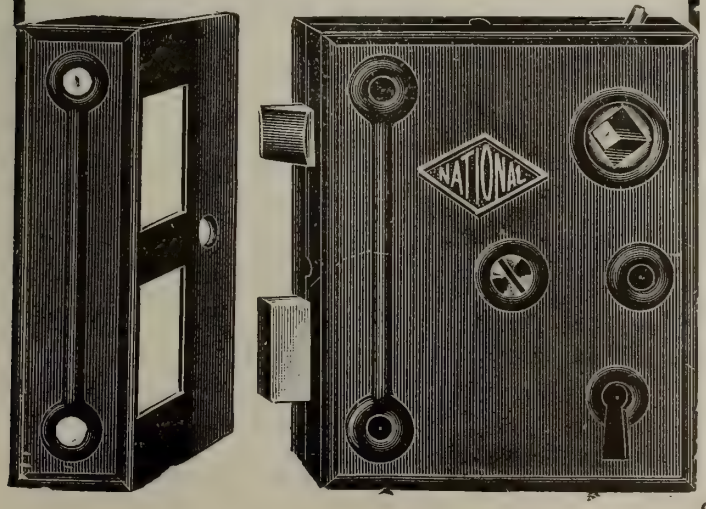
leads all others in point of strength, durability and finish and cannot fail to influence the valuable builders' hardware trade to your store.

The locking mechanism is simple in the extreme, and is entirely pivoted on a central pin—a great advantage over other styles. Write for samples and prices.

ORDER FROM YOUR JOBBER

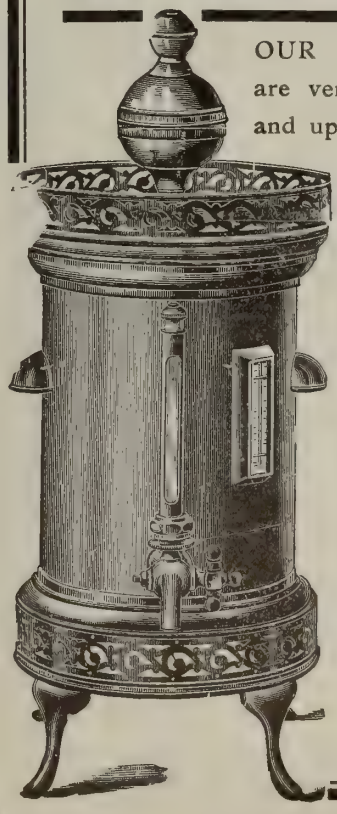
NATIONAL HARDWARE CO., Limited

ORILLIA ONTARIO CANADA



A RESTAURANT NEEDS

An Attractive Urn



OUR RESTAURANT URNS are very attractive, convenient and up-to-date.

We are constantly receiving orders direct from high-class Hotels, Cafes and Restaurants. Scores of the repeat orders which we have on hand prove the reliability and efficiency of our High Grade Urns.

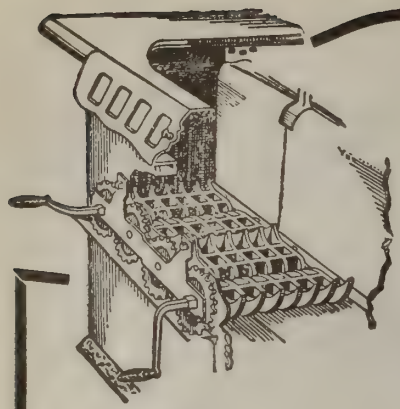
Be wide awake and keep them in stock. They are not expensive—you will have a reasonable profit and a quick seller. Satisfied customers will increase your business.

Write at once for full information.

THE BUFFALO MFG. CO., Buffolo, N.Y.

Canadian Representatives

H. F. McIntosh & Co.
28 Toronto St., Toronto



A Wonderful Value

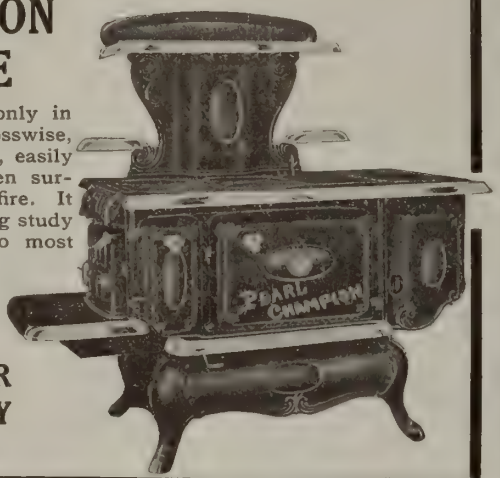
always prevails in the

CHAMPION RANGE

It sells on sight to prospective buyers and is guaranteed to give absolute satisfaction and long service.

THE CHAMPION GRATE

which is found only in this range, is crosswise, non-warping bars, easily shaken, more open surface and a clean fire. It is the result of long study and is superior to most grates.



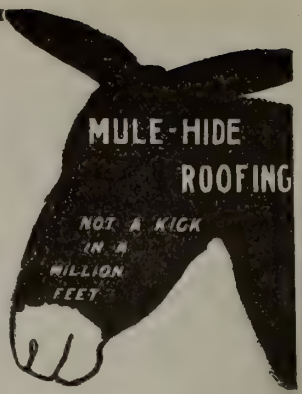
D. J. BARKER & COMPANY
PICTON, ONT.

Investigate

our Original Advertising Plan and get Action Selling Service or

"Mule-Hide" ROOFING

(NOT A KICK IN A MILLION FEET)



whereby we can increase your business 25% to 50%. This proposition is not an experiment, but a time-tried plan that has "made good."

Write us for full details to-day. A trial will convince you that our plan is a trade-winner.

Dont delay. Delays mean lost profits.

The Dominion Roofing Co. of Canada, Limited

31-33 Front Street East, Toronto, Ont.

"MONARCH" WIRE FENCE

If you have a call for a cheap bush or portable fence we can supply a "**Monarch**" perfectly adapted to this need.

The "**Monarch**" is made in 15 sizes, so you can have one suitable for any purpose, even close enough for hogs. Every wire is No. 9 hard steel, and well galvanized.

The "**Monarch**" has the best Ring Lock in Canada, and cannot slip nor come loose.

It will sell itself if you have it where your customers can see it.

Write us for Catalog and Prices.

The Owen Sound Wire Fence Co. Limited

OWEN SOUND - - - ONTARIO

Glass and Emery Paper and Cloth

For nearly 100 years the products of

Peter Orr & Sons

have been used in all parts of the world. They are famed for their excellence and hard wearing qualities.

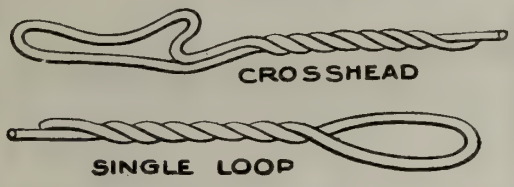
You will find Orr's Glass and Emery Cloths and Papers a good line to stock.

Samples and prices from

Agents—
George Peatt & Co.
Box 1651, Winnipeg, Man.

280 Cathedral St.
GLASGOW

WIRE BALE TIES



Our wire, for baling hay, is made from the finest quality Bessemer Rods, and is 10 per cent. stronger than any other baling wire.

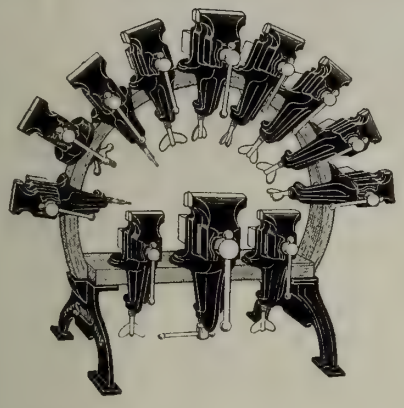
This is the line that bring the dealer clean, satisfactory profits with every sale, as it is not the come-back kind.

Get our prices and send us a trial order—we guarantee to satisfy.

We also recommend our WIRE NAILS and STAPLES as inferior to none.

The Laidlaw Bale-Tie Co., Hamilton, Ont.

Geo. W. Laidlaw, Vancouver, B.C. Harry F. Moulden, Winnipeg, Man.



Stanley Tools

To increase your small vise business, put in a line of "JERSEY" VISES.

They are a necessary addition to the Tool Kit of every Mechanic, Amateur and Householder.

Made with either Clamp or Swivel Bases, with iron or steel jaws, and in six sizes.

Send for special circular containing complete description of all styles, also an illustrative display card.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
New Britain, Conn. U.S.A.

EVERY TOOL GUARANTEED

Steel Sheets

ALL GRADES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

ROGERS' PORTLAND CEMENT

Pays An Attractive Profit

This is a cement that is specified by most contractors because it has greater enduring qualities and more uniform set than most other brands.

Stock a trial order at once, display it in a prominent place, do a little advertising and you will get splendid results. We help you to get started.

Our prices are reasonable. ***Our service quick.***

ALFRED ROGERS LIMITED
28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

GLASS

of Every Description for Buildings

Have you placed your Import Order for GLASS ?

Obtain our Prices.

Quality and Delivery GUARANTEED.

Prompt Shipment.

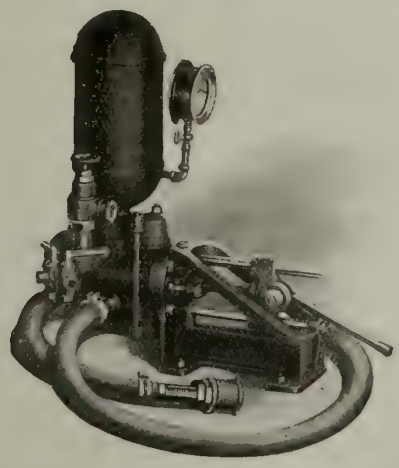
Stock Orders Write Us.

HOBBS MANUFACTURING CO. LIMITED

OFFICES AND FACTORIES

London Toronto Winnipeg Montreal

This Pump Can Be Operated By Hand or By Power



Deming Spray Pump, Fig. 763. For operation by hand or for connection to any gasoline engine.

Deming Sprayers

You may have a customer that is going to buy a gasoline engine next year. Perhaps he wants to use a hand sprayer this year, and then next year he will use his new engine to run the pump. That is the reason we made up this pump and it is just what the farmers and fruit growers have wanted. We are selling them fast. Write to-day for our complete Spray Pump Catalogue and co-operative selling plan.

The Deming Co., Salem, Ohio

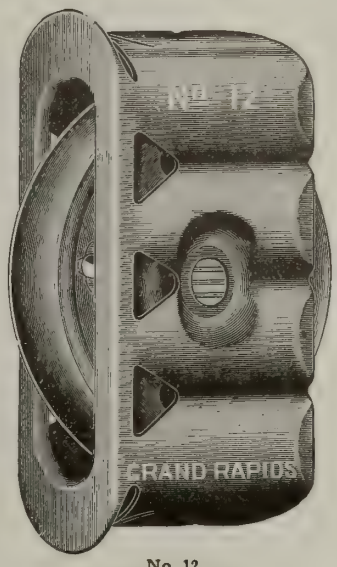
115 BROADWAY

Hand, Windmill and Power Pumps for All Uses

HENION & HUBBELL, Chicago

HARRIS PUMP & SUPPLY CO., Pittsburgh

GRAND RAPIDS



No. 12
GRAND RAPIDS

All-Steel Sash Pulleys

SAVE THEIR ENTIRE COST IN

Labor, Freight, Screws, &c.

GRAND RAPIDS are the original—the STANDARD goods. Nearly every jobber in Canada and United States carries them in stock.

Write for samples and descriptive catalogues

We make thirty-seven styles.

Largest Sash Pulley makers in the world.

GRAND RAPIDS HARDWARE CO.

100 Eleventh Street, GRAND RAPIDS, MICH., U.S.A.

BELT PERFECTION

Stitched Cotton Duck Belting Makes Business

TRADE COMES WITH CONFIDENCE. WHY?

Because "MAPLE LEAF" costs much less than leather, rubber or Balata belting, is stronger and more efficient, and its durability has been thoroughly demonstrated.

We give the dealers every help possible in securing and holding belting business.

DOMINION BELTING CO.

LIMITED

HAMILTON CANADA

A NEW VALVE

JENKINS BROS.'

GUN METAL AND IRON BODY

GATE VALVES

"TYPE K"

Special Features:

Highest Quality Steam Metal. Perfect Interchangeability. Double Compensating Bronze Wedges. Metal Gland in Stuffing-Box. Great Strength of All Parts. Carefully tested to 250-lbs. Water Pressure

UNRIVALLED IN DESIGN AND WORKMANSHIP

Thoroughly Reliable Gate Valve for Steam, Water, Oil, Gas or Air. A trial will convince you that it will pay you to use these valves on all your work.

Stamped with TRADE MARK like cut.

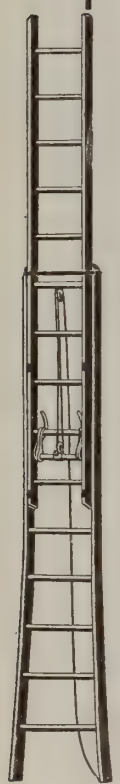
Stocked by Machinery, Hardware and Supply Dealers throughout the World.

Catalogue and Full Particulars Cheerfully Furnished on Application.

JENKINS BROS., Limited

Head Office and Works:
102 St. Remi St., Montreal, Canada

And at
95 Queen Victoria St., London, E.C.



Common Pulley Extension Ladder

SUITABLE FOR FRUIT PICKING AND GENERAL USE

This Ladder can be instantly taken apart, making two single ladders. The ladder is self hooking and self releasing, is very light and strong, being reinforced with wire cable on the back.

Made of Clear Norway Pine, Malleable Iron Castings, Hardwood Rungs, and nailed together.

STOCK SIZES

20, 24, 26, 28, 30, 32, 36 and 40 ft.

Average Weight, 2¼ lbs. to the Foot

SEND FOR CATALOGUE

McFarlane Ladder Works

158 and 160 River St. :: Toronto, Ont.

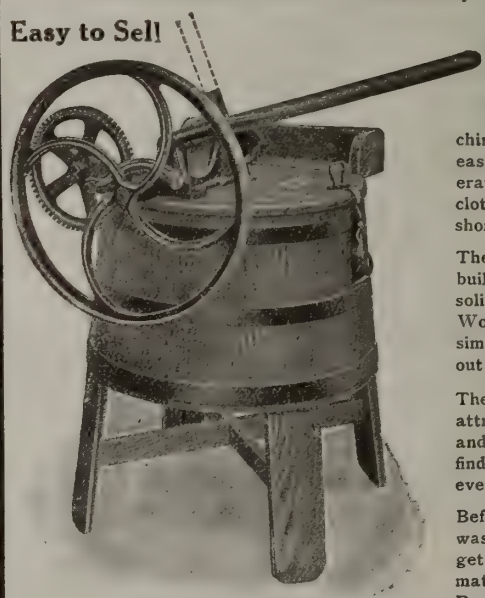
Tel. Main 2038

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell



Its improved motion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

NOTICE THE TEETH

OF NICHOLSON-MADE FILES

They are all uniform height. This is one of the features that makes them such rapid cutters. All teeth take hold of the work at once, and then, the steel used in every Nicholson-Made File is made up to our own strict specifications and differs in grade according to the purpose for which different files are to be used. And our machinery is designed especially to make the tooth in different Nicholson-Made Files the best shape for each different purpose.

These are the favorite Nicholson-Made lines in Canada

"American"
"Arcade"
"Great Western"
"Globe"
"Eagle"
"McClellan"
"Kearney & Foot"
"J. B. Smith"

These are the lines that you can stake your reputation upon. Ask your jobber about it.

Nicholson File Co.

Port Hope, Ontario

Why Buy the "Near Brand" when the Best is Procurable?

THE L. MARTIN CO.'S

Old Standard, Eagle, Pyramid and Globe

GERMANTOWN LAMPBLACK

IS THE BEST

AND HAS BEEN FOR OVER SIXTY YEARS

Sold by all dealers who realize that a satisfied customer is worth more than a little extra profit on a less reliable article.

The L. MARTIN CO.

Manufacturers of the
Highest Standard Lampblacks
for all purposes

ASK YOUR DEALER

Quality is remembered long after price is forgotten

NEW YORK PHILADELPHIA CINCINNATI LONDON, ENG.

The Mechanic Special Service Ladder

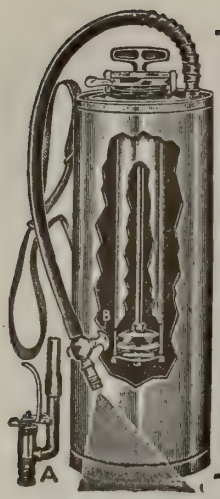
This ladder is all that its name implies and is highly prized for use in the shop or wherever a handy ladder suitable to sustain a great weight is required. The legs are connected by rounds so that one or more may make use of the ladder at one time, and the rounds and steps are staggered so that a plank can be placed through and find support every six inches. The ears are of malleable iron and steps are trussed.

If you want to increase your profits, that ladder will help you.

Get Catalog and Prices NOW.

The Stratford Mfg. Co., Limited

STRATFORD - - CANADA



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers
GALT, ONTARIO

STEP LADDERS
4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED
OTTERVILLE - - ONT.

FLEXIBLE
Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

F. J. SCHUCH
19 JARVIS ST., TORONTO, CAN.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY
LIMITED

MONTREAL	***HEAD OFFICES***	***WINNIPEG***
HALIFAX	***TORONTO***	***VANCOUVER***
OTTAWA	***CANADA***	***ROSSLAND***

BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

Tallman Brass & Metal Co.
HAMILTON, ONT.

LET CUSTOMERS TRY IT 30 DAYS

They are bound to keep this fastener because it is better than words can tell; but if, by chance, one should not give satisfaction, take it back. We'll see that you don't lose. The Kling works easily and instantly. Always exerts the same pressure. Lasts longer than the harness. Retails for 25c. Gives you 50 per cent. profit. Order a dozen from your jobber. $2.00. Name "Kling" on the handle. Descriptive circular on request.

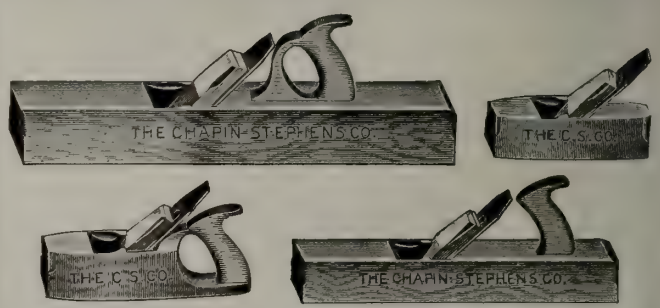
The National Safety Snap Co., Incorporated, Dept. 33, Wilmington, O., U.S.A.
D. C. Ross & Co., 56 Colborne St., Toronto, Ont.
Canadian Distributing Agents

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG



All kinds of
WOOD Planes

THE CHAPIN-STEPHENS CO.,
UNION FACTORY
PINE MEADOW, CONN., U.S.A.

UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

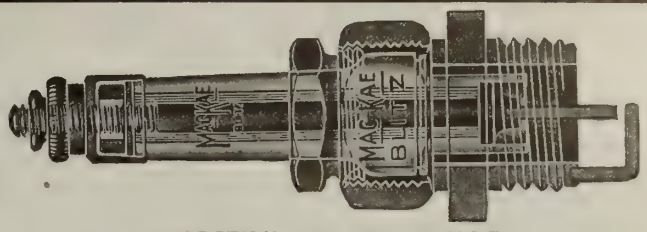
"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogs.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE CANADIAN AGENTS

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



"BLITZ" SPARK PLUGS

cannot short circuit; the inner wire, through the porcelain being protected by a mica tube. The porcelains are imported, and the plug in general is assembled of parts of the highest quality throughout. Made in all sizes.

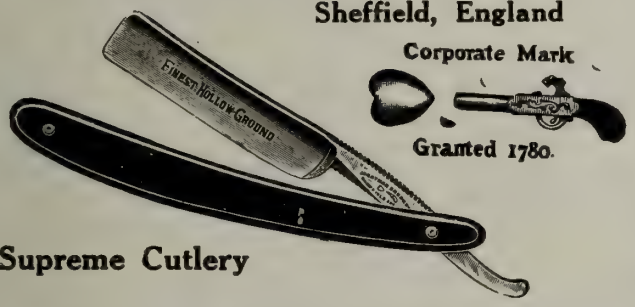
WRITE FOR PRICES.

Agents for Canada **SMITH HARDWARE CO., Ltd.** 240 Lemoine Street, Montreal, P.Q.

Jonathan Crookes & Son

Sheffield, England

Corporate Mark



Granted 1780.

Supreme Cutlery

FOR SALE BY LEADING WHOLESALE HOUSES

Pole Line Hardware

CROSS ARM BRACES	MACHINE BOLTS
POLE STEPS	CARRIAGE BOLTS
SQUARE WASHERS	NUTS, ETC.
ROUND WASHERS	Plain or Galvanized

We Galvanize by the HOT DIP Process

LONDON, CANADA

BEAR BRAND LAMP BLACKS

Have The Quality That Customers Demand

We are the largest manufacturers of Lamp Blacks, Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

WRITE TO-DAY

Wilckes Martin Wilckes Co.
NEW YORK, N. Y. U. S. A.

WALL PLASTER

Empire Plaster Board—the plaster lath—combines lathing and fireproofing in one operation. You cannot afford to overlook the advantages of Plaster Board for partition work.

"Empire" Wood Fiber, Cement Wall and Finish Plasters.

Gypsement is a prepared Hardwall and is giving results that cannot be obtained by using hand mixed materials.

We shall be pleased to send you our specification booklet.

Manitoba Gypsum Co., Limited
Winnipeg, Man.

JOSEPH RODGERS & SONS

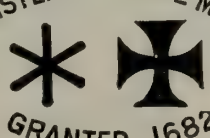
SHEFFIELD, ENG. LIMITED

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK



GRANTED 1682.

SOLE AGENTS FOR CANADA

James Hutton & Company
MONTREAL

Glues, Gelatines and Size

Quality counts in these lines, as in others. Fifty years' experience enables us to offer goods that for QUALITY and VALUE cannot be excelled.

Supplied through Merchants, Jobbers, etc., only

The GROVE CHEMICAL CO., LTD.

Established 1856 Appley Bridge, Wigan, Lancs, England

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

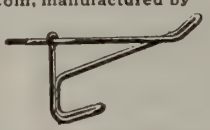
Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAT HOOKS.

Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID



Perth, Ont.

Ask Your Jobber

IRON.

PIG IRON
STEEL PLATES, BARS and ANGLES
BAR IRON
David C. Mitchell & Co.
118 Queen St. - Glasgow, Scotland

BEE KEEPERS' SUPPLIES.

Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

The Ham & Nott Co., Limited
Brantford, Ont.

EMERY WHEELS.

Canadian Hart Wheels
442 Barton St. East, Hamilton

Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

MANUFACTURERS' AGENT.

Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

BUILDERS' SUPPLIES.

Bell Phone 3033 P.O. Box 367

Bossé & Banks

Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
36 ST. PAUL STREET, - QUEBEC

FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

ALEXANDER GIBB
Manufacturers' Agent and Metal Broker,
18 St. John Street, Montreal

Representing Canadian, British and American Manufncturers. Correspondence invited from firms wishing to be represented.

CHAPLETS.

ERIE GREY IRON *CHAPLETS*
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

BRASS STENCILS.

Sheet Metal Stampings, Special Stamped Metal Goods to Order. Dies and Tools, Steel Stamps, Machine and Furniture Name Plates, Seals and Seal Presses, Fire Escapes, Brass Name Plates.

Herod Machine & Stamping Co.,
BRANTFORD Limited

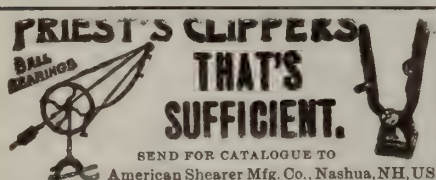
PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

CLIPPERS.



SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

HOUSE NUMBERS.

ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Felloe Plates.

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES

Raymond Bros., London, Ont.

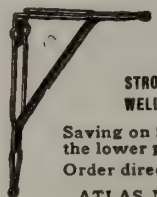
FLOOR SPRINGS.

The Best Door Closer Is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

SHELF BRACKETS.



BRADLEY "METAL CLASP" SHELF BRACKETS

STRONGEST and CHEAPEST on the market.
WELL JAPANNED, STRONG and LIGHT.

Saving on freight is a good profit aside from the lower price at which the goods are sold
Order direct or through your jobber.

ATLAS MFG. CO., New Haven, Conn.

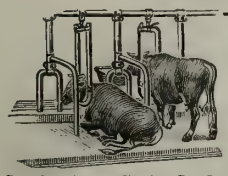
SPRAYERS.

COLLINS SPRAYERS—SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales but smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

STANCHIONS.

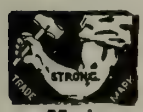


O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear lose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.



TOOL HOLDERS

For LATHES and PLANERS

All kinds—All sizes.

ARMSTRONG BROS. TOOL CO.

106 N. Francisco Ave.

CHICAGO, U.S.A.

Make ONE POUND of TOOL STEEL EQUAL 10 LBS. in FORGED tools.

Write for Catalog.

TINNING.

Tinning and Planishing Sheet Copper, Brass, Etc.
Tinning of all kinds, Malleable Casting, Black Iron, Wire Goods, etc.
WE ALSO DEAL IN SCRAP METALS

Toronto Metal Co., Limited

Cor. Davenport Road and Belmont St., Toronto

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION.

James Steele, Limited, Guelph

JENKINS & HARDY

Assignees, Chartered Accountants, Estate and Fire Insurance Agents.

15½ Toronto Street, Toronto. 52 Canada Life Bldg., Montreal

Malleable Iron Castings

for Carriages and Special Castings of all Kinds

Manufactured by

P. KYLE

MERRICKVILLE, ONT.

The INFALLIBLE GLAZIER'S DIAMOND

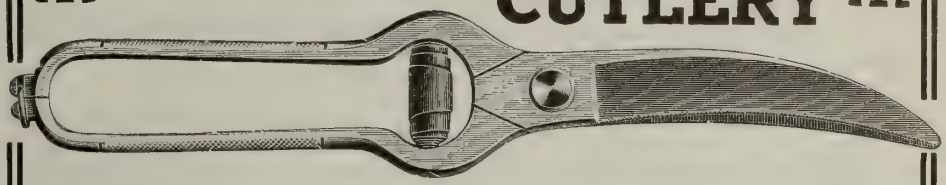
Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL

J. A. HENCKELS TWINWORKS CUTLERY

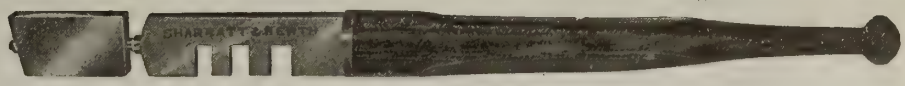


Pocket Knives, Scissors, Razors, Butchers' and Cooks' Knives, etc.

SOLE AGENTS **F.W. Lamplough & Co.,** 9 DeBresoles St. MONTREAL

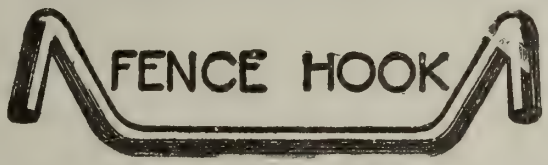
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.



To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK ***For Fastening Wooden Pickets on Wire Fences***



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME" **are the strongest and sharpest low-priced Shears and Scissors on the market.**

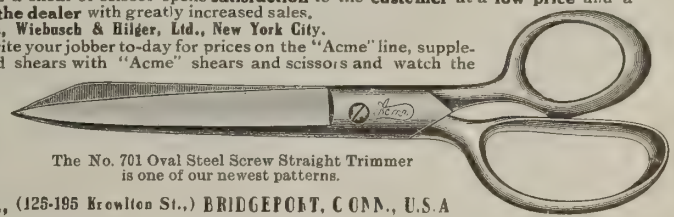
Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high-priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.



The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A

Pioneer Drop Forged Screw Drivers

Write us about our line of small tools.

We make the most complete line of Screw Drivers on the market. Send in for catalog to-day.

The Southington Mfg. Co., - Southington, Conn.

METAL POLISH.

DIAMOND CLEANSER

MAKES EVERYTHING GLITTER

Discount to jobbers. ½ and 1 pint sizes.
Requires no shaking. Will not discolor.

JOHN C. WILSON COMPANY

354 Wellington St., OTTAWA

Barrel Brand

Unsurpassed in Quality and High Workmanship

CUTLERY

(Razors, Scissors and Pocket-Knives)

Guaranteed To Give Full Satisfaction

is the line you should handle. Why? Because we sell the goods for you by our advertising to the public. Because it leaves you better profits. Because, on account of its unequalled high class quality, it will not only keep your old customers but bring you new ones.

Canadian Agents: GREEFF-BREDT & CO., TORONTO

Western Office: Fellman, Gibson & Jardine, 222 Portage Ave., WINNIPEG. MONTREAL Office: H. J. Stafford, 134 Bleury St.

SELL A GOOD LAWN-MOWER

to a man and you've gone a long way toward winning his confidence and trade. Sell him one not quite so good and he'll resent it every time he mows the lawn. Sell him a

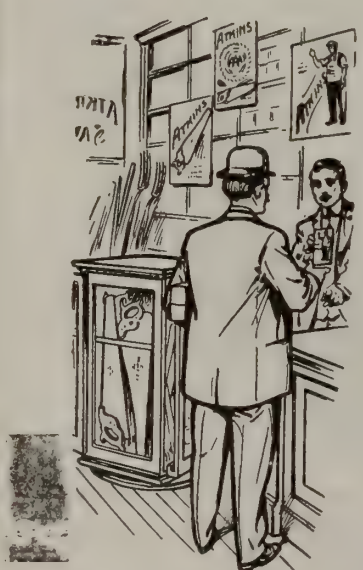
MAXWELL LAWN-MOWER

and be sure you are on the right side. The Maxwell cuts so smooth, clean and easy, and holds its edge so well, that every man who appreciates a good machine is sure to be pleased with it.

8 to 22 inch widths, wheels 8 to 11½ inches high, 3 to 6 knives. Grass catcher attachment if desired.

David Maxwell & Sons, St. Mary's Ont.

Why not make 1912 the most profitable saw year in your history?



ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

The busy housewife's thoughts turn to spring cleaning at this time and it is the opportune time for the aggressive dealer to display and put his selling powers behind cleaning and **SWEEPING COMPOUNDS.**

SOCLEAN

The Dustless Sweeping Compound

needs little introduction to a good many of your customers, and if introduced in its true light to those who have not been lucky to know of its labor-saving qualities your sales will be enormous. "Soclean" is economical, absolutely lays dust, saves scrubbing and dusting, brightens and preserves carpets, is a disinfectant, leaving a pleasant odor after sweeping.
It sells at 25 cts., 50 cts. and $1.00, put up in handy sized pails convenient for all uses.

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada

"The Sporting Goods"

We offer are of the best makers.

Our assortment is the very best and not equalled in Canada.

Our prices assure the dealer

Quick Sales with Large Profits

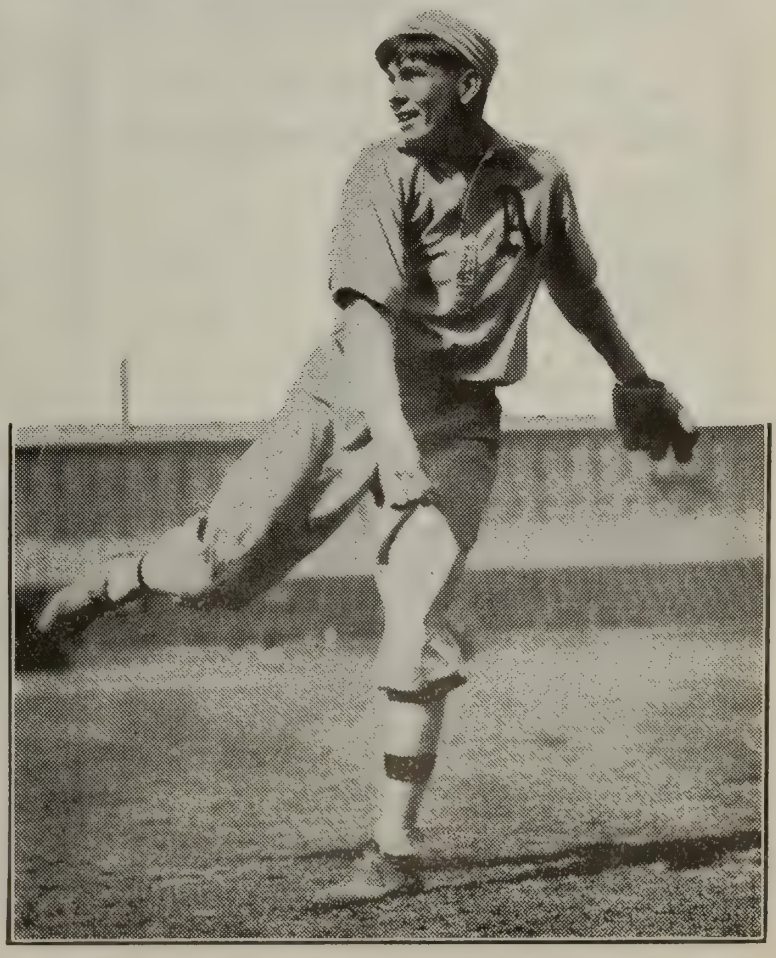
Write for our Catalogue

A. E. BREGENT

Sporting Goods Exclusively

192 St. Catherine Street East, Montreal

Also Manufacturer of Athletic Uniforms.



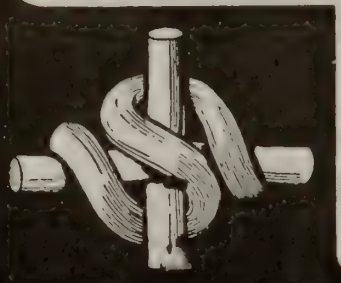
The "IDEAL" FENCE

Satisfies All Classes of Trade

This is a fence of great stability, great strength, and great endurance—a fence that covers more miles in Canada than any other fence on the market.

It has always been our aim to produce the right fence at the right price, and we have carried out this aim to such an extent, that we have gained a reputation for Quality and Workmanship which we are proud of and aim to retain at all costs.

Let us have your next order—we guarantee the best possible results.



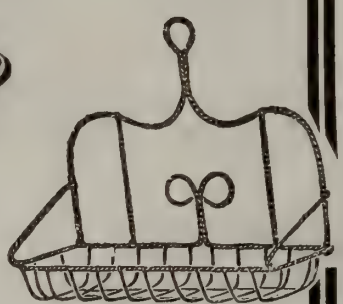
We also manufacture a full line of farm and lawn All Metal Gates and Ideal Lawn Fencing, Staples, Diggers, McCloskey Grips, Fence Stretchers, Tools, Barn Wire, Coiled Wire, Poultry Fence, Window and Stall Guards, etc.

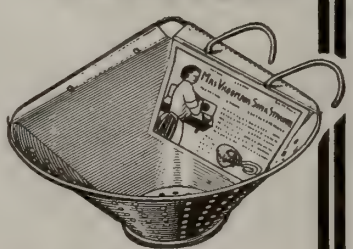
Write for circulars and prices to-day.

The McGregor, Banwell Fence Co., Ltd.

WALKERVILLE, ONTARIO

We Have KITCHENWARE That Will Meet the Requirements of Every HOUSEWIFE





The hardwareman who handles our kitchenware will get the best returns for money invested.

It is a line of unusual quality—a line that never fails to satisfy the most critical of buyers.

Our goods are attractively designed and well finished.

Write for catalog and price list.

Andrews Wire Works of Canada, Limited

Watford, Ont. - Rockford, Ill.

WESTERN ASSURANCE COMPANY

Incorporated 1851

FIRE AND MARINE

HEAD OFFICE, TORONTO, ONT.

Assets over - - - - $3,570,000

Losses Paid Since Organization of the Company, over - - 54,000,000.00

HON. GEO. A. COX, President

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W. B. MEIKLE, General Manager

C. C FOSTER, Secretary

British America Assurance Company

A.D. 1833

FIRE & MARINE

Head Office, Toronto

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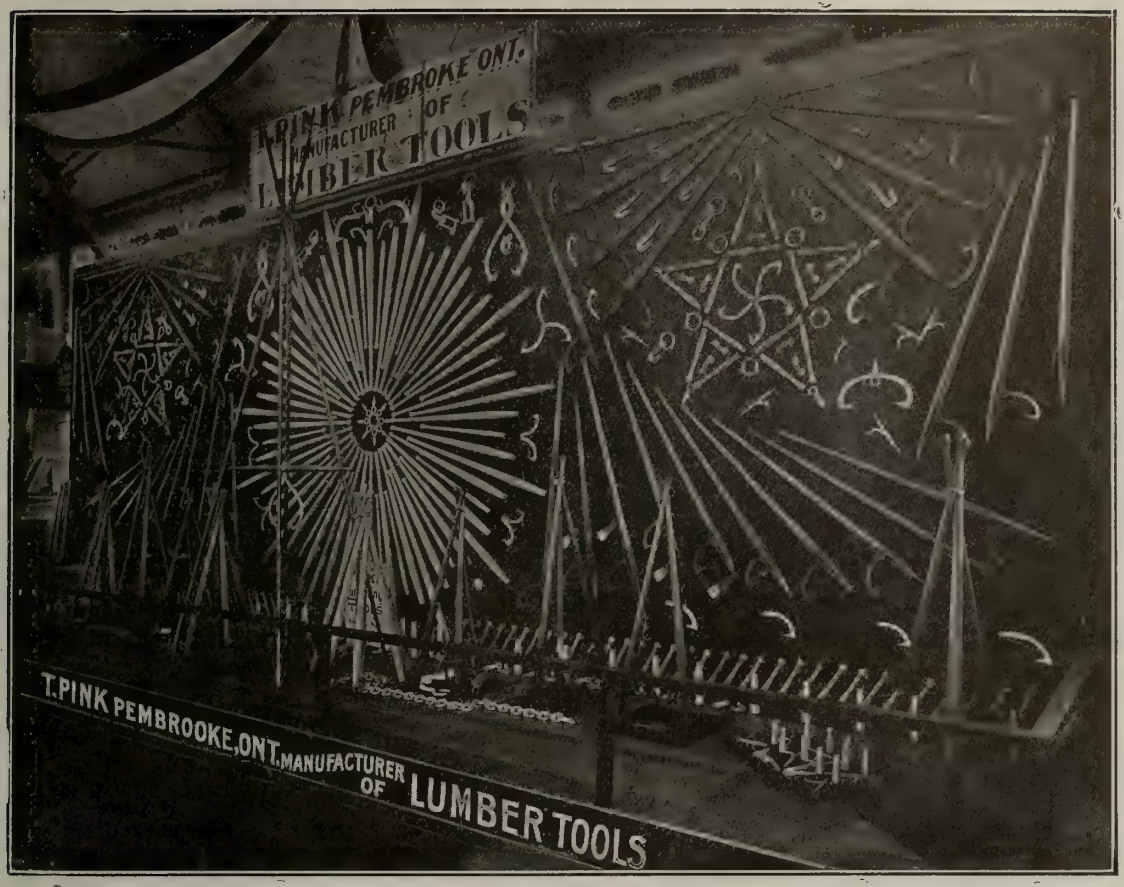
CAPITAL - - - - -	$1,400,000.00
ASSETS - - - - - - - - -	2,162,753.85
LOSSES PAID SINCE ORGANIZATION	29,833,820.96



Pink's Lumbering Tools

Made in Canada

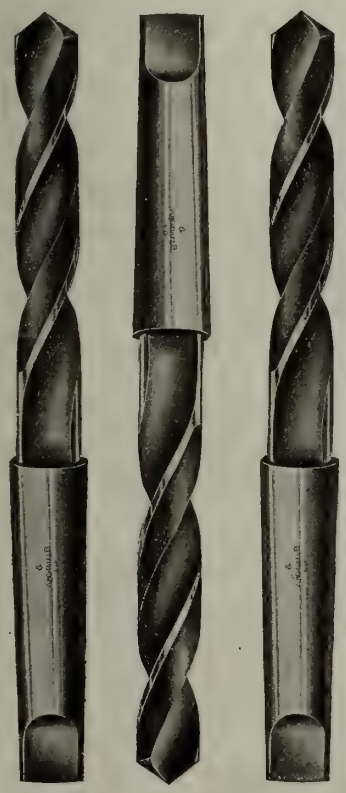
The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.

We manufacture all kinds of lumber tools.

Light and Durable Send for catalogue and price list.

Long Distance Phone No. 87

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.



"Hercules" Drills Are Not Made By The Taking-Away Process

The goodness of "Hercules" High Speed Twist Drills is the result of the Twisted-While-Hot Process. The Vanadium Steel, from which "Hercules" Drills are made, comes to you with its strength unimpaired in the grain or in its lasting quality. Other methods of drill manufacture remove the strength-giving quality of the metal and produce drills without a backbone. "Hercules" Drills have the taper shanks, usually one size larger than regular, which eliminate tang troubles and give greater driving power, owing to the firm hold of chuck which grips the drill in the center. Your jobber can supply you or you can order direct.

Tools of Quality
Trade
W B
Mark
Bear these Marks

Tools of Quality
Trade
W&B
Mark
Bear these Marks

Catalog 74-C will be sent on request

The Whitman & Barnes Mfg. Co.

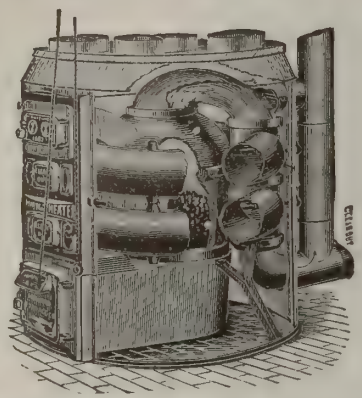
Established 1854 ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

IT'S QUALITY AND ADVANTAGES THAT MAKE

CANADIAN HOWARD DOUBLE RADIATOR FURNACES

THE CHOICE OF MOST BUILDERS



The "HOWARD" Furnace means an enormous economy in fuel to the user, as the heat and gases have to pass through two radiators, thereby greatly reducing the heat by the time it reaches the smoke pipe, which, in the ordinary furnace would go up the chimney.

We employ only the most skilled mechanics and use only the best materials in the manufacture of this furnace.

Mr. Dealer, if you want to handle a line that will prove completely satisfactory to your customers, and a money-maker for yourself, investigate the HOWARD. Remember it is absolutely guaranteed. Write us for particulars.

The C. NORSWORTHY CO., Ltd., St. Thomas, Ont.

Improved Patent Flush Handle

CHESTERMAN'S

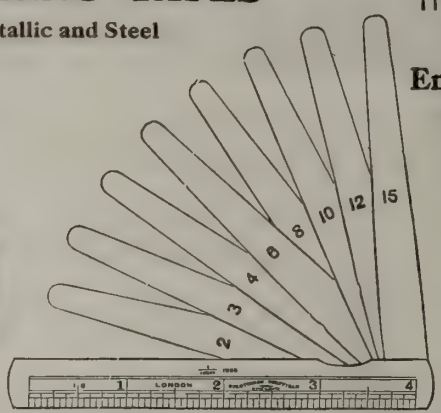
TRADE MARKS J C CONSTANTIA J C

MEASURING TAPES

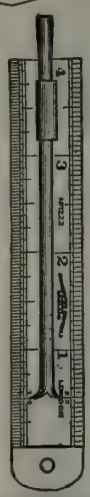
Linen, Metallic and Steel

TREBLE

Engineers' Small Tools



Steel Rules, Gauges, etc.



Steel Feeler Gauge

For Prices, Catalogues, etc., apply to

F. H. SCOTT, 133 Coristine Bldg., Montreal

CANADIAN TUBE & IRON CO., LIMITED Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

CT

TRADE MARK BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

CT

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

Wright's No. 4 Cold Blast Lantern

WITH PATENT UNDETACHABLE WIRE EARS

No openings in tubes to wear larger and cause handle to drop out.

No openings in tubes to allow the entrance of extraneous currents, to cause the flame to oscillate and flicker.

Lantern burns brilliantly and steadily, and well holds a large supply of oil.

Wright's No. 4 Cold Blast leads in points of appearance and quality.

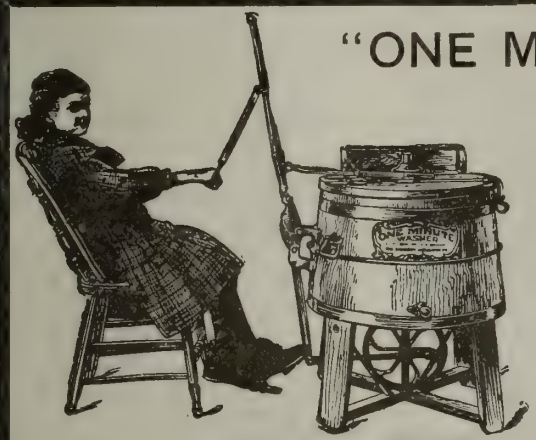
Packed half doz. in a carton. Order sample lot.

Plain Tin, Japanned, Brass Well, and with Dash and Reflector Attachment.

E. T. Wright & Co., Hamilton, Canada

(H. G. Wright)

Agencies at VANCOUVER, WINNIPEG, and TORONTO



"ONE MINUTE" Washers & Wringers

Imitated in Construction—Unequalled in Quality

This machine will increase your washer profits.

It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

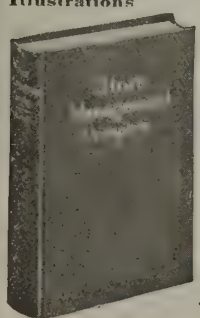
Communicate with us NOW and get full particulars. It will pay you.

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE & FURNITURE CO., Montreal

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**
$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it shonld be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
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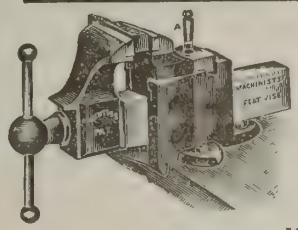
Do Not Be Misled by Inferior Imitations.



There is but one

PRENTISS VISE

Made by

Prentiss Vise Company

Hardware Building, 106-110 Lafayette St., Cor. Walker St., NEW YORK

Sole Agents for Canada: A. Macfarlane & Co., Coristine Bldg., Montreal.
Sole Agents for Great Britain: Chas. Neat & Co., 112 Queen Victoria St., London, E. C.

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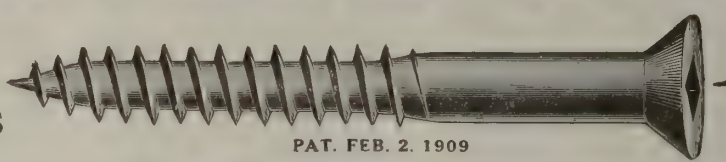

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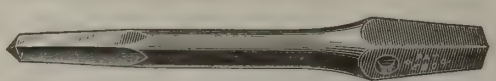

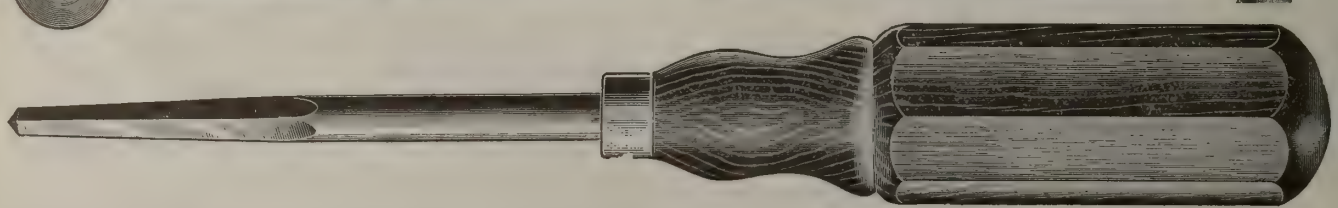

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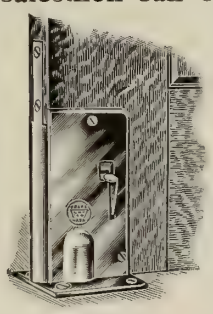

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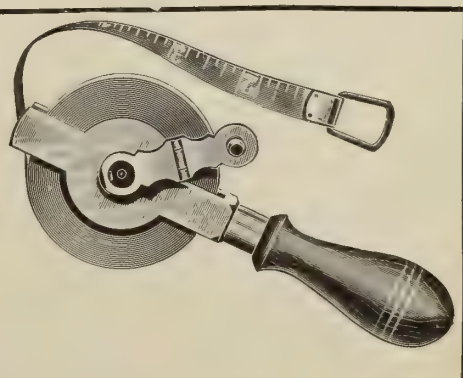

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April 13, 1912

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Everjet Elastic Paint

Save money by using this black paint wherever the color is no objection. Elastic, heat-proof, durable. Use it for "rubber" roofings and all exposed iron and wood.

The Paterson Mfg. Co., Limited

Montreal: Toronto, Winnipeg
Vancouver, St. John, N.B., Halifax, N.S.

A QUESTION OF POLICY

Many a dealer, in his desire to be strictly up-to-date and to please his customers, has stocked nearly every safety razor that has come out.

The steady demand, built on quality and persistent advertising, soon clears out his GILLETTES. But the others stick—and their appearance does not improve with age.

Some dealers, facing a considerable loss in these slow-moving goods, decide to hold back the GILLETTE till they have succeeded in getting rid of the other stuff with which they are loaded.

As surely as night follows day, this course leads to two results.

Their razor trade falls off, because customers go elsewhere to buy the GILLETTE—and those who do purchase other razors come back to kick, or worse still, stay away and knock.

To sacrifice these misfits at once hurts, but it pays in the end to do it, and to feature the GILLETTE.

You simply cannot afford to recommend to your customers as the best, any razor except the one that is the best—and six million users concur in the opinion that this is the GILLETTE Safety Razor.

The GILLETTE is the razor that increases sales and makes friends, not kickers.

The Gillette Safety Razor Co. of Canada, Limited

Office and Factory: THE NEW GILLETTE BUILDING, MONTREAL

Offices and Factories in Montreal, Boston, New York, Chicago, London, Eng., Leicester, Berlin, Paris, Hamburg and Shanghai, China

TRADE Gillette MARK
KNOWN THE WORLD OVER

MAYMORE

INSIDE LOCK SETS A SPECIALTY

COMPLETE LINE OF BUILDERS HARDWARE

No 7968

WRITE FOR PARTICULARS OF COMPLETE LINE TO

THOMAS . W . KIRBY

YONGE ST ARCADE TORONTO

MANUFACTURED BY

MAY & PADMORE Ltd BIRMINGHAM ENG

TRADE CHICAGO MARK

A SUGGESTION

Have you a stock of Spring Hinges that have distinctive selling features which your salesman can offer and which would make the prospective purchaser buy them and no other?

Chicago "Triplex" Spring Butts

offer this advantage to you. The appearance, durability and finish of this article are unsurpassed, and in consideration of prices that are conservative in respect to value, the up-to-date dealer cannot afford to neglect this profitable business.

Send for Catalogue M 26. It fully illustrates and describes the most complete line of Spring Hinges manufactured.

Chicago Spring Butt Company

CHICAGO NEW YORK

A New Line

"Yankee" Plain Screw Drivers

Strong, durable, well balanced tools, of the same high quality of material and workmanship as other "Yankee" Tools, which to-day are without equal.

The blade and ferrule are highly polished, the handle of hardwood, finished in dull black, making a handsome appearance.

Each tool is thoroughly tested and the blades positively guaranteed not to turn in the handle.

Your Jobber Will Supply You

No. 90, Standard Style, Fourteen Sizes, 2 to 30 in.

No. 95, Cabinet Style, (Slim Blade) Eleven Sizes, 2½ to 15½ in.

Made by

North Bros. Mfg. Co.

PHILADELPHIA, PA.

MOTOR BOATING

Will be more popular than ever this season

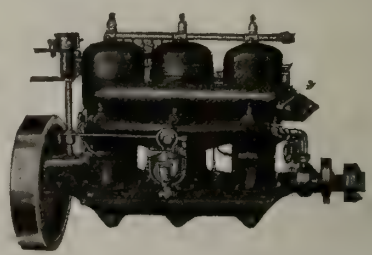
THIS year promises to be a record year in the motor boat field. When the season opens there will be a large number of new boats, and old boats fixed up. What are you doing to reap the benefit of this trade? Every wide-awake dealer should stock motor boat supplies and marine hardware. We carry the largest stock of accessories in Canada. Our Motor Boat Accessory Catalog is ready for mailing; a card asking for Catalog H. 24 will bring it to you.

If you are interested in Marine Engines you should have our Catalog H 23.

WHEN WRITING FOR CATALOGS ADDRESS OUR NEAREST BRANCH.

The Canadian Fairbanks-Morse Co.,
LIMITED

MONTREAL	TORONTO	SASKATOON
ST. JOHN	WINNIPEG	VANCOUVER
OTTAWA	CALGARY	VICTORIA



THE S.M.P. WATERING POTS

FITTED WITH

Seamless Breasts, Patent Zinc Roses and Detachable Spouts

Prices on Application

Plain Tin, Japanned or Galvanized

QUARTS 1, 2, 3, 6, 10, 14

THE SHEET METAL PRODUCTS COMPANY

OF CANADA SUCCESSORS TO LIMITED

Kemp Manufacturing Company

Montreal TORONTO Winnipeg

THE BIG LAWN
FAMOUS 4 MOWERS
Have No Equal

Each, a winner in its class, and can't be duplicated elsewhere at the figure asked for it.

Service and Satisfaction Considered we claim they are the Cheapest Mowers to be found in Canada.

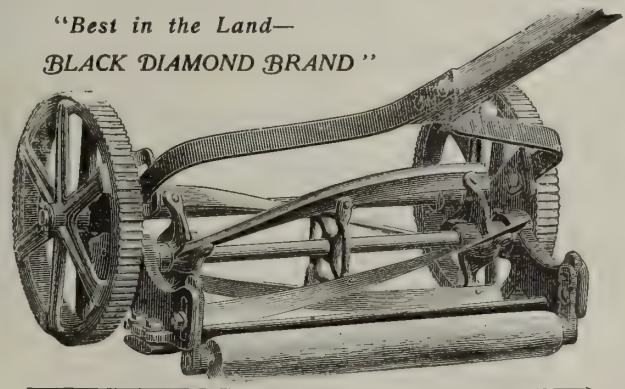
THERE IS A PROFIT IN THEM.

BLACK DIAMOND—**Ball Bearing**
HIGH WHEEL—FOUR BLADE REEL
Gold and Aluminum Bronzed; Vermilion and Black Trimmed.
Geared on Both Ends
10-in. Wheels; Sizes 14, 16, 18 and 20-in. Cut.
A High Grade, Very Light Running, Beautifully Finished Mower at a Medium Price. Away ahead of anything else in Canada at the price.

THE PRICE IS NOT CUT TO DEATH.

COMMONWEALTH—Plain Bearing
MEDIUM HIGH WHEEL—THREE BLADE REEL.
Aluminum Finish, Gilt and Red Striped
Geared on Both Ends.
9-in. Wheels; Sizes, 14, 16 and 18-in. Cut.
No Better or Lighter Runnin Plain Bearing Mower on the market than this.

"Best in the Land—
BLACK DIAMOND BRAND"



BALDWIN—Plain Bearing
LOW WHEEL—THREE BLADE REEL.
Painted Green, with Gilt Stripes.
Geared on Both Ends.
8-in. Wheels; Sizes, 12, 14 and 16-in. cut.
It Works Well and Sells Well. It represents Full Value for the Price.
It is a Good, Serviceable, Cheap Mower.

THEY SELL VERY FAST.

NEW ENGLAND—Ball Bearing.
LOW WHEEL—THREE BLADE REEL
Gold and Aluminum Bronzed; Red and Black Trimmed.
Geared on Both Ends.
8-inch Wheels; Sizes 14, 16 and 18-inch Cut
We consider this the Best and Handsomest Three-Blade Ball-Bearing Mower made.

THEY DO THE WORK WANTED.

Every Mower Guaranteed Free of Flaws and Imperfections in Material and Workmanship.

They Cover all Needed Requirements and the Desired Range of Quality, Utility, Finish and Price.

They do away with the necessity of carrying the many makes and styles formerly required to meet the demand.

They Simplify Your Mower Business.

Send for Circular Illustrating These Mowers in Their Actual Colors.

LEWIS BROS., LIMITED, MONTREAL

OTTAWA TORONTO VANCOUVER

"NATIONAL" Builders' Hardware

Right in Quality **Right in Price**

Wrought Metal Door Trim

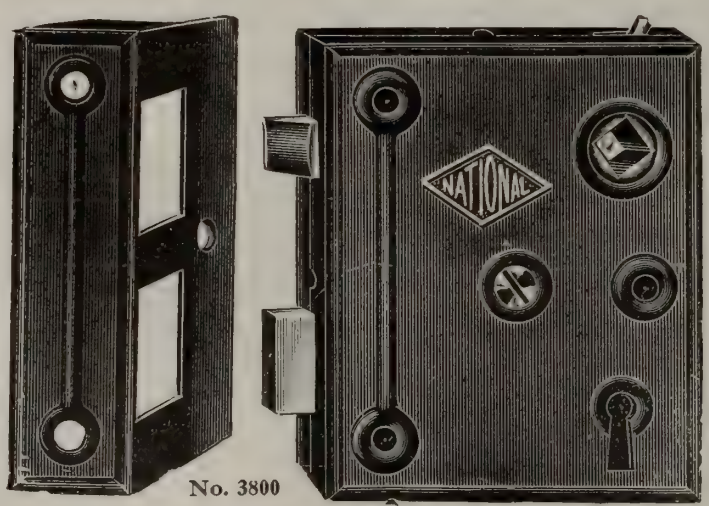
Oakland Design—No. 52.

Cuts illustrate two of our new, attractive lines of House Trimmings in wrought metal. We have many other styles, each and every one is distinctly in a class by itself for quality, finish and quick selling.

Made in front door and inside sets, sliding door sets, push plates, letter box plates, etc. Made in all finishes and in brass, bronze or steel metal.

Laurentian Design—No. 55.

Steel Rim Locks



No. 3800

The National Steel Rim Locks are noted for their strength, safety, durability and finish. The locking mechanism is entirely pivoted on a central pin, is very simple and cannot get out of order.

GUARANTEED TO MEET THE REQUIREMENTS OF YOUR BEST CLASS TRADE.

National Hardware Company LIMITED

ORILLIA ONTARIO

A CONTRAST

There is no Fraud or Deception About the

Stewart Clipping Machines

No Sham—No Pretense—No Imitation. They Are Genuine in Conception and Quality.

Order from your jobber and write for our big new 1912 catalogue.

When you sell Stewart Clipping Machines, your customers and yourself are backed by the guarantee of the largest establishment in the world making clipping machines. We guarantee every Stewart machine to satisfy the user or we will rufund his money.

No imitator of Stewart Machines has ever offered so strong a guarantee because the imitations are inferior in quality.

Business Pirates Find Little Favor with Upright Merchants

The Captain Kidds of Commerce who seek to trade upon an honest manufacturers' reputation by inferior imitations, should have no place in the modern business world.

Handle the genuine Stewart Machines to make pleased customers.

Chicago Flexible Shaft Company

250 Ontario Street, CHICAGO

Steel Company of Canada, Limited

Basic
Open Hearth
STEEL
PRODUCTS

Steel Bars
All Sizes and all Carbons

Horse Shoes — Horse Nails
Stove Bolts — Stove Rods
Rivets — Wire
Wire Nails — Tacks
Bright Wire Goods
Wood Screws, Machine Screws
Railroad Track Equipment
Invincible Fencing

PROMPT SHIPMENT IF ORDERED NOW

WROUGHT PIPE

Merchant, Black and Galvanized
White Lead, Putty, Shot, Lead Pipe

DISTRICT SALES OFFICES:
HAMILTON TORONTO MONTREAL WINNIPEG
VANCOUVER, B.C. VICTORIA, B.C. ST. JOHN, N.B. HALIFAX, N.S.

Samson Sporting Goods

Our sporting goods have been selected with the same care and attention that has made the trade mark "Samson" the guarantee of the very highest quality in Farm and Garden Tools, Mechanics' Tools, etc. You can depend absolutely on the fact that Samson Sporting Goods are

PERFECT TO THE FINEST DETAIL

Balance, weight, strength, shape; the stitching of the baseball mitts and gloves; the bias and finish of the Samson Lawn Bowls; everything has been done that would satisfy the most enthusiastic sportsman. We want you to remember that our "Samson" trade mark on any line means a guarantee of absolute satisfaction. Don't fail to order Samson Sporting Goods early for the big trade.

Send Us Your Orders Now

H. S. Howland, Sons & Co., Limited

WHOLESALE HARDWARE

TORONTO

We Ship Promptly.

Our Prices are Right.

Graham Nails are the Best

? ? WHY ? ?

Why does **"CRESCENT BRAND" BUILDERS' HARDWARE** have the biggest sales?

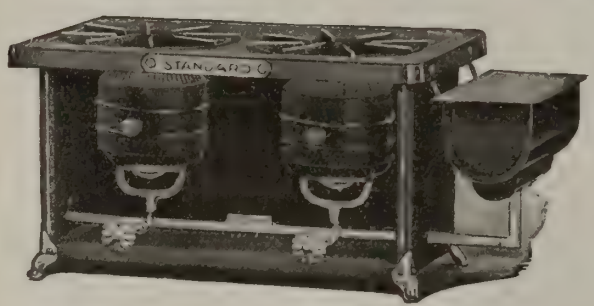
Why are **"CRESCENT BRAND" FINISHES** the most sought after??????

Why is it that the majority of doors put up to-day swing on **"CRESCENT BRAND" HINGES**??????

? ? WHY ? ?

Canada Steel Goods Co., Limited, - Hamilton, Canada

"STANDARD" WICKLESS BLUE FLAME OIL COOK STOVES



Sizes 1, 2 and 3 Burners

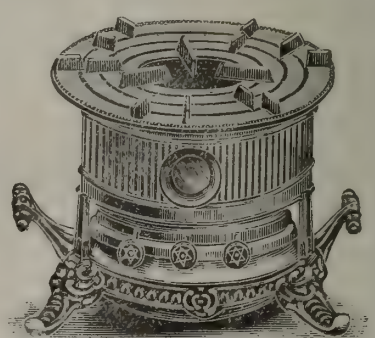
Made on the "gravity feed" principle

SIMPLE AND EASY TO OPERATE.

Solves the problem of economical cooking in country homes and surburban residences.

We have also in stock

"Buckeye Junior" Gasoline Stoves
"Summer Girl" Oil Stoves
"German Oil" Oil Stoves
"Eagle" Oil Stoves, Etc.



German Glass Bottom Stove

WRITE FOR PRICES.

THE THOS. DAVIDSON MFG. COMPANY, Limited

MONTREAL - - TORONTO - - WINNIPEG

Are you seeking new business?

Look at the houses, industrial buildings, manufacturing plants, and building operations (present and prospective) in your vicinity that need good, new, enduring roofs.

Don't you see the opportunity of telling the advantages of

Genasco

THE TRINIDAD-LAKE-ASPHALT Ready Roofing

Its lasting waterproof make-up of Trinidad Lake asphalt appeals quickly where endurance, good appearance, and economy are demanded.

Order from your jobber, and let the people know you sell Genasco.

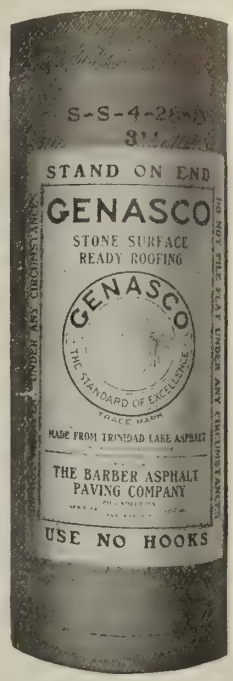
The Kant-leak Kleet simplifies the laying of smooth-surface roofing and prevents nail-leaks.

THE BARBER ASPHALT PAVING COMPANY

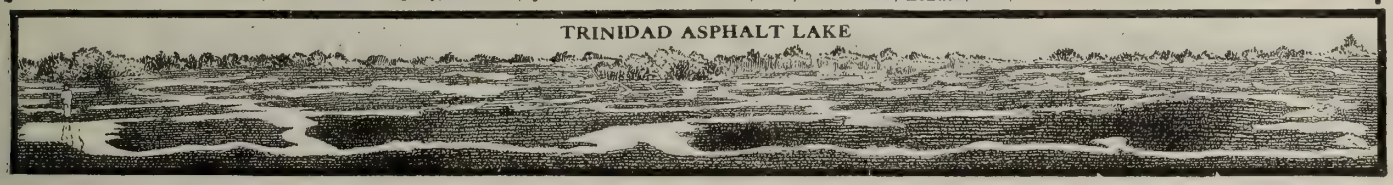
Largest producers of asphalt, and largest manufacturers of ready roofing in the world

PHILADELPHIA

NEW YORK SAN FRANCISCO CHICAGO



Caverhill, Learmont & Company, Montreal, Quebec. D. H. Howden & Co., Ltd., 200 York St., London, Ont., Canadian Distributors



H&R ARMS Co

¶ Right in every hardware store is the most logical place for a line of reliable, accurate, and moderate-priced single guns.

For ridding premises of pests—snakes, rats, 'chucks and the many kinds of crop and poultry destroyers, the Harrington & Richardson single guns are specially suited.

¶ There is a large and growing demand for an economical and efficient weapon for just that purpose, as well as for occasional hunting.

Here's the gun:

TRADE H&R ARMS CO. MARK

TRADE H&R ARMS CO. MARK

Specifications, 12 to 28 gauge—26 to 32 inch barrel—ejecting or non-ejecting—fine black walnut stock—hard rubber butt plate—weight 5¾ to 6½ lbs., according to gauge and barrel. For black or smokeless powder.

¶ These guns are quick sellers. They are made and sold under the broad H. & R. guarantee of quality, reliability and satisfaction. With a few of these H. & R. guns in stock, the hardware dealer is equipped for a profitable and increasing trade.

Our 40-page catalogue is yours for the asking. It contains valuable selling points for every hardware dealer, and shows the complete H. & R. line. Ask for it now while you think of it.

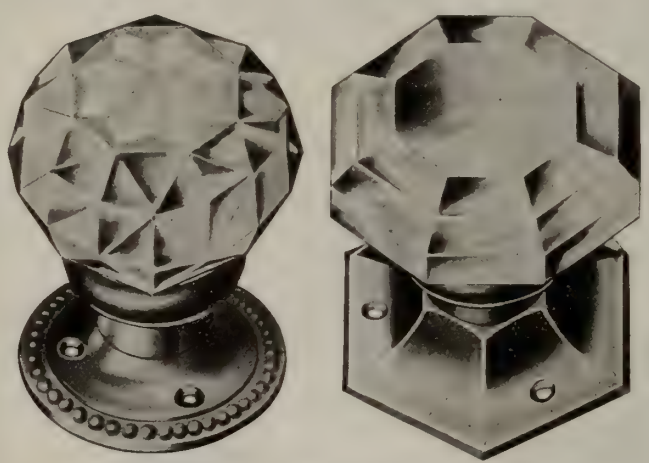
Harrington & Richardson Arms Co., 715 Park Avenue, Worcester, Mass.

American Cans

IN SELECTING your PAINT and VARNISH Cans use the same careful judgment and criticism that you exercise in all other purchases. "American Cans" court such a test. Cans are not all alike, even if they do seem similar and look alike as "two peas in a pod." Satisfy every one of your needs in weight, strength, manufacturing detail and appearance; then consider price, promptness of delivery and possibility of a continuous supply without interruption. On the above basis we will take a chance on securing and holding your business.

American Can Company

Montreal, Que. Hamilton, Ont.



A few of our beautiful line of

Cut Glass Knobs

HIGH-CLASS BUILDERS' HARDWARE of all kinds for high-class buildings, banks, offices, residences, etc.

The Belleville Hardware and Lock Manufacturing Co.
LIMITED

Head Office and Factory — BELLEVILLE Canada

PEERLESS PERFECTION

You Are Known by the Goods You Sell

Peerless Poultry Fencing will sustain your good reputation, because it has a *Reputation of Its Own*, in addition to making more satisfied customers for you and greater sales.

You can vouch for the quality of our fence because we protect you with

Our Guarantee

A moderate priced fence with which you can successfully meet mail order competition and at the same time realize a nice margin of profit for yourself.

Write for our catalogue and get acquainted with a dependable line of fencing for your business.

We manufacture a complete line of farm, poultry and ornamental fence and gates.

Agents wanted immediately.

The Banwell-Hoxie Wire Fence Company

WINNIPEG, MAN.
HAMILTON, ONT.

Sell GLUE in packages--it means less handling--more profit

BRANTFORD ALL AROUND GLUE

weighed and wrapped ready to hand over the counter.

NO MUSS—NO FUSS—
NO LOSS OF TIME

¼ pounds, ½ pounds, pounds. Everybody's Glue Size, in pounds only.

The quality is there and will be maintained.

ASK YOUR JOBBER FOR PRICES AND DISCOUNTS

PROTECT your show-cases by using the

BRANTFORD COIN MAT

same as cut at left in Blue and Orange.

WRITE US FOR ONE.

CANADA GLUE CO.
LIMITED
BRANTFORD, ONT.

Manufacturers of Glue and Gelatine of all kinds and for all purposes.

WE MANUFACTURE IN

TORONTO and WINNIPEG

- Lead Pipe
- Lead Waste
- Traps and Bends
- Brass Ferrules
- Babbitt Metals

- Solder, all grades
- Sheet Lead
- Lead Fibre
- Fuse Wire
- Battery Zincs etc.

AND FOR

METALS

WE ARE HEADQUARTERS AND CARRY IN STOCK

INGOT COPPER, PIG LEAD, PIG TIN, ALUMINUM AND ALL INGOT METALS

THE CANADA METAL COMPANY, LIMITED

Head Office and Factory, TORONTO — Branch Factory, WINNIPEG

Branch Offices, HAMILTON MONTREAL VANCOUVER

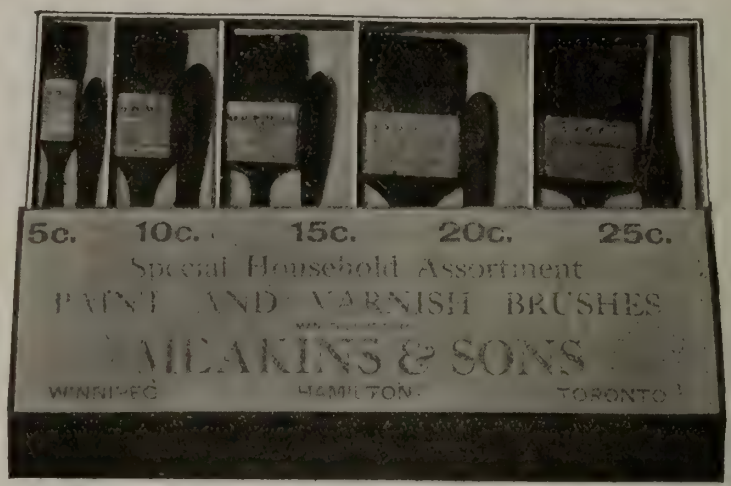
BRUSHES

Assortments of Brushes in neat display boxes convenient for the Hardwareman.

Varnish Brushes that retail for

5c. 10c. 15c. 20c. 25c.

at a good profit for the Hardware dealer. Can be bought through your Jobber or from



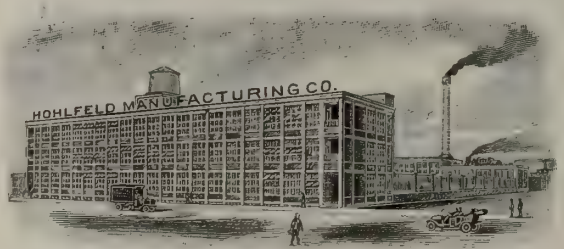
MEAKINS & SONS

TORONTO - - HAMILTON - - WINNIPEG

THE HOHLFELD LINE
OF
High Grade Hammocks
for 1912
is now ready and will be shown throughout Canada by

GEO. BORGFELDT & CO. OF TORONTO AND MONTREAL

The Most Profitable Line
Because it is Most Saleable



The Most Popular Line
Because it is Most Satisfying

Main Office and Mill, Philadelphia, Pa.

NEWEST DESIGNS, WEAVES AND COLORINGS

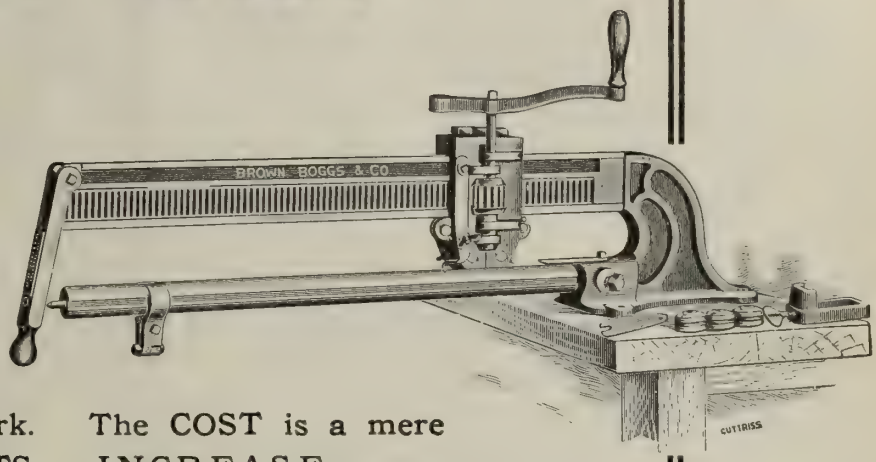
Known the world over as the standard by which all others are measured

Geo. Borgfeldt & Co., Agts.
TORONTO

Catalog and Prices on request

YOUR TIN SHOP

is not complete without a NOYES GROOVER. It will GROOVE the work and close the seam down in one operation. It is good for INSIDE or OUTSIDE seaming. The standard size has been 32 in. long. We are also making the "NOYES" for 36 in. work. The COST is a mere trifle compared with RESULTS. INCREASE your PROFITS by adding one of these machines to your equipment.



The Brown-Boggs Company, Limited

HAMILTON, CANADA

Tinsmiths' Tools, Presses, Dies, Sheet Metal Workers' Tools, Canning Machinery

Get the Local agency for "Safelock" Wire Fence

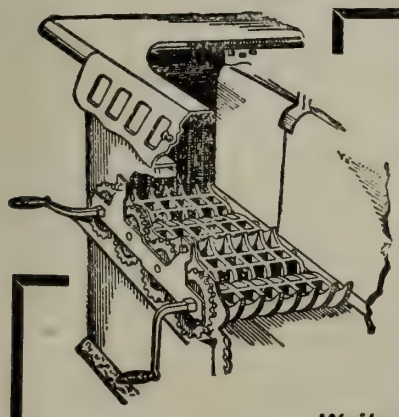
You will find "Safelock" the best selling line of fence you ever handled, because you can prove by actual demonstration that it really is the strongest fence made.

Look at this little cut—note how the stay wires interlock where they wrap the strand wire. You simply cannot make a "Safelock" stay slip in any direction. And, as the strand wires are not kinked, at the lock, every wire retains its full strength.

Better write us to-day about getting an exclusive "Safelock" agency for your locality

The Owen Sound Wire Fence Co., Ltd., Owen Sound, Ont.

Western Agents: The Brandon Safelock Fence Co., Brandon, Man.



There's A Better Profit Awaiting YOU

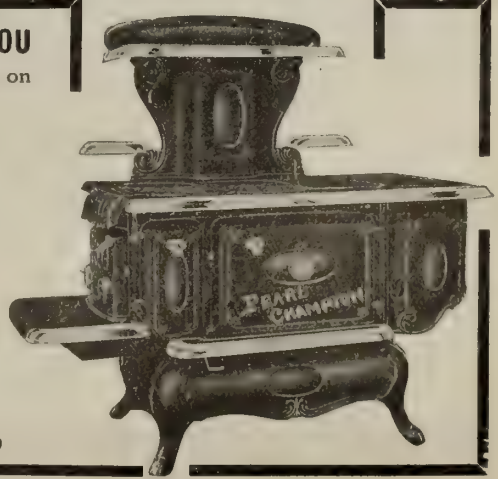
Seize this opportunity and write us for catalog on

CHAMPION RANGES

Ranges that are extremely popular wherever used—ranges that bring the dealer good profits.

The Champion Grate

is a grate which is patented and used only on this range. Crosswise, non-warping, easily shaken, more open surface and a clean fire.



Write for Catalogue NOW.

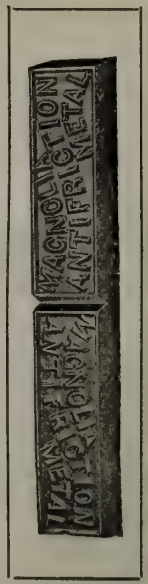
D. J. BARKER & COMPANY, - Picton, Ontario

CONVERTED

The foundation upon which we have built a world-wide business is based upon our policy of seeking and curing troublesome bearings, and otherwise demonstrating the value and economy of Magnolia Metal.

Magnolia is not a *soft* metal; its factor of safety is far in excess of the requirements of any properly constructed bearing—and out-wears even brass or bronze, giving much better service. There is a lot of misinformation regarding "hard" bearings.

No matter how hard they are they go to pieces or give trouble when they get hot—which they generally do. Magnolia keeps cool, won't squash, stays put, and won't cut.



O. B. LITTELL
622 Pontius Avenue, Seattle, Was. December 7th, 1911.

Gentlemen:—I take pleasure in stating that I am a user of Magnolia Metal and have been for the past two years.

I have put Magnolia Metal to what I consider a thorough trial. The first place I applied the metal was to an Emery wheel travelling 1200 R.P.M., and it worked so well that I then applied it to a fan 1470 R.P.M. The next place was to the crank pin of my main engine, and having such good results I concluded to babbitt the cross head brasses. In all the places the metal was applied, not one bearing has been taken up over 1-16-inch, and has run from 12 to 18 months.

I have come to the conclusion that Magnolia is surely a riddle; it can be worked like lead and still be as tough as it is.

I was somewhat afraid to try it in my main engine, because I thought it was too soft to stand up to the work, but I have a different opinion now. I have been following this line of work for over twelve years, and am sorry that I did not have an introduction sooner.

Yours respectfully, ALLEN J. STOCKS, Engineer in Charge.

SPECIAL OFFER

PRACTICAL ENGINEER POCKET BOOK, 680 pages, over 2000 subjects. Price 40c. post paid. We do not aim to make a profit on these books. We buy them in large quantities as an advertising medium and give Engineers benefit of low price. They are highly spoken of by Engineers. Address Montreal office.

SOLD BY LEADING DEALERS EVERYWHERE OR BY

MAGNOLIA METAL CO.

225 ST. AMBROISE STREET, MONTREAL
NEW YORK CHICAGO

IMPORT ONLY

Aluminium Kitchen Utensils
Brass Goods—all kinds
Hearth Furniture
Electric Fixtures and Lamps
Cutlery, Nickel Trays, etc.
Baskets, Novelties

We are sole Canadian Agents for the largest and best United States and European Manufacturers of above lines. Our Salesmen are now on the road with samples. Write for appointment, or call at our Sample Room.

British & Continental Agencies, Limited
16 Front Street East, Toronto

Air-O-Lite Lamp

A Necessity in the Modern House.

Never Fails to Satisfy.

Makes its own gas—cheaper than Oil, Electricity or city gas. Just what is required in your house or country cottage—safe—reliable and no chimneys to break.

Write for full particulars and prices.

The Rochester Lamp Company

TORONTO, ONTARIO

Good Pumps--- with Good Profits

We are looking for the pump dealer who knows that selling good pumps pays in good-will.

McDougall Pumps are well made, properly fitted, good through and through "Aremacdee" Brand.

Every pump sold stays sold and stays in good order.

Metal Hand or Motor Pumps—for Force or Lift use—every size, style, kind, in our big catalogue.

Write

The R. McDougall Co., LIMITED

GALT, CANADA

The Best Belting for Hardwaremen to Handle

Is That Which Has the Longest Standing Reputation as to Quality

"AMPHIBIA"

(Waterproof)

and

"CLIMAX"

Leather Belting

are the results of over 30 years' concentration on this one particular line—leather belting — with QUALITY as the keynote.

You will never lose a Belting Customer if you stock these brands.

Made by

Sadler & Haworth

Tanners and Manufacturers

MONTREAL
511 William St.

TORONTO
27 Melinda St.

ST. JOHN, N.B.
89 Prince William St.

VANCOUVER
217 Columbia Ave.

WINNIPEG
244 Princess Street

For over 30 years the makers of the best leather belts

SPECIAL PRODUCT

IT is certain that you want the best parts that can be produced and want them at a reasonable price.

It would not pay us to offer you inferior screw products, nor those made at a higher production cost than you can afford to pay.

Our complete plant, equipped with the accurate and rapid screw making machines, enables you to get the best at a fair price.

We make all kinds of parts that can be milled from bars—make them up quickly to your specifications. A complete assortment of standard screws and nuts carried in stock.

We can both profit by the ACME way. Your trial order will mean continued satisfaction.

THE NATIONAL-ACME MANUFACTURING CO.
MONTREAL, QUE., ST. HENRI & G.T.R.

McClary's

RAILROAD and DELIVERY CANS

STYLE E.

With SAMSON Bottom, Breast and Cover.

Made Up---Ready to Sell

18 Gauge Tinned Iron Body, Steel Barrel Handles. Covers are Interchangeable.

SIZES - 6 - 8 - 10 - 12 Gallons

These are high grade lines that sell easily. Order Stock Now.

McClary's

STYLE G.

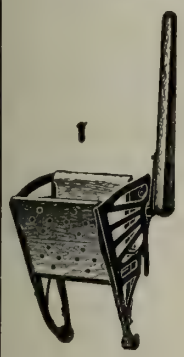
With SAMSON Breast and Cover-Anchor Bottom

"McClary" on goods is a quality name.

Toronto Montreal London Vancouver St. John, N.B.
Hamilton Winnipeg Calgary Saskatoon

McClary's Ship Quick

Look For This Trade Mark Then Buy The "White" Mop Wringer



WHITE MOP WRINGER CO.
FULTONVILLE, N.Y.

NICKEL

The Canadian Copper Co.

NICKEL FOR NICKEL STEEL

The Orford Copper Co.

WRITE US FOR PARTICULARS AND PRICES

General Offices
43 EXCHANGE PLACE
NEW YORK CITY

Economy Furnace---300---Series B.
Cased with Vertical Shaker.

Profit by the Experience of Others

by writing us for letters from users and dealers—these letters will convince you that the

PEASE FURNACE

is just as we claim—an economical and efficient heat distributor that is the "choice of the people that know."

This furnace is largely sold on the recommendation of users to their friends through real merit. Quality, Construction and Prices are right.

Write to-day for illustrated catalogue.

Let our Heating Engineering Department help you Free of Cost on any heating problem you may have to solve.

PEASE FOUNDRY COMPANY
LIMITED
Toronto :: Winnipeg
Western Representatives
PEASE-WALDON CO., Ltd., WINNIPEG
253

OAKEY'S

The original and only Genuine Preparation for Cleaning Cutlery 6d. and 1s. Canisters.,

'WELLINGTON'
KNIFE POLISH

JOHN OAKEY & SONS, Limited
Manufacturers of
Emery, Black Lead, Emery, Glass and Flint Cloths and Papers, etc.
Wellington Mills, London, England

All Bits May Look Alike to You

but there's as much difference between the FORD and ordinary bits as there is between Black and White.

It is unquestionably the finest Bit ever made. No other bit CAN bore as rapid, no other Bit DOES bore as smooth and no other bit has the "accurate to the fraction of an inch" clean cutting qualities the FORD possesses.

FORD BITS will bore straight through the hardest knots
without turning off the least. The FORD Patented Concave Twist is a marvel. As it works it throws all borings to the centre, thus insuring a free, easy action from the moment the screw point starts until it bores out.

Enthusiastic Ford Users have termed it "The Twist that saves the wrist" and once you try a Ford you'll agree that it does save many a twist, bores as easy again and leaves a smoother hole than any bit you ever used.

Progressive dealers everywhere sell this money saving, labor saving bit. Insist upon the FORD—each one fully guaranteed.

Write for our free descriptive Catalogue G—and descriptive circulars

FORD AUGER BIT CO.
HOLYOKE, MASS.

Prepared Decorative Burlaps

AN UNEXCELLED WALL COVERING

WHICH IS

ECONOMICAL——DURABLE——SANITARY

Supplied in widths of 30, 36, 45, 54, 72 and 90 inches. Length of rolls, 30 yards.

ALL STANDARD COLORS.

HARDWARE DEALERS have found our Burlaps to be a very profitable line, easy to handle, quick-moving and in demand all the year round.

If YOU have not handled them, it is to your interest to write us immediately for samples and prices.

DYED BURLAPS We can supply this line in three shades; viz., **CRIMSON, GREEN** and **BROWN,** in widths of 36 and 72 inches. Length of rolls, 25 yards or 50 yards.

SAMPLES and PAMPHLET, giving prices and useful information concerning them, will be sent on request.

MANUFACTURED BY

THE DOMINION OIL CLOTH CO., LIMITED,

MONTREAL

LONDON BARS : : IRON

is a line that never varies in quality. The consignments you receive from time to time are the same through and through—absolutely reliable in toughness, strength and workability. Economical and correct methods of production mean that you get a flawless product at the lowest prices.

London Rolling Mill Co., Ltd.
LONDON, CANADA

Sales Agents, Ontario: Baines & Peckover, Toronto
Manitoba: Bissett & Loucks, Limited, Winnipeg

NOVA SCOTIA STEEL & COAL CO., Limited,
NEW GLASGOW, N.S.

Manufacturers of

FERRONA PIG IRON

and SIEMENS-MARTIN
OPEN HEARTH STEEL

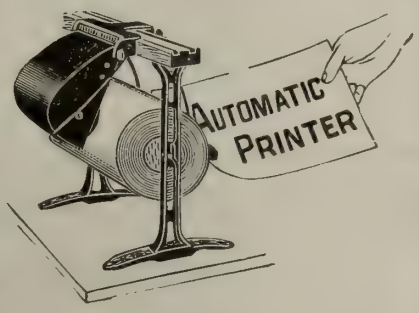
MYERS
PUMPS

We manufacture all kinds of PUMPS, HAY UNLOADING TOOLS and BARNDOOR HANGERS that are serviceable, durable and reliable. You never fail to get QUALITY when buying "THE MYERS."

F. E. MYERS & BRO.
ASHLAND, OHIO
J. H. ASHDOWN HARDWARE CO.
Winnipeg, Calgary and Branch Houses

Every Parcel

that leaves your store will carry your advertisement if you attach this device to your paper roller.



There is no expense of upkeep—all it needs is a little ink occasionally. It is the cheapest and most effectual method of advertising your store that can be found.

The type matter can be changed as often as desired.

Write To-day For Particulars

Utilities Limited
Bank of Ottawa Bldg.
MONTREAL

COOKING WITHOUT SMELL

COOKING WITHOUT WASTE

COOKING WITHOUT DIRT

These are some of the advantages of

ERMALINE PAPER BAG COOKERY

Surely your customers will be interested in this. The almost worn-out phrase "once tried, always used" can be truthfully applied to this line.

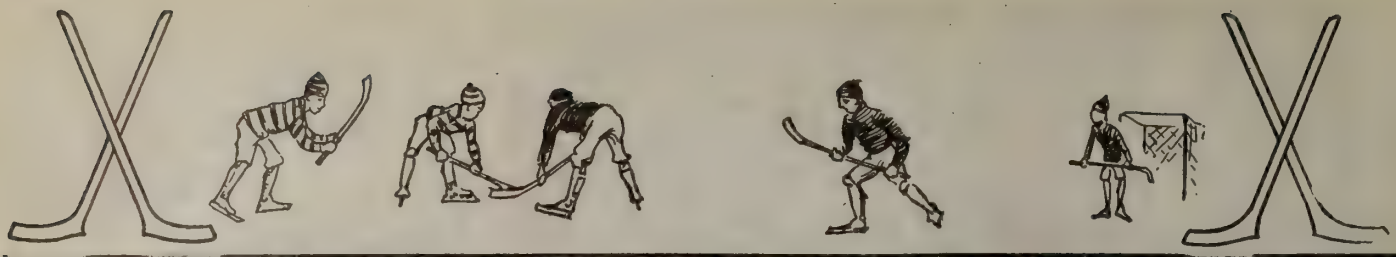
Not a nine days' wonder but a line in which your sales will increase daily.

As far as profit is concerned you are well protected.

ERMALINE BAGS WILL PAY YOU WELL

Ask your wholesaler or write direct for free samples.

Edward Lloyd
Limited
508 Eastern Townships Bank Building
Montreal



HOCKEY STICK SPECIALISTS

1912 Pice List Just Issued

St. Mary's Wood Specialty Co., Ltd.

Branches :
WINNIPEG and MONTREAL

STEEL BLADE

TABLE CUTLERY THAT SELLS QUICKLY

The blade of our No. 949 knife is made from a special High Carbon Sheffield Steel. The handle from the best English Grained Celluloid This knife is the "King" of table cutlery, as it is unsurpassed in every respect. Give it a trial and increase your profits we guarantee satisfaction.

The McGlashan, Clarke Co , Ltd., Niagara Falls, Ont.

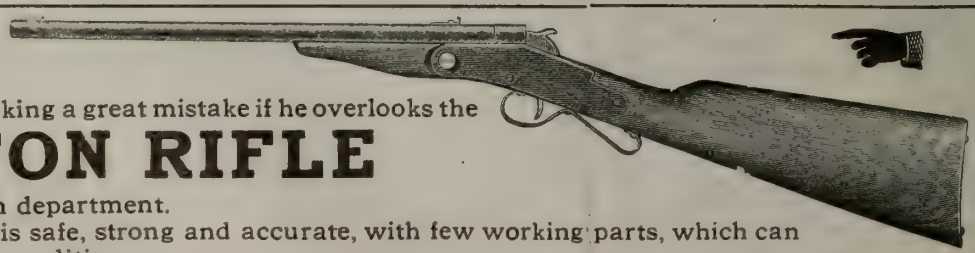
AGENTS:—J Mackay Rose, 88 McGill St., Montreal, Que.
David Philip, 291 Portage Ave., Winnipeg, Man
N F. GUNDY, 61 Albert St., Toronto, Ont.
Benj. Rogers, Charlottetown, P.E.I.

Simonds "Crescent Ground" Cross-Cut Saws

Dealers and Jobbers should place orders at once so that their stock may be complete to supply the great demand for Simonds Crescent Cross-Cut Saws, that begins about the middle of Summer. Write us about the quantity you can use. Give specifications and shipping date when delivery would be desired. If you take this matter up now, it will be the surest way of protecting your sale of Simonds Crescent Ground Cross-Cut Saws. FACTORY IN MONTREAL.

SIMONDS CANADA SAW CO., Limited. Montreal, P.Q., Vancouver, B.C., St. John, N.B.

Be Careful!!



The hardwareman is making a great mistake if he overlooks the

HAMILTON RIFLE

when re-stocking his gun department.

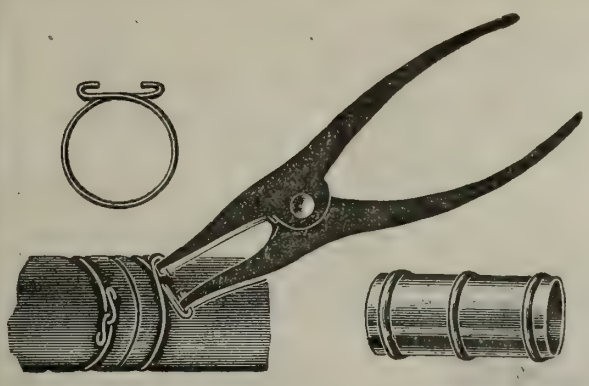
This 22 caliber rifle is safe, strong and accurate, with few working parts, which can easily be kept in perfect condition.

It is **the choice of the people who know**, as it never fails to give the highest satisfaction.

A Hamilton sale brings the dealer excellent profits and protects him against come-backs.

Do not hesitate—get our circulars and prices at once. **For sale by all Jobbers.**

C. J. Hamilton & Son - Plymouth, Mich.



MONARCH HOSE MENDER

(HUDSON PATTERN)

Simplest and Best on the Market for Repairing Garden Hose.

Packed in paste-board boxes, each containing 1 pair pliers nicely japanned, 6 brass mending tubes, and 20 brass wire bands. 1 gross in a case. Weight per case, 100 pounds.

JOBBERS—Write for prices on this good seller. We will give exclusive selling rights to one jobber in each province.

Monarch Hardware Company

Buffalo, New York, U.S.A.

STANDARD CHAIN COMPANY

COIL, RAILROAD, LOGGING, DREDGE, STEAM SHOVEL, WAGGON and BRIGHT CHAIN of all kinds.

EVERYTHING IN WELDED CHAIN.

Write for prices ***Prompt shipment.***

ELECTRIC WELDED TRACES A SPECIALTY

Selling Agents: ALEXANDER GIBB, 13 St. John St., MONTREAL

"New Designs"

Peterborough Lock Mfg. Co., Ltd.

PETERBOROUGH ONTARIO

"New Designs"

See Our 1911 Supplement

CANADA

THE MORRIS & BAILEY STEEL CO.

PITTSBURG, PA.

Manufacturers of

COLD ROLLED STRIP STEEL

For Deep Drawing, Blanking, Forming, all kinds of Bending. Has Bright Finish for Nickel Plating, Rolled accurate to Gauge. Made in all tempers and in any thickness from .002" to .250.

THE LITTLE GIANT

THE "BAYARD"

AUTOMATIC POCKET PISTOL

Calibre .32 (7.65 m/m)

A MIDGET AUTOMATIC

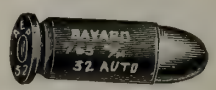
THE LITTLE GIANT—A MIDGET HIGH POWER AUTOMATIC.

The .32 cal. (7.65 mm) "BAYARD" Pistol has been designed to meet the demand for a POCKET pistol COMBINING EASINESS OF MANIPULATION AND SIMPLICITY OF CONSTRUCTION WITH MAXIMUM EFFICIENCY.

Its size is that of a .25 cal. pistol, although it shoots THE POWERFUL .32 CAL. CARTRIDGE.

The "BAYARD" pistol possesses consequently THE ADVANTAGE of having a size REDUCED TO THAT OF THE .25 CAL. PISTOLS and a CAL.

OF .32, GENERALLY CONSIDERED EFFECTIVE and heretofore found only in pistols of greater bulk. These features make the "BAYARD PISTOL" the IDEAL POCKET ARM



"BAYARD" AMMUNITION

The .32 cal. (7.65 mm) "BAYARD" Cartridges adapted to Automatic Pistols of this calibre have no equal on the market as to quality, regularity of charges, penetration, etc. We are specialists in the manufacturing of this class of ammunition and guarantee against misfire, hangfire, etc.

Length of Pistol . . .	4¼ inch	Weight of pistol, magazine empty	15¾ oz.
Height " . . .	3⅜ "	Weight " " filled	17 "
Thickness " . . .	7/8 "	Initial velocity of bullet . . .	837 feet

Penetration at 10 yards: Four ¾ inch pine boards placed 2 inches apart
" 100 " Three " " " " "
The magazine is made to contain 5 cartridges.

For Sale By All Leading Wholesale Hardware Houses

QUICK, EASY, PROFITABLE SALES

MADE WITH

BANNER COLD BLAST LANTERNS

Their good points are obvious. They need no demonstration.

On account of their marked superiority they repeat easily.

They cost no more than inferior lanterns.

ONTARIO LANTERN & LAMP CO., Limited

Head Office and Factory — HAMILTON

Branches: MONTREAL, 30 St. Dizier St. — WINNIPEG, 56 Albert St.

WHEN YOU PURCHASE

"Metallic" Ceilings and Walls

FROM US YOU ARE ASSURED OF GETTING MATERIAL THAT IS

well embossed, accurately made, well painted and easy to erect.

Try us on your next order.
Write for our catalogue to-day, if not already on hand.

There's "Money in Metallic" for the Hardware and Tinsmith trade.

THE METALLIC ROOFING CO. OF CANADA, LIMITED

TORONTO, ONT. MANUFACTURERS WINNIPEG, MAN.

C 77

SAPHO ANTI-DUST

The green sweeping powder that smells of the pine, keeps carpets bright, and the dust down, kills moths and microbes and lightens labor.

SELLS ON SIGHT

Place a trial order. Display the goods and watch them go. Once your customers use Anti-Dust, they always buy it.

SAPHO METAL POLISH

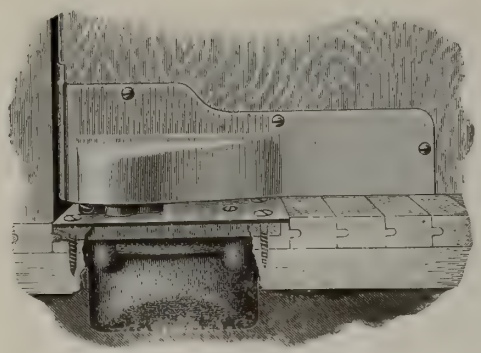
Keeps brass brighter longer than any other.

Write Dept. "H."

SAPHO MFG. CO., LIMITED

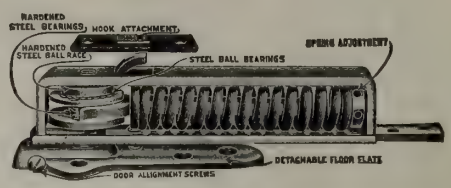
586-588 Sanguinet St., Montreal

Toronto Winnipeg



Standard DOUBLE ACTING SPRING FLOOR HINGES

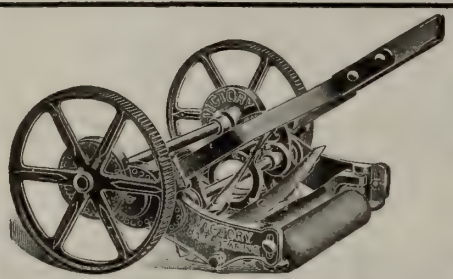
It is a door check and hinge combined.
It automatically closes the door without a slam.
It prevents children from being knocked down.
It prevents injury to hands if caught when door is closing.
It stops door exactly at center.
It holds door open automatically when desired.
It renders the action of door absolutely noiseless.
It will outwear three of the spring hinges now in common use.



REGULAR KIND

Patented—Canada, February 20, 1912.
" —United States, October 31, 1911.

THE STANDARD MFG. CO., Shelby, Ohio, U.S.A.

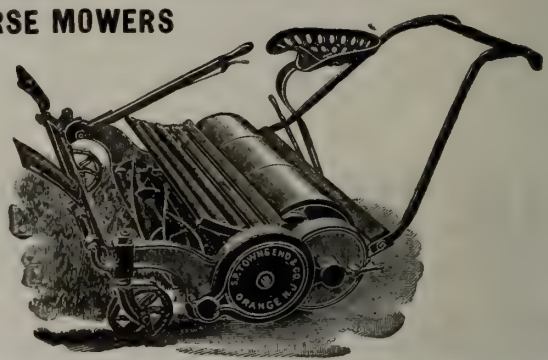


TOWNSEND MOWERS

HAND MOWERS and HORSE MOWERS

All Our Hand Mowers Are Ball Bearing

SENT ON THEIR MERITS



Write for Catalog

S. P. Townsend & Co.

ORANGE, N. J.

Now is the time to Push Churns

and the Churn to Push is the **LEADER**

Made in 2 styles, 6 sizes.

Style F.

It's a name familiar to the Butter Makers of both hemispheres.

Why?

Because they combine every Requisite of a Rapid and Perfect Butter Maker and are a combination of Simple Construction, Massive Strength and Easy Manipulation.

Barrels made of seasoned Oak. Run on steel ball bearings, are easily drained and conveniently detachable for cleaning.

All Steel Frames

Combination Hand and Foot Drive. Fitted to Run by Power if Required.

Style E.

Made by

Agents:
W. L. Haldimand & Son, Montreal
H. F. Moulden & Son, Winnipeg

Cummer-Dowswell, Limited

HAMILTON, CANADA

Corrugated Iron Prevented Spread of Terrible Fire

The thousands who watched the terrible fire in Toronto a few days ago, when thousands of dollars' worth of property was destroyed, had a chance to see what corrugated iron would do to prevent the spread of flames.

In "The News" the next day it was reported that the firemen could not reach the flames on account of the iron coverings of the buildings, but as an official put it afterwards: "I tell you if it hadn't been for the iron coverings on those buildings this entire neighborhood would have been destroyed. Some of those buildings were huge furnaces and the last thing to fall was the metal sides."

And that is only one instance of the protection afforded by Corrugated Iron.

How about your buildings? Supposing some building near yours should burn, and the burning pieces fell on your factory, how many chances have you of saving it?

Use corrugated iron for your covering. Let us tell you about ACORN QUALITY CORRUGATED IRON—the iron with the trade mark—the kind that lasts practically forever.

If you intend building, write to us to-day for our prices.

MENTION HARDWARE AND METAL

THE METAL SHINGLE & SIDING Co. LTD

PRESTON ONT. MONTREAL QUE.

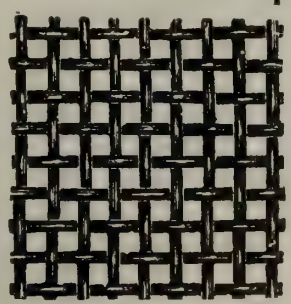
GOODS THAT LAST

WHEN YOU ARE IN THE MARKET FOR

Wire Cloth

Perforated Sheet Metals
General Wire and Iron Work

Consult us. We have goods that have a clean record, ensuring the buyer his money's worth and the dealer a good profit.



Do not hesitate about sending us your order or specify our goods when ordering through your Jobber.

Have you a copy of our new catalogue?

Canada Wire and Iron Goods Company
HAMILTON, ONT.

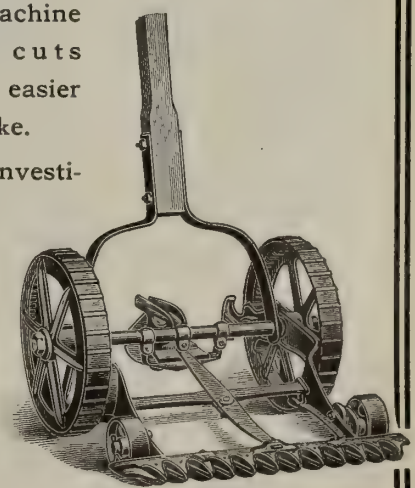
We Specialize in all kinds of Steel Cells, Steel Work, Etc., for Prisons, Jails and City Lockups.

Clipper Lawn Mower

Is Recognized As A Trade-Winner By All Dealers Who Sell It.

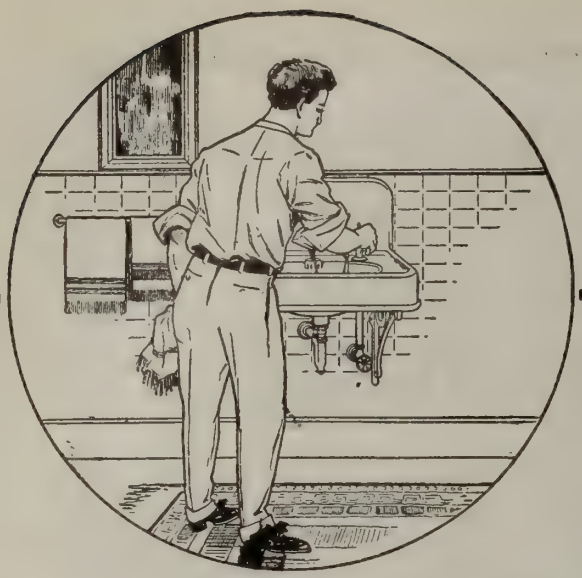
This is a lawn mower that gets away from the ordinary type of machine—a mower that cuts cleaner and works easier than any other make.

It will pay you to investigate this clipper as it has proved wonderfully effective as a money-maker wherever sold.



Write for testimonials and get the verdict of other dealers.

Clipper Lawn Mower Company
DIXON, ILLINOIS, U.S.A.



MORRISON'S PLUMBING GOODS

"Are Absolutely Guaranteed"

Our plumbing goods should be carried in every hardware store BECAUSE they have a quality that ensures complete satisfaction to customers, quick sales and repeat orders for the dealer.

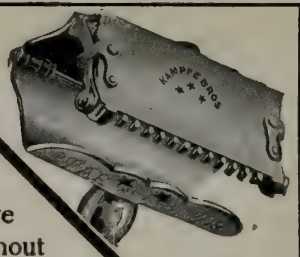
Our products are made with the greatest care and finished RIGHT.

A card will bring full details and prices by mail.

The James Morrison Brass Mfg. Co., Ltd.

93-97 Adelaide Street West, - - TORONTO

STAR Safety Razor



The only safety with a barber's blade. It will give satisfaction for years without additional cost.

We are receiving many inquiries from Canada for STAR goods. We give these to our dealers whenever possible. Our national advertising is making the demand greater daily.

Many dealers are dressing their windows with STAR goods and display matter. It draws to their stores the purchasers of STARS created by our advertising. Are you one of these dealers?

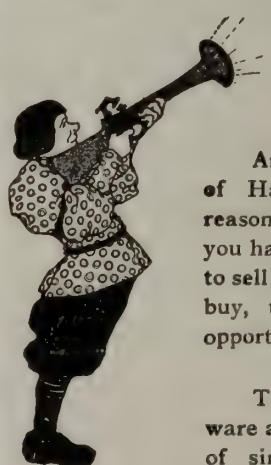
Write us for display matter of all kinds and for 1912 Catalog of

STAR Safety Razors
STAR Shaving Brushes
STAR Diagonal Grooved Strops
STAR Automatic Stropping Machines
STAR Safety Corn Razors

Your jobber will supply you

Kampfe Bros.
12-14 Reade Street
NEW YORK CITY

Hits the Mark

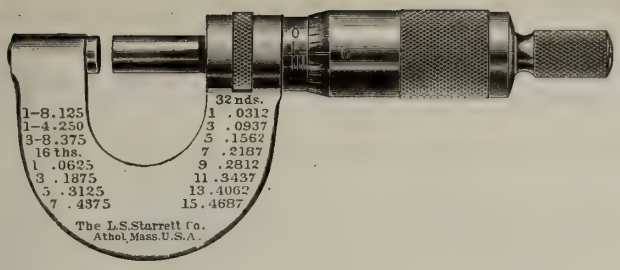


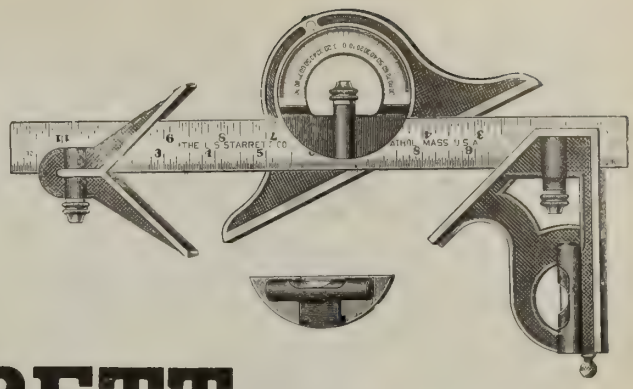
Among the thousands of readers of Hardware and Metal it seems reasonable that someone wants what you have to sell, or that someone has to sell what you have tried in vain to buy, that someone is hunting the opportunity you have to offer.

The want ad. columns of Hardware and Metal are the simplest form of simplified advertising. No ad. writer need be employed, no drawing or cut need be made, no knowledge of display type is necessary, for display type will not be used in these columns. All that you have to do is state your wants, state them simply and clearly and send to any of our offices along with remittance to cover cost of advertisement. No accounts opened in this department.

Don't despise the want ad. because of its small size or small cost. Don't forget that practically all the hardware merchants, clerks, manufacturers and travellers read our paper each week.

RATES:—
2c. per word first insertion.
1c. per word subsequent insertions.
5c. additional each insertion for box number.

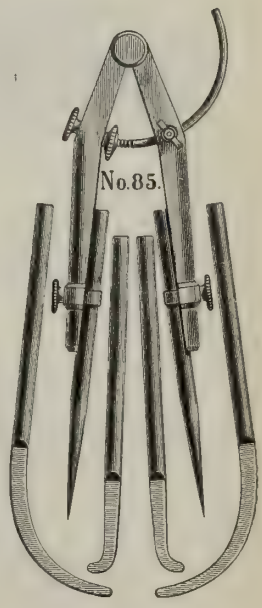


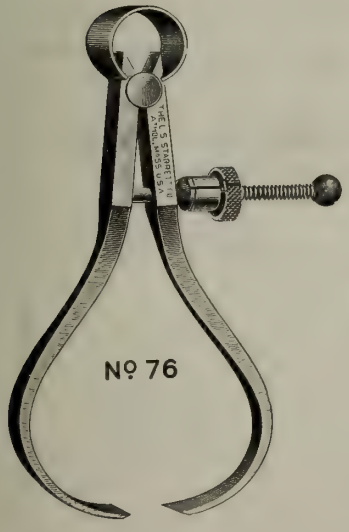


STARRETT
Precision Tools

are to be found in every shop where accuracy counts.

They are preferred by skilled mechanics.





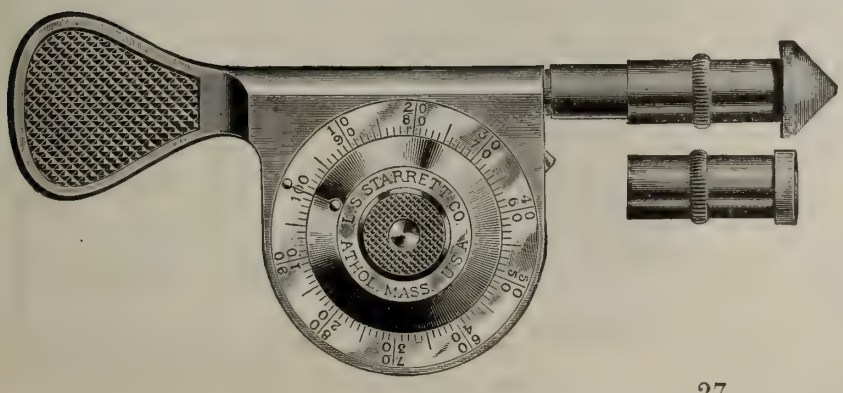
Consult us about your tool requirements. We will gladly co-operate with our clients with a view to furnishing tools best adapted to their purpose, or for any particular work.

Caverhill, Learmont & Co.

WHOLESALE DISTRIBUTORS

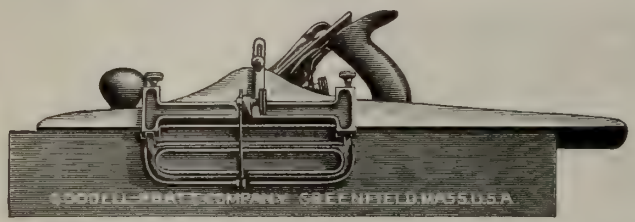
MONTREAL and WINNIPEG

WRITE FOR COMPLETE
STARRETT TOOL CATALOGUE



BUY TOOLS

that will help your customers and thereby help yourself to bigger business.



Goodell-Pratt's

PLANE GAUGE

is a tool which no carpenter can afford to be without and which will prove very useful in the kit of every farmer and householder.

It attaches readily to any Iron Plane and its adjustment is simplicity itself.

By its use the most inexperienced can plane a perfect bevel, and for the professional workman it not only insures the accuracy of his work but is a most wonderful time saver.

This is a tool which only needs to be shown and explained. Their usefulness insures their prompt sale.

Better write us about putting a few in stock.

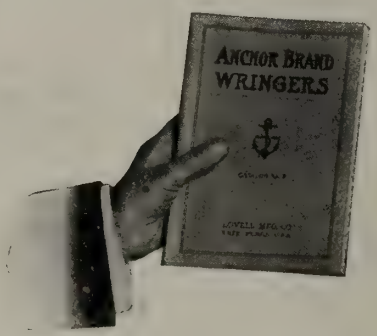
Goodell-Pratt Company

Toolsmiths

GREENFIELD - MASS., U.S.A.

New Catalogue

Anchor Brand Clothes Wringers



Did you receive our New Catalogue No. 7?

If not, please send for one.

LOVELL MFG. CO.
ERIE, PA.

A RESTAURANT NEEDS

An Attractive Urn

OUR RESTAURANT URNS are very attractive, convenient and up-to-date.

We are constantly receiving orders direct from high-class Hotels, Cafes and Restaurants. Scores of the repeat orders which we have on hand prove the reliability and efficiency of our High Grade Urns.

Be wide awake and keep them in stock. They are not expensive—you will have a reasonable profit and a quick seller. Satisfied customers will increase your business.

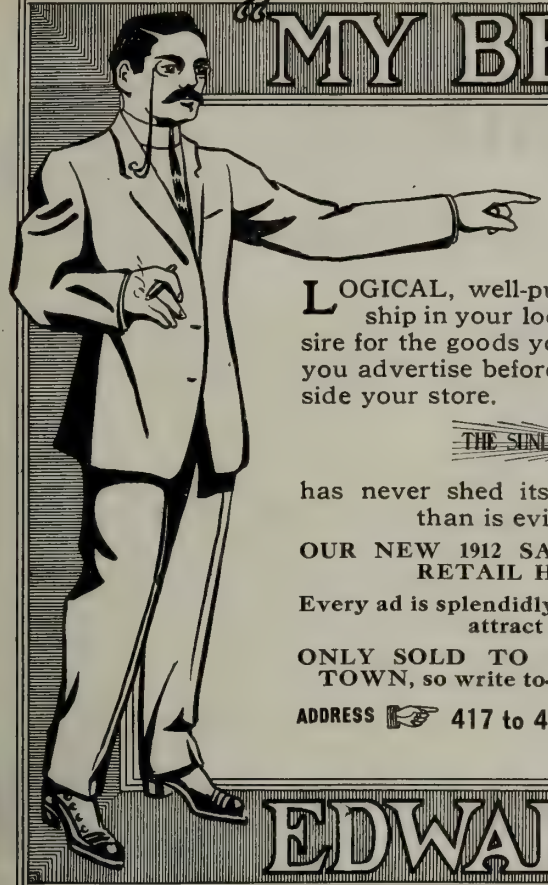
Write at once for full information.

THE BUFFALO MFG. CO., Buffolo, N.Y.

Canadian Representatives

H. F. McIntosh & Co.
28 Toronto St., Toronto

"MY BEST SALESMAN"



"And He Only Costs $1.25 Per Week"

LOGICAL, well-put, business-building salesmanship in your local newspapers will create a desire for the goods you sell; and will sell the articles you advertise before the customer sets his foot inside your store.

THE SUNLIGHT OF PUBLICITY

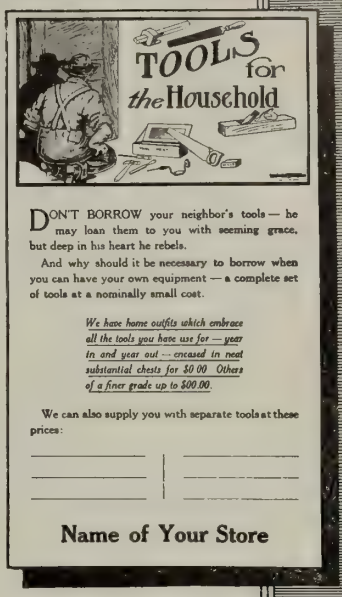
has never shed its radiant rays more brilliantly than is evidenced in every ad in

OUR NEW 1912 SALESMANSHIP SERVICE FOR RETAIL HARDWARE STORES.

Every ad is splendidly illustrated in a manner that will attract and hold attention.

ONLY SOLD TO ONE MERCHANT IN EACH TOWN, so write to-day for samples and particulars.

ADDRESS 417 to 421 S. Dearborn St., CHICAGO



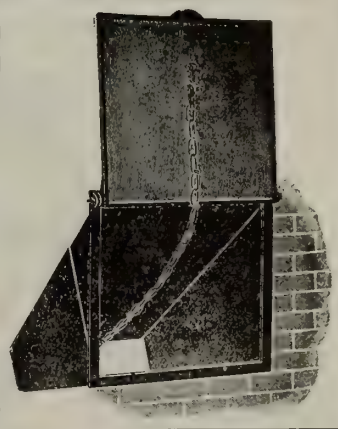
EDWARD C. PLUME CO.

THE "BEST" FUEL CHUTE

Is a Necessity to Every Up-to-date Home

This device will prove an effective seller in your locality. It costs very little more than a window sash and glass. Sets flush with the outside wall. An overlapping flange on top of the door prevents rain from entering chute and rusting it out. Adapted for any kind of fuel and absolutely burglar proof. This is certain to create a large demand.

Write us at once for full information and prices.



STERLING FOUNDRY CO., Sterling, Ill., U.S.A.

AMERICAN GRINDERS Are Real Trade-Winners

3 Sizes 3

This Grinder is particularly adapted for purposes where a very compact yet powerful grinder is needed. Just the thing for a carpenter's tool chest and private shops, as well as hundreds of occasions of like nature.

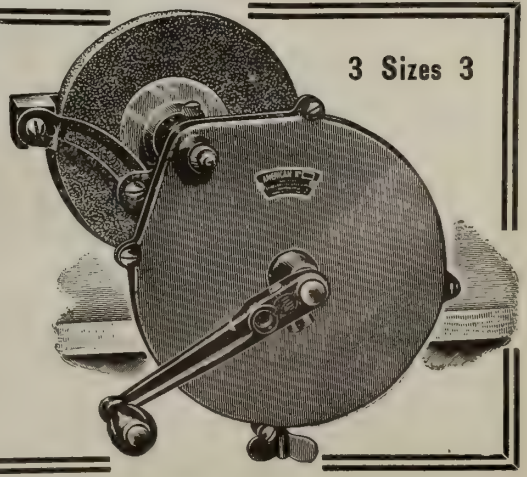
When the grinder is assembled a quantity of high grade oil is placed into the case so that the machine can be used indefinitely without oiling.

The gears run in this oil path, further causing them to operate noiselessly without friction, and with elimination of excessive wear.

Stock it at once—we guarantee good results.

A card will bring circulars and prices by return mail.

Three sizes. 4-6-7-Inch Wheels, Corundum or Carborundum.



The American Grinder Mfg. CO., MILWAUKEE, WIS., U.S.A.

Merchants' Hardware Specialties Co., Ltd. CALGARY ALTA.

AGENTS WESTERN CANADA

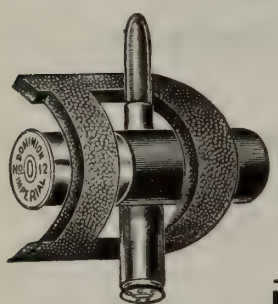
Buy NEW DOMINION Big Game Cartridges

Less capital invested than in American brands and the profit is better, although you sell at the popular less-duty price, which means satisfied customers.

MADE IN CANADA

A TRIAL WILL PROVE OUR GUARANTEE OF UNEXCELLED QUALITY.

The extreme accuracy, high uniform velocity, flat trajectory and great killing power have made **NEW DOMINION** the choice of big game hunters.



INSIST ON THIS TRADE MARK.

Dominion Cartridge Co., Ltd.

MONTREAL, Canada

REPEATING SHOTGUN

Solid Breech Hammerless

CHOSEN—because it is the only bottom ejecting pump gun.
—because it is built to shoot hard and close.
—because it handles fast and balances perfectly.

Remington-UMC

At trap or blind, its short leverage enables the shooter to double without kinking or cramping.

Remington-UMC —The perfect shooting combination.

REMINGTON ARMS : : UNION METALLIC CARTRIDGE CO.

299 BROADWAY NEW YORK CITY

Remington-UMC Eastern Factory Loaded Shells now on Sale on the Pacific Coast.

Hamilton Will Get the Convention

This Point Was Practically Decided At A Joint Meeting Held On Monday At Hamilton—Negotiations For Use of Armouries Now Under Way—Directors Of The Canadian Hardware Manufacturers' Exhibitors, Ltd., Hold Meeting And Draw Up Constitution—It was Decided To Work For A Large Attendance of Retailers Next Year.

Hamilton, April 8.—Hamilton will get the convention of the Ontario Retail Hardware and Store Dealers' Association, together with the manufacturers' exhibition, next year.

This is the decision practically arrived at this afternoon at a joint meeting of the Board of Directors of the Canadian Hardware Manufacturers' Exhibitors, Limited, and the executive of the O. R. H. & S. D. A. Unless some unforeseen difficulty crops up, this arrangement will go through.

A meeting of the Board of Directors was held in the Waldorf Hotel, those present being A. A. Bittues, President; F. M. Tobin, first vice-president; Chas. E. Stewart, third vice-president; M. R. Griffiths, fourth vice-president; R. B. Johnson, chairman of the exhibition committee; and F. N. Hollingsworth, of the same committee.

At the joint meeting, the executive members of the O. R. H. & S. D. A. were practically all on hand, those present being President M. S. Madole, second Vice-president W. F. McPherson, Secretary Wrigley, Treasurer Caslor, and Messrs. McNabb, Bennett, Otton and Conn, members of the executive committee.

The question was threshed out and it was recognized on both sides that Hamilton would be the best place for the convention if the necessary arrangements could be made. A conference was then held with a committee from the city of Hamilton, consisting of Dr. Hopkins, Dr. Wesley and Ald. Wallace and with Col. Rennie, of the Army Ambulance Corps, the senior officer in that district. The visiting committees presented the necessity of securing a suitable hall, and received assurances of the assistance and co-operation of the officers and the city council in obtaining the use of the Armouries. It is believed that the necessary permission will be secured.

Splendid Facilities Offered.

If the drill hall is secured, the exhibition facilities will be the best that the exhibitors have ever had. The hall is 190 by 90 feet. It is comfortably heated and dry and has a good floor. A good hall for the convention sessions can be obtained in close proximity to the Armouries, so that there will be no difficulty on that score.

M. R. Griffiths, Fourth Vice-president of The Canadian Hardware Manufacturers' Exhibitors, Limited.

The request will be sent on to the military authorities without delay and a decision is expected shortly.

The members of the civic committee extended a most cordial welcome to the hardwaremen to hold the convention and exhibition in Hamilton. They promised to do everything in their power to give the delegates a good time and to provide them with every convenience. It was pointed out that the accommodation would be good and that there would be none of the crowding experienced in smaller cities.

Meeting of Exhibitors.

A number of important matters were taken up at the meeting of the Board of Directors of the Canadian Hardware Manufacturers' Exhibitors, Ltd. Some time was given to the drafting of a consituation, covering the objects of the association and the work that it aimed to do. The constitution was completed and copies will be ready shortly for the members.

It was decided to provide 88 booths for the exhibition next year. Applications will be received by the secretary, and the allotting of spaces and similar arrangements will be carried out in accordance with the regulations adopted. The directors will have charge of all matters pertaining to the exhibition.

Want Large Attendance.

It was decided to invite retail hardwaremen to attend the exhibition whether they belong to the association or not. A determined effort will be made to insure a large attendance of dealers and the directors will co-operate most heartily with the officers of the retail association in bringing this about. Steps will probably be decided upon later for a campaign to increase the attendance.

The directors feel that, under the new arrangements, the exhibition next year will be the most successful ever held. The hall will be the largest and most convenient yet provided, and the committees will be in a position to insure fullest satisfaction from the standpoint of the exhibitors as well as that of the delegates and visitors.

Are Well Satisfied.

President Bittues and Vice-president Tobin called in at the office of Hardware and Metal on Tuesday. They expressed themselves as well pleased with the way things had shaped up, and were quite confident that the necessary arrangements would be completed to hold the convention and exhibition in Hamilton.

"We want to make the 1913 meeting the most successful yet from the standpoint of both manufacturer and retailer," said President Bittues. "It is our desire to work in unity with the retail association. The arrangement now reached will be, I believe, the best possible, and we are trusting that the results will be in keeping. We must all work together."

MAKING HIGH GRADE GLASSES.

The Stanley Rule and Level Co., New Britain, Conn., have purchased the business of Theodore W. Van Hoesen, Albany, N. Y., who for many years has manufactured a line of the highest grade of ground level glasses for use in scientific instruments and mechanics' tools. The entire equipment has been transferred to the factory of the Stanley Rule and Level Co., and the glasses are now being made there by the workmen formerly employed by Mr. Van Hoesen at Albany.

Hardware Store Publicity

Chapter 6—The Layout of an Advertisment.

The man who writes store advertisements has not the easiest task in the world. To turn out creditable ads. and to make sure that the printer does his part right, takes a lot of time—longer, perhaps, than most ad. writers can afford to give. In the first place a good idea must be thought out; and ideas are sometimes hard to get. But the responsibility of the ad. writer does not stop there. He must arrange a neat lay-out for the printer to follow in order to give the ad. an attractive and striking appearance.

The designing of a good lay-out takes considerable time. The writer must possess a certain amount of originality and, more important still, a fairly extensive knowledge of type and typographical rules. Some ludicrous mistakes occur as a result of the ingnorance shown by ad. writers of everything pertaining to printing. It is not an uncommon thing for a man with three-inch single-column space to send in enough copy for a full-page ad. and insist on every line being inserted. Cases are known where cuts have been sent in which more than filled the space contracted for. If the ad. writer supplies more reading matter than the space can conveniently accommodate, the printer does the best he can to crowd it in. He sets it in the smallest type, crams it in regardless of appearance and lets it go at that. One can hardly blame the printer if the result is a botch.

The value of understanding the use of type is illustrated in the matter of head lines. If the head line supplied is a little too long, the last word or two must be put in a second line, thereby spoiling the effect and using up valuable space. The ad. writer should indicate in his instructions to the printer the size of the type that he desires in his head lines and should count the letters to make sure that the lines will fit in.

Draw Up Plan.

The first step in preparing advertising copy is to draw up a plan, as shown in the accompanying illustration. A large sheet should be used and a space marked off in the same proportions as the space contracted for. If possible, it

An Ad. Which Shows Effective Use of Panels.

is best to make the copy the exact size of the ad as it will appear. It is then much easier to map out how the space is to be used. If any cuts are to be inserted, the exact size can be indicated in the copy and the writer is less likely to misjudge the space that he has at his disposal. Likewise, the printer has explicit instructions to follow in arranging the lay-out and is more likely to follow the ad. writer's ideas to the letter.

In preparing the plan, the space where each head line, cut and section of reading is to go should be plainly indicated. The head lines should be printed or written in but it is not wise to attempt to write in all the copy unless extreme brevity has been observed in the preparation of the reading matter. Writing by hand is necessarily much larger than print and there is not enough space, therefore, to write in the matter which it will be necessary to embody. The proper method is to indicate on the plan where each section of reading matter is to go and forward the matter on separate sheets. The spaces allotted for reading matter are filled in with ruled lines as shown in the sketch. For instance, under the line, "You need spring supplies" and between cuts 1 and 2, a wide space is left for the "introduction," as the leading argument is usually called. The matter for this space is written (typewritten, if possible) on a separate sheet, as follows:—

How Plans for an Advertisement Should be Arranged.

You Need Spring Supplies.

The time has now come when you must "house clean." You will need a great many things before your premises and garden will look presentable after the long winter. Spring is here at last and nature is putting on her brightest garb. Are you going to allow your home to continue in the shabbiness which winter brings?

In the panels shown under cuts 1 and 2, there will be reading matter and prices which should be prepared on separate sheets. The head lines, "For the House," and "For the Garden," written on both plan and copy will prevent any mixing-up of material on the part of the printer.

The cuts should be sent along with the copy. It is well to paste sheets of paper on the backs, with the name of the firm and numbers to correspond with those in the plan marked plainly in ink. This prevents mistakes and the loss of the cuts.

These rules should be adhered to rigidly. When the plan is prepared with little care and with but vague instructions as to lay-out, the printer is left to his own devices. The results, sometimes, are not by any means what the advertiser had desired. The careful preparation of a plan makes it impossible for the printer to mistake the intentions of the ad. writer. The idea is before him clearly in black and white.

It is equally important to have the reading matter typewritten on separate slips. When the ad. man writes everything on the one copy he is setting a premium on mistakes. In the first place, he has to write in a small hand. Copy is frequently received around news paper offices which is quite microscopsic in character. Descriptions and prices are jumbled in and the printer has to be a mind reader to get it all straight. Another objection is that a complete copy of an advertisement is prepared necessarily on a large sheet of paper. The "typo" folds it up to facilitate his work and, if the copy is in pencil, the folding process does not add to its legibility.

Here is a case which is typical of what is happening every day. A hardwareman advertised a certain article at 85 cents. The price got in the paper as 35 cents. Next day there was a run on the store and the proprietor made a great many enemies because he refused to make good the mistake and clean out his stock at a heavy loss. Investigation at the newspaper office showed that the price had been marked in pencil and had become smudged. It looked as much like 35 as 85, and the printer had picked the wrong one. Who was to blame?

The printer for one. He should have have made sure of the price before leaving the ad. The merchant for another. He should have made his copy perfectly legible.

Planning a Lay-out.

So much of the basic rules to be followed in preparing copy.

A great deal could be said on the subject of planning the lay-outs, which is one of the most important features of ad. writing. There are inumerable styles to be followed, running all the way from the plain announcement set forth with head line at top, condensed lines in body of ad. and firm name at the bottom, to the other extreme—the ornate, much-broken up, advertisement with panels asd illustrations filling every corner of the space. If the advertiser has a good-sized space at his disposal, it will pay him to plan out a neat arrangement of the matter, with the use of panels and illustrations. It is not wise, however, to attempt anything too "fussy" or new. A jumble of borders and lines cutting up the reading matter into every conceivable shape does not constitute a good lay-out by any means. It confuses the eye and it takes so much time and trouble on the part of the printer that it is a safe wager that he will do his work roughly and with little care for the details so important in the proper setting of an advertisement.

The accompanying advertisement of the Hickman Tye Hardware Co., Victoria, illustrates the good use that can be made of panels in large space. This ad. occupied full page space and was an especially effective one. Each article was paneled off by itself. At the same time, the arrangement was not too complicated for so large a space.

In planning the lay-out, it is necessary to see that a proper balance is maintained. An ad. "out of plumb" will not be attractive. In arranging the cuts and reading matter, therefore, it is necessary to have an eye to the maintenance of balance. Observe the triangular arrangement followed in the plan shown. This arrangement balances the advertisement up, whereas the use of two cuts on one side and one on the other would have brought far from satisfactory results.

A good plan is to mark the size of the ad. on a piece of paper and group the cuts on the paper in various ways until the most satisfactory arrangement is found.

Opinions of Trade on Spring Special

Opinions of a highly complimentary character with reference to the Annual Spring Number of Hardware and Metal continue to arrive. Some of those received are appended.

Sherwin-Williams Co.

You are certainly to be congratulated, not only upon the splendid appearance of this issue, but also upon the splendid amount of advertising carried.

Alfred Rogers, Ltd.

We wish to congratulate you on the "Annual Spring Number," which is certainly a beauty. We are well satisfied with our advertisement, and feel sure that it will be of good benefit to us.

Canadian Logging Tool Co.

We are just in receipt of your Annual Spring Number of Hardware and Metal, and we wish to congratulate your art department on this work as it certainly appeals to us as a very striking ad. To our mind the work is first-class in every respect and, in addition to this advertisement, we wish to congratulate you upon the excellent reading matter which should be of interest to every hardware dealer in Canada.

Edward C. Plume Co.

We have received a copy of the Special Spring Number of Hardware and Metal, and feel that congratulations are due the publishers for succeeding in presenting so complete an edition of a paper that will prove of inestimatable value to the trade generally.

While the greater portion of the Spring Number is devoted to advertising pages, these have been so carefully arranged and displayed as to make them a really attractive feature.

The various subjects covered are in the main timely and splendidly written, anl the illustrative features exceptionally well executed.

T. McAvity & Sons.

We duly recived copy of your Annual Spring Number, and are well pleased with our full page ad. shown therein.

Re the special number, we are pleased to say that we consider it an exceptionally good one, and hardly see where it could be improved upon from an artistic standpoint or otherwise.

Supplee Hardware Co.

In reference to your Spring Special are glad to take the opportunity of congratulating you on the very handsome copy you have produced.

The Spring Special is a revelation to the writer and to all to whom he has shown it, making them more fully appreciate the importance of our neighboring market.

HARDWARE AND METAL

(ESTABLISHED 1868)

THE MACLEAN PUBLISHING CO., LIMITED

JOHN BAYNE MACLEAN - President.

Publishers of Trade Newspapers which circulate in the Provinces of British Columbia, Alberta, Saskatchewan, Manitoba, Ontario, Quebec, Nova Scotia, New Brunswick, P. E. Island and Newfoundland.

CABLE ADDRESSES

CANADA: Macpubco, Toronto. ENGLAND: Atabek, London, Eng.

OFFICES

Montreal 701-702 Eastern Tp. Bk. Building. Phone Main 1255.
Toronto - - 143-149 University Avenue. Phone Main 7324
Winnipeg - - 34 Royal Bank Building. Phone Garry 2313
Vancouver, B.C. - - H. Hodgson, 18 Hartney Chambers
London, Eng. E. J. Dodd, 88 Fleet St. E.C. Phone Central 12960
New York R. B. Huestis, 115 Broadway, N.Y. Phone 2282 Cortlandt
Chicago A. H. Byrne, 140 South Dearborn St., Phone Rand 3234
France John F. Jones & Co., 31bis Faubourg Montmartre, Paris

SUBSCRIPTION

Canada, $2; United States, $2.50; Great Britain and Colonies, 8s 6d; elsewhere 12s.

PUBLISHED EVERY SATURDAY.

TO MEET AT HAMILTON.

It seems reasonably assured that the 1913 Ontario hardware convention and exhibition will be held at Hamilton. If the use of the Armouries can be secured, the decision reached at the meeting held in Hamilton on Monday will be carried out. In such an event, the exhibition should be a great success, for the quarters would be the best yet provided for that purpose.

The fact that the manufacturer and retailer will work hand in glove to make the 1913 assemblage an unqualified success, bespeaks great things for the next convention. The manufacturers have announced their intention of working to secure a larger attendance of retailers. This is a highly essential point. The success of the convention and exhibition hinges on the number of dealers who attend, and the larger the number on hand the better the results. The decision of the Board of Directors of the Canadian Hardware Manufacturers' Exhibitors, Ltd., to admit dealers to the exhibition whether they belong to the association or not, is justified under the circumstances. It is not at all probable that the association of retailers will object, for they must realize that the surest way to get dealers interested in association work is to secure their attendance at the exhibition.

The local association idea gained a firmer foothold on Good Friday, when out of a meeting of Northern Ontario dealers held at North Bay, was evolved the New Ontario Retail Hardwaremen's Club. The men of the north evinced a rare degree of enthusiasm, and there is no reason to doubt that the club will prove an immediate success. It is intended to meet at frequent intervals for the discussion of trade topics and grievances, and it is firmly believed that in this way it will be possible to do a great amount of good.

The idea of forming associations of a more local character than the provincial can ever be, is one of great potentialities. Much will depend upon the results obtained in the two first organizations of the kind formed—in the east and in the north. If these bodies show strength and virility from the start, the idea will take deeper root.

GOOD SERVICE—PLUS.

Even in hardware store it is likely that there are some clock watchers, some clerks who wait anxiously until the time to close comes, and who do just as little as possible until that glad hour arrives. To such as these it is of little value to make suggestions. But there is another, and fortunately a larger class, who do, to the best of their ability what falls to their hand. Sometimes these wonder why it is that greater success does not come to them. They try, yet their advance is not rapid.

It is vision—initiative—which many of these clerks lack. They fail to reach out. What they might get by doing well not only what comes to hand, but also by bringing something to hand which seems out of reach, is well illustrated by a true story which is now gaining some circulation.

A young hardware clerk, having made a favorable impression upon a traveller, was employed by the house which that traveller represented. He was put to work in the Toronto warehouse, trucking boxes. He did that work well, and in his spare moments he made sketches—sketches which he thought could be used to make the public realize better the value of the product which he had been trucking. Those sketches were appreciated by the men in authority. The young man was put upon the advertising staff, at the head of which he now is.

It was this man's enthusiasm—his desire to do his best—plus, which brought about his advance. It is that plus service—the something which was not expected, but which is appreciated, which points the way to rapid advancement for all.

PREPARING ADVERTISING COPY.

There is a great deal of good common sense in the adage that a thing worth doing at all is worth doing well. When a man turns his hand to anything he should do so with the idea of giving his very best efforts. Half-hearted attention is often worse than absolute neglect.

This is particularly true with respect to advertising. If advertising is worth doing—(and no one disputes that)—it is worth doing well. It is true, in fact, that advertising poorly done can be harmful instead of valuable.

Great care should be exercised in the planning and preparation of advertising copy. In this connection, it would be well to give some attention to the article appearing in this issue, which deals with that subject. The practice, much too common, of mapping out the ad. roughly on a sheet of paper and writing all the copy in, is neither wise nor expedient. It sets a premium upon mistakes. If printer has nothing to guide him but the rough copy thus prepared, it is a moral certainty that he will deviate from the idea intended by the ad. writer, and there is every likelihood of his making mistakes. To obviate this, advertising copy should consist of a plan, showing how the matter is to be laid out, where the cuts (if any) are to go, and the size of the type, together with separate sheets containing the reading matter. The matter should be typewritten wherever possible.

Advertising well done is a splendid investment for any merchant. Careless copy goes a long way toward minimizing the good results, however.

SPRING FLOODS AND BUSINESS.

Generally now there is complaint about the condition of the roads, the lack of proper drainage, and the resulting floods. Trade is being interfered with as a result of the too great abundance of water. Farmers are unable to get to town. Dealers are feeling a smaller demand, and are ordering less largely. The wholesalers, therefore, are suffering temporarily to some extent.

Undoubtedly this is a serious state of affairs, yet it is not without its hopeful signs. The drains should be better, so that the water could be carried off properly; but the drains are not better because there have been so many drains needed. The prosperity of the country has

been such—the expansion so great—that perfect engineering works have not been always possible.

"This is a terrible place," remarked a visitor from a European country, as he walked through a western city. "You are laying pavements everywhere. Roads are torn up on all sides. It is very unpleasant."

"Yes," remarked a Canadian friend, "there is a good deal of work going on. You see this isn't a finished country."

No, Canada is not a finished country. It is impossible that all its great areas could be perfectly drained yet, and so occasional inconveniencing and damaging floods are unavoidable. They do harm, and are to be deplored and guarded against, yet, after all, they speak of the great extent and possibilities of this country. They bring to mind the progress—the wonderful progress of the last few years.

DEFEAT THE PARCELS POST.

"What are the merchants going to do about this Parcel Post legislation?" was a question asked Hardware and Metal during the week.

What ARE they going to do? There is a possibility that this question may be brought up at any time in the House of Commons and if nothing has been done to offset it, the probalities are it will go through.

That Parcels Post is going to benefit the large mail order houses at the expense of the merchants of the country seems to be a fact beyond a doubt. Not only will the country merchants lose but country communities will not prosper to the extent they otherwise would, and some of them are bound to recede in standing, importance, wealth and population.

Parcels Post will drain money from country districts and bring it into the big cities to help enrich a few large mail order houses. This means money that should be spent at home will leave the rural and country town districts where it is most needed.

This is not in the general interests of the country. No wonder the last census shows decrease in the population of many rural districts. They are not being looked after well enough. The big cities are getting wealthy at the expense of the country and it ought to be the aim of our legislators to have the wealth produced by labor spread as much as possible where that labor is expended. As a matter of fact we hear little of Parcels Post from anybody but a few members of Parliament. They deem it a popular move to attract votes, forgetting to reason out the consequences.

It is up to every retail merchant in Canada to oppose, and oppose strongly, this measure. See that the member for your constituency is acquainted with the reasons why this legislation should be defeated. Write him, or wire him if necessary, and at the same time put it up to the Postmaster-General.

Do it now.

PLAN TO ESTABLISH TIPLESS HOTELS.

The death blow to the "tipping evil," which the Commercial Travelers' National League of the United States has been directing its energies to abolish, may be struck if the latest plan formulated by that body is carried into effect. At a recent meeting of the officers of the organization, W. E. Adams, of Philadelphia, vice-president, offered a resolution calling for the formation of a stock company which will operate a chain of "tipless" hotels in more than one hundred leading cities of the country.

To accomplish this he suggested that each traveling man invest $10 and all houses employing commercial travelers $100 each, thereby providing a capital stock in excess of $10,000,000, which would be sufficient to operate a number of hotels to which traveling men could resort and escape the "tipping" nuisance.

WIDTH OF WAGON WHEELS.

A bill of interest to manufacturers, wholesalers and some retailers, to regulate the width of tires on wagons and other vehicles has been introduced into the Ontario Legislature. It provides that minimum width of four-wheeled vehicles shall be 3 inches for carrying capacity of 2,000 to 4,000 pounds, 4 inches for 4,000 to 6,000 pounds, 5 inches for 6,000 to 8,000 pounds and 6 inches for all having carrying capacity above 8,000 pounds.

The bill, if passed provides that after Jan. 1, 1914, no vehicle which does not comply with above regulations shall be sold in Ontario, nor after Jan. 1, 1918 shall any vehicle be driven which does not come within the regulations prescribed.

POINTED EDITORIALS.

Advertising copy must be prepared carefully and neatly if mistakes are to be avoided.

* * *

Simplicity and efficiency are almost synonymous terms. The shortest way is generally the best.

* * *

One consolation goes with a late, cold spring. It will be followed by a scorching hot summer.

* * *

Even the weather seems to have human failings. Warm weather apparently "can't come back."

* * *

With manufacturer and retailer working together the Ontario convention and exhibition of 1913 should be the best on record.

* * *

A number of the paint manufacturies failed to keep Good Friday as a holiday. This is a sign of prosperity that the hardware dealers will appreciate.

* * *

Energy is the quality most needed in conducting a spring stove campaign. For that matter energy is just about the most needed quality in everything.

* * *

The education of the general public to the value of paint as preservative and beautifying agency is proceeding apace. The amount of paint advertising in national and international mediums is proportionately large.

* * *

The development of New Ontario has been rapid and spectacular. It is not to be wondered at, therefore, that the hardwaremen of that section are live, aggressive and up-to-date in every respect. The club formed on Good Friday should be a hummer.

* * *

All ages are supposed to have some one outstanding characteristic, for instance, the stone age. The present era will some day, perhaps, be known as the speed age. Every advance made seems to be toward improved transportation or motion.

* * *

The dealer who does not feel equal to essaying the cash system should at least put a check on the credit business.

New Ontario Dealers Form Club

Hardwaremen Hold Convention on Good Friday and Organize New Association—The Election of Officers—Topics of Vital Interest are Introduced and Discussed at Some Length—President Magladery Tenders Banquet.

North Bay, April 4.—A meeting of the hardwaremen of New Ontario was held here to-day, when an organization was formed, which it is believed will prove of much benefit to the trade. The meeting was well attended and so marked was the enthusiasm shown that the future success of the body seems assured.

The use of the town hall had been secured for the occasion. The first session was held in the morning, with quite a representative gathering on hand. Men were present from practically all points in the New Ontario district. Wm Magladery, of New Liskeard, who, as the New Ontario representative on the executive board of the Ontario Retail Hardware and Stove Dealers' Association, had been largely instrumental in arranging the meeting, was chosen as chairman.

The proceedings began with a statement from the chairman of the purpose for which the meeting had been called. Some communications were read, including a telegram from Hardware and Metal in which assurance of co-operation and support was given.

Addresses were then given by several of the officers of the Ontario Association who were present. They pointed out the advantages of organization and showed how the work could be furthered by the formation of associations in various sections of the province. Those who spoke were President M. S. Madole, Secretary W. Wrigley and D. McNabb of Orillia, a member of the executive. Opinions were secured from a number of the northern dealers present, and it was evidenced thereby that the idea of forming an association had found unanimous favor. The meeting then adjourned for lunch.

On reassembling, the work of organization was begun. A motion was put and carried without a dissentient voice, that those present form themselves into an association to be known as the "New Ontario Retail Hardwaremen's Club." In the discussion as to the advisability of organizing, a great deal of enthusiasm was displayed. The opinion was voiced on all hands that much good could be done by the new organization and that a distinct betterment of trade conditions would be brought about.

The Fee Fixed.

It was decided to fix the fee at $5 per year. This will cover membership in the Ontario Retail Hardware and Stove Dealers' Association. The new club will pay a per capita tax to the Ontario body.

Wm. Magladery, New Liskeard, elected first president of the New Ontario Retail Hardwaremen's Club.

Officers Elected.

The election of officers was then held, resulting as follows:—

President.—Wm. Magladery, New Liskeard.

Vice-President.—E. C. Reciard, Sudbury.

Secretary.—J. W. Richardson, North Bay.

Executive Committee. — John Bell, Mattawa; Milton Carr, Cobalt; John Hilliar, Burk's Falls.

To Meet Often.

The questions of the holding of future meetings was discussed at some length. It was felt that the club should meet just as often as it could possibly be arranged. Some favored monthly meetings and it is altogether likely that the club will meet quarterly, if not oftener. It was decided to hold the next meeting at an early date, the matter being left in the hands of the officers.

An address was given by W. G. Wright, of Ontario, along the lines of insurance. Discussion was aroused on a number of the points brought up and in that way some vital phases of the insurance question were threshed out.

Selling to Consumer.

The meeting was then thrown open to general discussion of trade topics. One of the first questions brought up was the practice of wholesale houses selling direct to the consumer or to people outside the trade. Quite a lively debate ensued, in which a large number took part. Instances were recited where dealers had been subjected to unfair criticism. Methods of regulating or stopping the practice were discussed. This subject will be brought up at the next meeting of the club.

The talk then veered to the subject of exorbitant freight and package charges. The merchants of New Ontario suffer in this connection more than the dealers in older districts where the transportation facilities are better. It is, therefore, a question of vital importance to them and it was discussed at some length.

Many other topics were introduced but, as time was short, the discussions were necessarily kept within limited bounds. It has been suggested that a certain amount of time be set aside at each future meeting of the club for a question box discussion. If it is found that time permits, this will undoubtedly be done, for it is realized that the discussion always becomes more general and useful during the question box than at any other time.

It was decided to conduct an energetic campaign before the date of the next meeting in order to get all hardware dealers in New Ontario actively interested. It is believed that this can be accomplished and it is recognized that the larger the number of dealers co-operating with the club, the greater the chance there will be of effecting an improvement in trade conditions.

Gave a Banquet.

A banquet was afterwards tendered to the members of the new club and the visitors at the Pacific Hotel by President Magladery. A pleasant time was spent and the acquaintances made during the day were cemented around the banquet board. Short addresses were the order and the first meeting of the new club was brought to a most happy conclusion in this way.

ENLARGING SHOWROOMS.

Fifty per cent. additional space will be added to the present showrooms of S. Sternau & Company, makers of Sternauware, 305 Broadway, New York city.

This additional space will make the showrooms the largest in the country devoted to the display of fancy brass and copper ware, and will give an enlarged window display.

The enlargement is necessitated by the new lines which the company have put on the market during the last year.

The Profit on a Bill of Goods

Hardware Dealer Sends in Invoice Covering Large Shipment of Hardware, With the Retail Prices Marked—His Average Profit Would be Between 17 and 18 per Cent—Does Not Consider His Profit in Past Has Been Big Enough.

An interesting communication was received from a well-known hardware dealer this week, relative to the question of fixing the selling price. It reads as follows:—

Editor Hardware and Metal,—"We have read with considerable interest the discussions in the last few issues of Hardware and Metal re the percentage of profit on goods retailed by hardwaremen throughout the country. For our information and guidance in adding profits, we are enclosing you an invoice of hardware received by us a few weeks ago. We have marked in the right hand margin the price at which we retail each article and would like to know exactly the gross percentage we will make on this bill.

"We have not been making as much money as we should for the amount of turnover, and we want to find out where the trouble lies. Last year brought one of the largest turnovers we have ever had in business and yet our net profits were less by about $500 than they were six years ago with about the same amount of busisess."

The information contained in the letter was not as definite as could have been desired. No mention was made of the percentage allowed for overhead expenses. It was necessary, therefore, to fix the percentage at about the figure it would probably be and proceed on that basis. It was estimated that in the average store the cost of doing business is 18 per cent. of the total turnover. Mark well that it is 18 per cent. of the total turnover. This item must be reckoned, therefore, on the selling price, not on the cost price.

In figuring the percentage of profit on the bill of goods enclosed in the letter, 20 per cent. of the selling price was allowed for the cost of doing business. This we believe to be a more than necessarily liberal allowance.

The profit on each article was figured on the basis outlined in previous articles. The selling price was taken as 100 per cent., and the percentage of the selling price represented by the cost price was then reckoned. Take, for instance, one article on the bill:—

1 food chopper, $2.60—S. P. $3.50.

The price paid for the food chopper, $2.60, is just 74.2 per cent. of the selling price which is $3.50. The cost of doing busisess and the profit must, therefore, equal what is left, or 25.8 per cent. of the selling price. The cost of doing business has already been fixed at 20 per cent. The profit made on this article is exactly 5.8 per cent.

SEND IN OPINIONS.

No discussion of recent date has awakened more interest than that now being carried on through the columns of Hardware and Metal on the fixing of the selling price of goods. The question is one of deep practical interest and readers are invited to send in further communications relating thereto.—Ed.

In finding the percentage of the selling price that the cost price represents, multiply the cost price by 100 and divide the selling price into it. A simple rule of arithmetic.

The invoice was a formidable document containing no less than 96 items. It took considerable time to figure out. Space will not permit of the whole being reproduced, but a few items selected from the list are appended.

1 Sausage stuffer, $7.00—S. P. $11.00. The profit here is 16 per cent.

1 doz. carpet sweepers, jap'd, $2.00 each—S. P. $3.00. The profit is 14 per cent.

1 doz. carpet sweepers, N. P., $2.25 each—S. P. $3.25. The profit is 13 per cent.

1 doz. egg crates, $3.50—S. P. 40 cents each. The profit is 7 per cent.

1 doz. mall clevises, No. 10, $1.00—S. P. 15 cents each. The profit is 25 per cent.

1 doz. w'tree ferrules and hooks, $1.10—S. P. 12 1-2 cents each. The profit is 10 per cent.

1 doz. sisal bed cords, 60 by 3, 76 cents—S. P. 10 cents each. The profit is 17 per cent.

1 gro. M. P. iron hdles, jap'd, $8.90—S. P. 10 cents each. The profit is 18 per cent.

1 doz. wringers, $3.72 each — S. P. $5.75. The profit is 15 per cent.

1 doz. rat traps, 70 cents—S. P. 10 cents each. The profit is 17 per cent.

1 doz. chisel hdles., 54L x 4, 45 cents—S. P. 8 cents each. The profit is 34 per cent.

1 doz. tanged fir. chisels, 3-4 S. E., $1.37—S. P. 25 cents each. The profit is 32 per cent. It looks bigger first glance; but it isn't. The dealer who figured his profit and cost of doing business on the cost price would reckon that he was getting about 100 per cent. profit.

1 doz. Snap Hand Cleanser, $1.25—S. P. 15 cents each. The profit is 11 per cent.

1 doz. sets asbestos sad iron, $18.00—S. P. $2.00 each. The profit is 5 per cent.

1 half dozen stove lifters, No. 3, 25 cents—S. P. 10 cents each. The profit is 39 per cent.

Figuring out the whole bill, the profit on the selling prices indicated would be betwen 17 and 18 per cent.

Is it enough? Opinions are invited on this point. It would be well for each dealer to go over the partial list above and decide if the price this hardwareman has sent on each article is a good one; if it is as much as he (the reader) has been marking.

Resale Prices.

Here is another communication received recently, bearing on the same question:—

Editor Hardware and Metal.—Following up your question of "How to arrive at the selling price," I wish to call your attention to the fixed prices of certain lines of goods. Take for example, safety razors. We buy a razor at $3.75 and sell it at $5.00. Supposing our cost of doing business is 25 per cent., which I think is a fair average, you can readily see where our profit is, "which is none at all." Take again the cheaper kind which we sell for $1.00 and cost us 75 cents. The result is the same. Kindly advise if the above is corect, or if my average of 25 per cent. is too high.

J. G. M.

You have placed your percentage for the cost of doing business at too high a figure, we believe. Only in rare cases do overhead expenses exceed 18 per cent. of the annual turnover. In a great many cases the percentage is less.—Ed.

MISTAKE IN PRICE.

A mistake occurred in the advertisement of the Onward Manufacturing Co. in the issue of April 6, the price of the Triumph Electric Vacuum Cleaner being put at $110.00. The paragraph in question should have read: "This machine sells for $125 and is guaranteed to be superior to any machine on the market selling for $150 or less."

A Departmentized Hardware Store

How Ingram & Davey, of St. Thomas, Have Divided Up Their Large Establishment, Putting Each Department In Charge of One Member of The Staff — The Scheme Has Been Eminently Successful.

One of the most complete retail stores in Canada is that of Ingram & Davey, St. Thomas. Mention has been made of various departments of their business at different times in Hardware and Metal, but no attempt at a complete description of their model establishment has been made. It will be interesting, therefore, to give some facts relating to the Ingram & Davey store, together with illustrations.

The main store is 40 feet by 115 and comprises three storeys and basement. There is, in addition, an annex, 40 feet by 45, two storeys high. The firm utilize the large space at their disposal to splendid advantage. They carry a stock which can accurately be termed complete, and in the arrangement of this stock many pointers may be gleaned by fellow hardwaremen.

A prominent feature in the arrangement and management of the store is the fact that the whole business is departmentized. That, in fact, is the outstanding feature. Every distinct branch of hardware has its own place in the store. Over each one of these departments one of the staff is placed. It devolves on him to hold up that end of the business, to see that the goods are attractively arranged and that the sales are up to the mark. The results of this system have been eminently satisfactory.

The department devoted to mechanics' tools is at the front of the store to the left of the main entrance. The tools are arranged in specially designed drawers and cases, in front of which are sliding show cases containing samples of the better grades of tools.

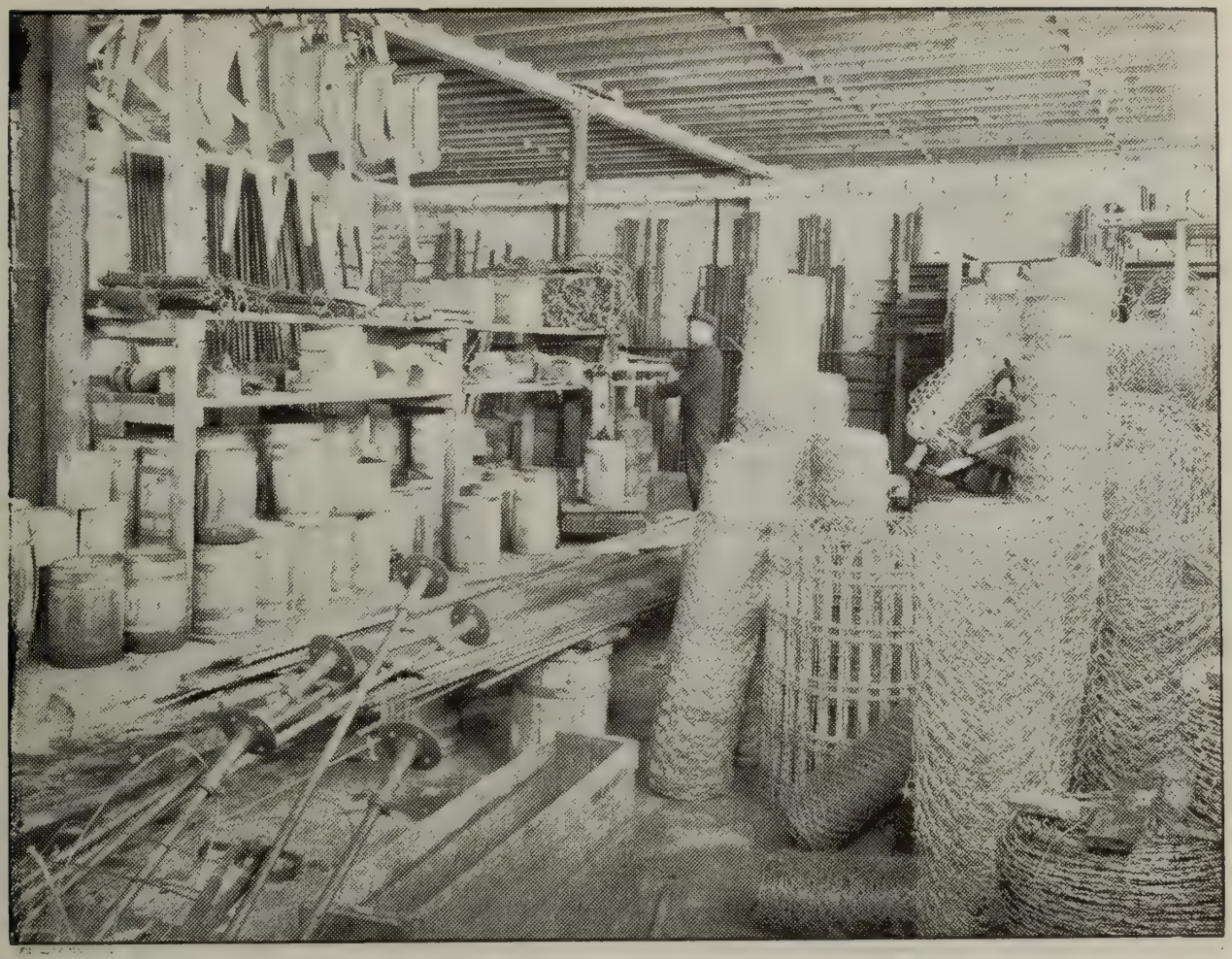
Back of this department on the same side is the space devoted to mill supplies. A feature of this section is the display of belting in pyramid form, quite a number of pyramids being kept up. Back of that again are farmers' supplies. Here we find harvest tools of all kinds, hay forks, ropes, chains, whiffletrees, neck yokes, saws, wire, wire fencing and so on.

At the rear is found the stove department. A large stock of stoves and ranges is kept, all sizes and varieties being shown.

At the front of the store on the right of the entrance, is found the builders' hardware department. Back of that, the sporting goods are stored.

In the centre of the store and exactly opposite the main entrance are a number of handsome silent salesmen, mounted upon marble bases, which contain a most elaborate collection of cutlery, silverware, brass goods, nickel-plated ware, chafing dishes, candelabra, scissors, shaving outfits, etc. It is indeed a "glittering array" which greets the customer on first entering the store, and this department has become, as a re-

A View of the Main Floor of Ingram & Davey's Store, Showing the Shelf Hardware Department.



A View of the Warehouse Where Economical Arrangements of Goods Are Found.

sult, one of the most important in the establishment.

Separate Paint Department.

A description of the paint department has already appeared. Suffice it to say that this department is at the rear of the main store and has a separate entrance on the side street.

The offices are at the rear on the right hand side of the store.

On First Floor.

A broad, quarter-cut oak stairway, winding above the office, lends to the first floor.

This floor is divided into several departments. The first is given over to a collection of household goods—washing machines, wringers, refrigerators, churns, baby carriages, bath tubs, linoleum, and an additional stock of heaters and oil stoves. Although there is plenty of space here, every square inch of it is accounted for.

At the front part of the first floor the toy department is found. "Toyland" was established a year and a half ago, and it has developed into one of the finest and most profitable features of the whole business.

On the same floor is found the gas and electric fixture department. It is divided into two rooms, both fitted up with a most striking assortment of mantles, grates, fixtures and globes.

The Warehouse.

At the rear of the main store is the warehouse, a structure with cement floors and walls, against which lean miles of bar iron, steel and pipe, standing on end in deep cement trenches. In this building also is stored the stock of wire and wire fencing, horse shoes and iron work of all descriptions. The warehouse is not exempt from the rule which governs the whole establishment, and has been set aside as the special domain of one member of the staff.

On the upper floor of the warehouse is the tinsmithing and plumbing department. The shop is fitted up with the latest machines.

In the Basement.

The basement is used for the storing of glass. The whole of one wall is lined with cases for glass of all sizes and quality. The rest of the basement space is used for storing chain, ropes, nails, building paper, white lead, cement and stock of a similar nature.

Department Managers.

The division of departments has been made on the following basis: — E. A. Davey has charge of the cutlery, silverware and sporting goods departments; Frank Barrett, of the mechanics' tools; G. A. Ferguson, of the builders' hardware; J. L. Campbell, of mill supplies, farmers' supplies and stoves, the last named in conjunction with Mr. Barret; C. A. Hood, of the paint department; R. W. Langs, of "Toyland" and the electric department; A. Lewis, fore-

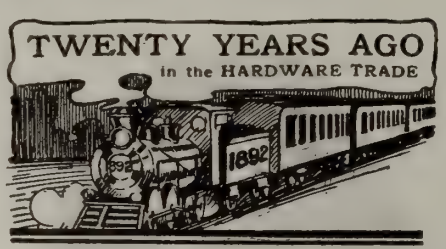
G. A. Ingram, President and Treasurer.

A View of the Store and Warehouse of Ingram & Davey.

man of the tinsmithing and plumbing; Chas. Hodge, of the warehouse; R. H. House has charge of the basement.

The members of the firm state that this plan has brought returns in the shape of improved service and stimulated interest on the part of the staff members. In so large a store it is impossible for any one man to take complete charge without some sections being allowed more or less to suffer. The departmentizing idea has solved the difficulty perfectly. Every section of the store is kept in A1 condition.

G. W. Davey, Vice-president and Manager.



The following items were taken from the issue of April 9, 1892:—

"Frankel Bros., metal dealers, George Street, Toronto, have bought out the stock of the Toronto Mill Stock and Metal Co., River St."

Editor's Note.—Frankel Bros. moved into a large new building on Eastern Ave. about a year ago.

* * *

"It is sixty-two years since the firm now known as Aikenhead & Crombie started a hardware business on the corner of Yonge and King Streets. In 1830, the firm name was Ridout Bros., afterwards changed to Ridout, Aikenhead & Crombie, later still Aikenhead & Crombie. To-day the old corner knows them no more. They have moved to 6 Adelaide Street East."

* * *

"The Ontario Iron and Steel Co. has been formed with a capital stock of $1,000,000. The provisional directors are: Elias Rogers, H. S. Howland, Robert Jaffray, J. K. Kerr, H. N. Baird, A. S. Irving, W. D. Matthews, George A. Cox, John I. Davidson, G. T. Blackstock, H. L. Hime and T. D. Ledgard."

Self-Wringing Mops.

Sumner Co., Moncton, N. B.—"Can you give us name of Canadian manufacturers of self-wringing mops?"

Tarbox Bros., Toronto.

Fort William, Ont.—The Copp Stove Works are again being enlarged. A new building is to be erected 150 feet by 70. Building operations will commence as soon as the weather conditions permit.

Complete Course of Sheet Metal Work

By L. W. KOSER

In problem 17 plate 16, we show a T joint between a large and a small pipe. The circle fig. 1, representing the large pipe, is first drawn; then the circle fig. 2 representing the small pipe.

Then the arm of the small pipe joining the large one, as shown A B C D, is drawn.

Now construct the elevation fig. 3, and the plan Fig. 4 with the arm M. N. O. P.

We first want to develop the mitre line M.P. To do this divide one-quarter of the small circle Fig. 2 into equal spaces and project lines from each of these points until they touch the circumference of the large pipe Fig. 1 and number them the same.

Now divide the plan Fig. 4 into the same sized spaces as Fig. 2, and project lines up from each number any distance so they will intersect lines drawn from the numbers on the circumference of Fig. 1. For instance a line is drawn from No. 4, Fig. 1. Then a line is projected up from No. 3 and 5 and is intersected by a line from No. 3, Fig. 1. Then a line is projected from Nos. 2 and 6, and is intersected by a line from No. 2, Fig. 1. A line traced through the points of intersection gives the mitre line.

The stretchout Fig. 5 is then laid out and the pattern developed for the arm M. N. O. P. as explained for problem 14.

To get the opening H. Fig. 6 it is only necessary to lay off enough of Fig. 1 to accommodate the size of the opening.

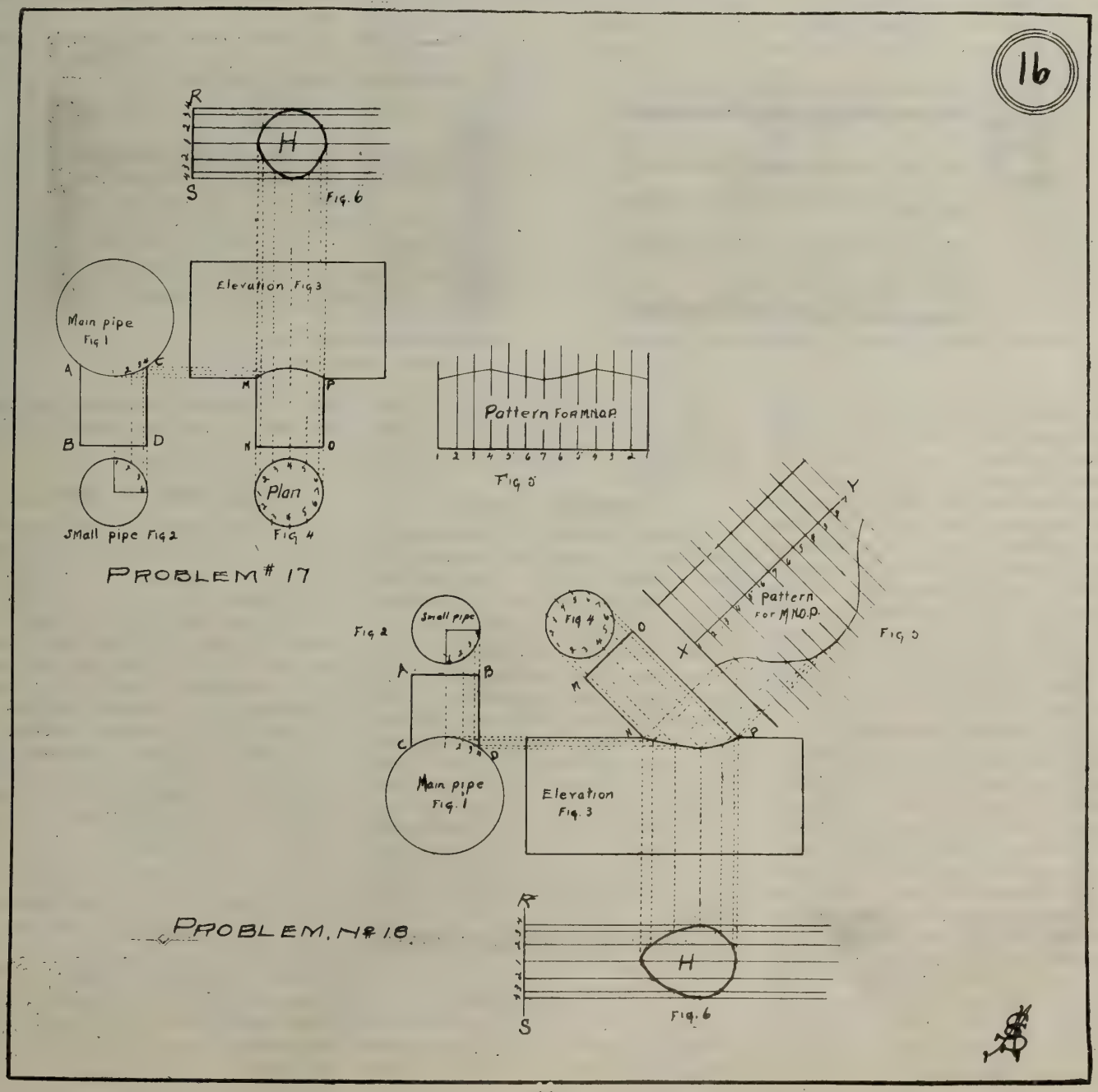
To do this lay out a line as R. S. Now set one point of the dividers at Fig. 1 and the other at 2, and transfer into spaces like this to the line R. S.

Have 1 in about the centre of this line and two on each side of it.

Then transfer the spaces 2 and 3 and 3 and 4. Each space it will be noticed is smaller than the last.

Then the line 4 to 4 represents the amount of space which the small pipe Fig. 2 takes up on the side of the large pipe Fig. 1.

(Continued on page 44.)



Lesson 12---Course in Cardwriting

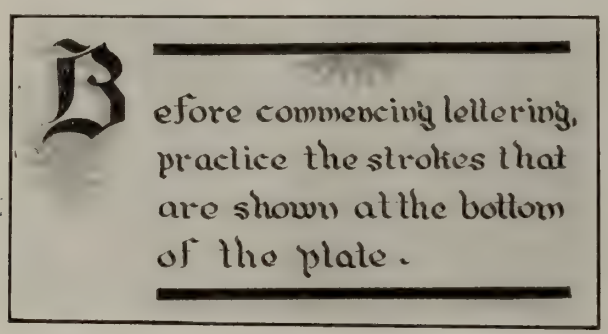
A Style of Alphabet Suitable for Use as Headlines or for Special Fancy Cards, But Not Appropriate for Sale Cards—Decorative Features.

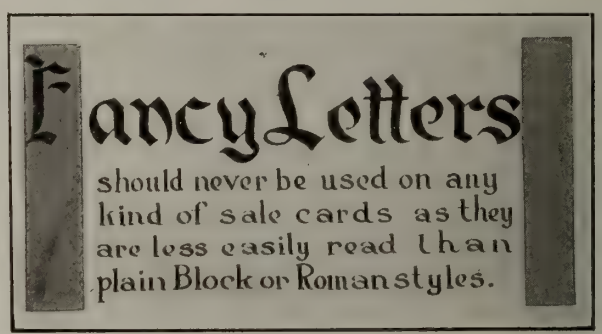
By J. C. Edwards. Copyright, Canada, 1911.

No reasonable argument can be used to uphold the use of fancy letters as practical for sale cards. The plainer a letter is the more readable and therefore, the more productive of results.

Though this course has been compiled with the express purpose of presenting the reader with only practical alphabets for use in modern show-card writing, there are times when the less practical lettering is advisable even in every-day work.

There are times when a fancy trim is called for, and while a plainly lettered card is proper, yet a fancy touch is more in harmony. Now this fancy touch does not need to be so fancy as to detract from the legibility of the card—it must be quickly made as well. Old English lettering, in its original set style is not practical and is less readable than almost any style used in lettering to-day. Yet it is a handsome letter and when nicely written makes a fine effect. This is the reason why we present here a corrupt version of the Old English, taking away the fussy parts and transforming the letters into an easily and quickly written style which can be read without trouble.





Cards showing application of flat stroke fancy lettering and decorative effect.

Placing Emphasis.

Where one word or so requires to be brought out more prominently in the inscription this letter may be used effectively. This is demonstrated in the card reading "Fancy Letters should never be used on any kind of sale card, etc." The words "fancy" and "letters," being the subject, and the most important parts of the card are made prominent by the use of this alphabet. The small letters in the reader of the inscription are made with a small soennecken pen (No. 2½). This lettering will be taught in later lessons.

The decorative feature of this card is the grey panel scheme used at both ends of the card—the one on the left being used as a relief for the capital F. The other card illustrates the use of flat stroke fancy lettering for the whole inscription. Note how much harder it is to read this card than the one previously described. Compare the two and you will readily see the reason for not advocating this or any fancy letter for sale or quickly read cards.

A very simple form of decoration is used in this card, but which adds just enough life to relieve the plain black and white appearance.

At the bottom of plate 12 there are a number of strokes given which, if practiced, will give the elements of this letter and be of great aid in helping you to master it.

Persistent Practice.

Persistent practice will accomplish a great deal in card-writing, in fact, it is the secret of success. You may ask where this style of letter would be used to advantage.

Your special sale cards may bear the formal inscriptions lettered with "Flat Stroke Fancy" and illuminated in whatever way you may desire, or they may have an informal inscription with the main words in "Fancy." Your Easter cards, your Christmas cards and such important cards may be made with this style of lettering. In fact, new goods cards where quality and style—not price—is the main feature, may be lettered to a more or less degree with this "Flat Stroke Fancy" lettering. You must use your better judgment in deciding what you use.

The Use of Capitals.

Capitals of this style of letter do not blend well together. They are even less readable than the lower case and should never be used only at the beginning of a sentence or when only two or so words are used as the headline they may all begin with a capital.

There are only about three letters in the lower case which are like the capitals and these are S and X and Z and even these are slightly different inasmuch as the S in the capitals has the lower or last stroke continued right up and across the face of the letter. The Z is practically the same but the X is finished slightly different. The rest of the letters are decidedly unlike each other.

The lower case is more simple to execute. A number 7 red sable flat brush was used to make this plate.

OLD BOYS TO DINE.

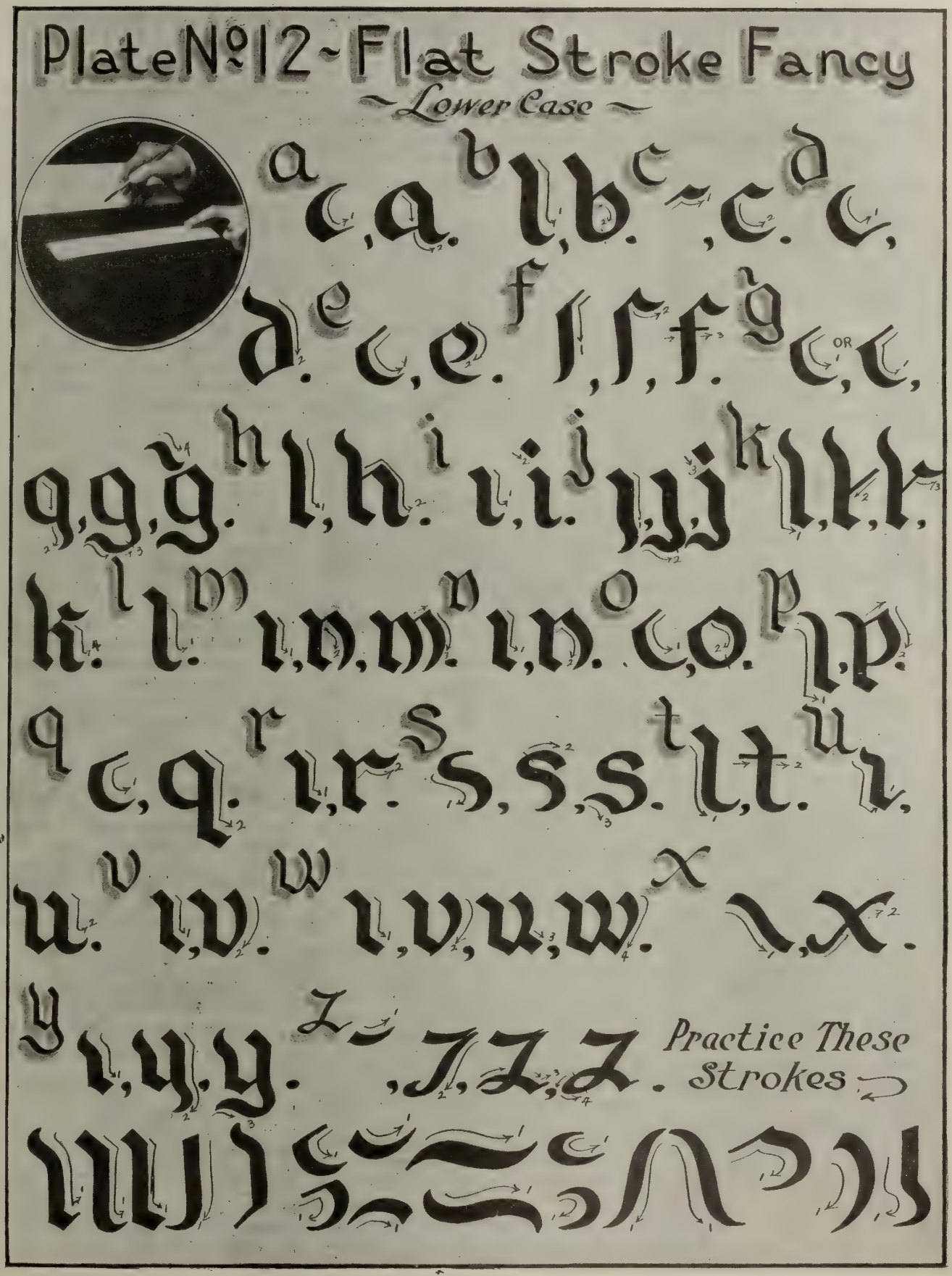
On Friday, April 19, the Kingston Old Boys of Montreal, will hold their annual dinner at the Engineers' Club, 9 Beaver Hall Square.

It is hoped that all travelers who once resided in the old "Limestone City" and now living in Montreal, will send in their addresses to the secretary, Hugh C. Walkem, 127 Coristine Building.

Courtlandt M. Strange, director of Lewis Bros., Limited, is president, and T. E. Merrett, Inspector of Agencies of the Merchant's Bank, is vice-president of the Montreal branch of the Kingston Old Boys' Association.

J. G. Lewis, of Lewis Bros., Montreal, is spending a couple of weeks at Atlantic City.

Frank Stafford, of Stafford & Co., Combermere, is now preparing to erect a new hardware store. He was in Montreal calling upon a number of friends this week.



Flat stroke fancy lettering, which has its more practical value in the various decorative purposes to which it is applicable.

Progressive Hardware Retailing

A Demonstration of Water Heaters Which Has Brought Good Results—Firm Advertising Wire—Kingston Firm Move Into Fine New Store.

WIRE ADVERTISEMENTS.

Fredericton, N. B.—James S. Mill & Sons are making a special effort to attract the trade of the farming class. Their advertising matter recently has been of a forcible character, taking up such lines as barb wire, crimped frost-proof wire, plain galvanized wire, plain twist wire, wire woven fence, gates of all sizes and similar lines.

SELLING BIG STOCK.

Seaforth.—G. L. Chesney, successor to Chesney & Archibald, is holding a clearing sale of all his stock, which is valued at $5,000. He intends to go out of business in Seaforth and leave for the West, and is intending, therefore, to dispose of all his stock. All goods are being offered at a large discount and the sale is being heavily advertised.

WATER HEATER DEMONSTRATED.

Saskatoon, Sask.—A demonstration of an instantaneous electric water heater has been conducted at the store of the Westhaver Hardware Co. One of the heaters was placed in the store and connected up so that it could be shown to all interested. It has been kept working pretty steadily for the past few days and the value of the article is being pretty widely recognized as a result.

MOVE INTO NEW STORE.

Kingston, April 9.—Simmons Bros. have moved into their new quarters on Princess Street, in the building formerly occupied by H. Skinner & Co. and the Yellow Store, as it is known, is now in full swing. The history of this firm, one of the best known in this district, is that of remarkable growth and development of business. And it was this that necessitated the removal into the new quarters.

The main store has a ground floor of over 5,000 square feet. This gives every opportunity for the display of goods, and at the same time, serve customers in comfort. The back premises included three buildings, which contain the mechanical plants, comfortable offices, with lavatory upstairs and immediately to the rear is a large stock room. The business is divided into four departments, viz., tinsmithing, plumbing, hardware and stoves, and each one has an expert. Every branch of the work has met with success.

Special pains have been taken to make the front of the store attractive, which is always a good thing, as first impressions always stay. New plate glass windows with prism tops have been put in, and this makes the interior bright and cheerful.

By "Mack."

It is a critical time for the majority of business men in my view when a proposition is laid before them for acceptance which does not demand an exchange of values.

In other words, "receiving something for nothing."

There is a fascination in the belief that sometimes the Goddess of Fortune may in a generous mood single one of us out for her favor and that is probably why we strain the sense of hearing in listening for the call to affluence.

Sometimes these calls appear under the caption of opportunities if we accept the interpretation of the newspaper advertisements which give publicity to various promotions.

And it may be the part of prudence to agree with the statements emphasizing the importance of these opportunities and make them our own opportunity of showing the wisdom of avoiding such allurements.

Many are the forms in which our cupidity is inflamed by the offering of something tangible which does not fulfil our expectations.

I know in every day business it may appear in the temptation to buy goods in excessive quantities.

Take a carload and you make an extra profit of perhaps five or ten per cent., you are urged.

Upon the surface this theory appears proven, and it should seem that so much additional interest has as we say, been made for nothing.

This hope is soon sunk in despair when it is discovered that demand is over estimated and the superflous quantity must be in the language of the trade "Carried over."

We are, therefore, made to pay in another form sometimes more than the price for smaller quantities of merchandise.

It seems that there is an underlying economical law which prevents us from creating something out of nothing.

To get our desires legitimately it is compulsory to work for them.

In the last public interview that Inventor Edison gave to the Associated Press he laid down the axiom that nobody gets anything without effort.

Not even an Idea.

He went on to say that all he did was to be in the laboratory during his work hours and wait for impressions and keep working at something all the time.

Moreover, when absent from the workshop he avers nothing comes to him as an idea for future development. It is imperative to have the proper environment.

May we not believe that it is fair to draw an analogy between Mr. Edison in his laboratory and the retail merchant in his store?

COMPLETE COURSE IN SHEET METAL WORK.

(Concluded from page 41.)

Draw the measurement lines from each number.

Now place the T-sqr. parallel to the line R. S. Bring it against the different points on the mitre line and cut out the corresponding measurement lines as explained for problem 14.

Problem 18 is an oblique intersection between a large and a small pipe.

First draw the main pipe Fig. 1, then the small pipe Fig. 2, then the arm A. B. C.

Then the elevation Fig. 3; then Fig. 4 and the arm M. N. O. P.

Divide one-quarter of Fig. 2 into equal spaces and drop lines to Fig. 1.

Current News of Hardware Trade

Fire in Moulding Shop.

Montreal.—Fire broke out in the moulding shop of the Caledonia Iron Works Tuesday night. Considerable damage was done.

New Companies.

Letters patent have been issued incorporating the Granby Hardware, Limited, with a capital stock of $250,000; head office in the town of Granby, Quebec.

Address on Salesmanship.

Quebec, April 11.—At a largely attended meeting of the Retail Dealers' Association of the city, held in the City Hall last night, J. A. Naud, of the Martin-Senour Company, Montreal, delivered a striking address upon the subject of salesmanship.

No Bond Issue.

In last week's issue a mistake was made, it being said that Brandram-Henderson were making a new bond issue. The mistake occurred by reason of a somewhat misleading advertisement printed by a Bond House which is fortunate enough to have $10,000 of the old bond issue made by the Brandram-Henderson Company. The truth is that a reserve fund is yearly being set aside from the earnings to buy in this old bond issue, a good block having just been purchased by the company.

The mistake about this supposed new issue was not made by the Eastern Editor of Hardware and Metal alone. A number of business men, seeing the advertisement of the Bond House in a Montreal daily, telephoned Brandram-Henderson officials asking for further information. Had there really been a flotation it evidently would have been rapidly snapped up.

Business Changes.

Liberty, Sask.—A hardware store is being opened here by Duncan & Smith.

Pratt, Man.—A hardware store is being opened here by a merchant named Beham.

Keremos, Alta.—E. M. Crooker has disposed of his hardware business to Ezra Mills.

North Bay, Ont.—A new hardware store has been started here by Doyle and Munns.

Strathroy, Ont.—Alexander McDougall has purchased the Thomson hardware store. Mr. Thomson intends moving West.

Strome, Alta.—The hardware business of Ellison and Bradley has been taken over by Mr. Story, who has been in business at Camrose for more than a year past.

Uxbridge, Ont.—McGowan Bros., who have been in the hardware business here for 40 years, are selling out. It is their intention to go to Los Angeles in the fall.

St. Thomas, Ont.—Geo. McMurtry, hardware dealer, has bought out the tinsmithing business of J. Bradley, Ross Street. He will manage it in conjunction with his hardware business.

Leamington, Ont.—H. Lendon, hardwareman, has bought J. S. Greenhill's hardware store, and will conduct the two businesses under one management. Heavy work, tinsmithing and plumbing will be carried on in the Talbot St. east store, while the Talbot west store will be devoted to light hardware. Mr. Ives, chief clerk for Mr. Lendon, will have charge of the Greenhill store.

Morinville, Alta.—Joseph N. Cote, who has been in charge of the hardware and furniture departments of E. H. Ward's general store, has purchased these departments and will continue them for himself. Mr. Cote is a young French-Canadian who talks English and French equally well. He began as a chairmaker in Gardner, Mass., and now at the age of the 23 years, is in business for himself.

Mirror, Alta.—Chas. Roy, manager of the Roy Hardware Co., has disposed of the building and stock to Hans Kiesel, who will carry on the business under the name of the Mirror Hardware Co. Mr. Roy is going to Edmonton, where he will engage in real estate work. Mr. Kiesel has had several years' experience with Ross Bros., Edmonton, both in the retail and wholesale departments. Previous to that he travelled in Europe, Asia, and Africa, and is a linguist of some ability, being able to carry on a conversation in nearly all of the European languages.

Personal Notes.

J. E. Julien, of Point Rouge, spent Monday and Tuesday in Montreal.

Humbolt, Sask.—W. A. Westwood, hardware dealer, is on a visit to the East, and rumor has it that he will not return alone.

George J. Rogers, president of the Rogers Hardware Company, Charlottetown, was in Montreal on business this week.

TO RUSH WORK AT MINE.

Kingston, April 9th.—At the annual meeting of the North American Smelting Company, held in this city, it was stated that the company would rush its work at the Perth Road mines, and it was also stated that the concentrating mill would be in operation by the time the Canadian Northern Railway commences to run the railway through there. The line runs across the company's property, within 120 feet of the main working shaft and mill. William M. Weigel, who had charge of the construction, and was superintendent of the National Lead Smelter, East St. Louis, Mo., and one of the most efficient smelter experts in the States, has been secured as general superintendent. It is expected that lead will be shipped from the smelter by June 1. The final completion and installation of the furnaces will be rushed so as to start operations about June 1. At first, fifty men will be employed.

The officers elected were:—President, Robert E. Cushman; vice-president, O. L. Cushman; treasurer, Chas. N. Putnam, Alexandria Bay. The directors are Robert E. Cushman, O. L. Cushman, William M. Bristol, New York; Wallace W. Holmes, Redwood, N. Y., Chas. N. Putnam, Alexandria Bay, N. Y., W. G. Craig, Kingston, T. J. Ford, Toronto.

Catalogues and Booklets

Anti-Friction Metal.

The Magnolia Metal Company have issued new booklets in English, Spanish and Portuguese containing testimonials asd tests describing the uses of Magnolia Anti-Friction Metal, and giving full directions for pouring the metal.

Paint Pamphlets.

"Paints and Painting" is the title of a highly instructive pamphlet, issued by Lowe Bros. It tells "how to secure best results and avoid unnecessary failures," and contains practical suggestions for painters and paint users on the importance of proper foundations and good coatings. Paint will fail unless the material on which it is spread is in proper condition to receive it. Illustrations are given of the bad results obtained from the use of cheap paint, and the consequences of faulty application. Blistering, flatting, cracking and peeling are illustrated, and the methods of preventing them are explained. The pamphlet contains a wealth of valuable information.

Stoves, Furnaces and Accessories

Energy Needed in Spring Campaign

Dealers Should See To It That Stoves Are Featured—Housecleaning And Moving Help To Increase The Demand For Heating Goods—The Importance of The Gas Range Trade.

The spring brings a stimulation of business in practically every branch of hardware.

The stimulation is felt in the stove department. Although trade in stoves is not as brisk in the spring as it is at other seasons, as in the fall for instance, a profitable and brisk business can be done if the dealer makes an effort in that direction.

In the first place, spring is housecleasing season, and the housewife is more apt to realize the need of a new stove then. If the stove in the house is old, the mistress finds out that it requires a tremendous amount of work, of shining and polishing, to make it look in keeping with the rest of the place. "We need a new stove," is the mental note made by probably one housewife out of every two during housecleaning. This refers particularly to ranges. In many homes, the range does duty right through the summer. It is a matter of double importance, therefore, that it should be in good working order. A cranky range is sure to be at its crankiest in summer when it is only used off and on; and the housewife's temper is apt to become cranky in keeping.

The Moving Trade.

Then there is the moving trade. April and May are the migratory months. More families move during those two months than during all the rest of the year. These people can be considered as more or less good stove prospects. It is a trait of human nature that when a man turns over a new leaf he wants to go the whole distance. Half measures do not satisfy. It is the same with making a change of any kind. It is natural to desire a complete change. When a family move to a new house, the more complete the change can be made in furnishings and general arrangements, the better they are satisfied. Moving generally entails the purchase of quite a little new furniture as a result. It is quite natural, therefore, for the family engaged in moving to feel that they need a new stove. "Might as well make the change now," is their likely comment.

Moving time is the "psyscological moment" for the stove dealer to see these people. Once they get the old stove moved in and set up, it may be a year, or several years, before they will feel impelled to make a change.

The case is recalled of a dealer who made it a rule to call personally on every man or woman who was moving. As the town was not overly large he had no difficulty in finding out the names of all families who were moving or contemplating a move. "I always got a hearing." he states. "I don't recall a single instance where I failed to get the people interested. They are keen to buy and the only objection I ever meet is that, on account of moving expenses, they cannot afford to purchase just then. I make sales in a large number of cases. Frequently, of course, the sales are made on the time basis."

"I have found," he continued, "that people are always anxious to have the house they are moving into look its very best. They will stretch a point or two every time to buy a new range or stove. If a time payment basis is proposed, they nearly always 'fall for it.'"

The Gas Range Trade.

An important feature of the spring trade is the demand for gas stoves. The gas range, once a luxury, has become a necessity. No house is now deemed properly equipped unless it has one. The sales of gas stoves is Canada are estimated to have been quadrupled during the past ten years. This is a rough estimate and it is quite possible that the increase has been much larger than that. At any rate, it is certain that there has been a most remarkable growth in the demand of late years.

The trade is centered largely in the spring and early summer. It devolves on the hardware dealer, therefore, to pay particular attention to this branch of his business at the present time.

An energetic Ontario dealer informed the writer the other day that he had already sold a couple of dozen gas stoves. "I seized the opportunity presented by the first touch of bright weather," he explained, "to put a couple of gas ranges in window. I had them connected up and kept them lighted in the evenings with a kettle boiling on top. Quite a little attention was attracted in that way. At the same time I put some live advertising into the local papers and the combination got people thinking and talking gas stoves. The nice weather didn't last long but it kept up long enough for my purpose. I've had good sales off and on ever since."

Is Importance Realized?

That the importance of the gas stove trade is not realized to its fullest extent by quite a large number of dealers is the statement made by the sales-manager of one large manufacturing concern. The possibilities of trade in this line, he contends, are practically without limit.

"Look at it this way," he states. "The gas stove has become practically a necessity and yet at least half the homes in our cities and towns still lack them; considerably more than half, I should say. Now if an energetic campaign were conducted and every householder without a gas stove were approached the sales would be enormous If the dealers went after business as energetically as the piano men, for instance, they could sell fifty thousand gas ranges in no time — provided that the manufacturers could supply them."

There is undoubtedly a splendid field. It is probably true, also, that a great many dealers are not realizing on the opportunities presented for the sale of gas stoves.

There is no time like the present to "turn over a new leaf" in this respect. Get after the gas stove trade, Mr. Dealed. It presents possibilities not excelled in any line.

A SUCCESSFUL SEASON.

The hockey season just closed has been the most successful in Winnipeg's history. Among the minor leagues, the Wholesale Hardware undoubtedly ranks as the fastest, and the fans who follow its fortunes are always assured some fast and exciting games.

As a result of the season's play, the handsome cup donated by the Starr Manufacturing Company, will spend another summer with the Wood, Vallance, Limited boys, while they also have the honor of holding the new Dixon Cup on its first presentation. This is a very fine trophy presented to the league by the Joseph Dixon Crucible Co., Jersey City, N.J., for annual competition.

The Wood, Vallance team came through without a defeat, while the Ashdown septette came under the wire in second place. The first games, Wood, Vallence vs. Ashdown and Wood, Val-

lance vs. Miller-Morse, were the closest encounters, and furnished lots of excitement for the large crowds present.

An enjoyable feature this season has been the excursions to country points, the speedy hardware boys on several occasions playing games with nearby towns.

The league officers for the season were:—W. F. Auger, President; C. C. Nash, Secretary-Treasurer; Committee, H. Fargey, H. Lloyd, C. Nash and C. J. Delaney.

The following houses were represented in the league:—Wood, Vallance, Limited, J. H. Ashdown Hardware Co., Miller-Morse, and Merrick-Anderson.

Weekly Market Report---Stoves

PROSPECTS ARE BRIGHT.

The stove industry is experiencing a marked stimulation of trade and manufacturers agree that prospects ahead are of the brightest. All reports are to the effect that the demand so far has shown a healthy increase over last year. The gas stove trade is showing a healthy improvement.

Advances are expected in some lines of kitchen gods.

MONTREAL.

Montreal, April 11.—Trade in stoves and similar lines is improving daily. Still some trouble is being experienced with deliveries, but as the rush, which came immediately following the striking of the lower freight rates on April 1 subsides, the service is becoming better.

Prices changes have not been made for some little time, but there are rumors of changes in the air. Stoves, it seems, will not be connected with any different level which may be struck, but rather the new rate will apply to kitchen ware. It has been indicated that the advanced figures charged for tin plates, by reason of the coal strike, would likely result in a higher price being fixed upon all kitchen tinware. It now seems that this higher figure will be fixed within the next few days. Undoubtedly this is a good time to buy kitchen ware. It is practically certain that an advance on a number of lines will be effected shortly.

Better Class of Refrigerators.

Spring Goods.—Refrigerators are beginning to move rapidly now, and it is noticeable that more of a higher grade are being ordered than in past years. The reason for this not altogether that the people are asking for better goods, but also that a number of manufacturers are stopping the production of their cheaper lines. As one man said, "we find it better to make $100 out of 40 sales, than to make $100 out of twice that many transactions.

There is still a good demand for milk cans, sap pails and similar lines. Kitchen ware is moving largely—and more largely all the time. There seems no satisfying the hardware men with their stocks of this.

Ranges Moving Rapidly.

Ranges, Heaters and Furnaces.—The time for ranges is here once more. All the manufacturers report good orders. The stocks which they have been establishing during the winter are ample, but the spring demand is sure to cause a great diminution of these.

Heaters are in some small demand, though only in certain sections. For the ranges the demand is general.

Furnaces are being bought by some contractors who are finishing jobs, but the call is not at all large.

Gas Stoves.—Good business is being done in this line. Sales managers are already beginning to complain of difficulty in getting the goods from their factories. The retailers are playing up the gas ranges to the best advantage, and purchases are being made rapidly.

TORONTO.

Toronto, April 11.—Trade has shown a great improvement during the past week. Orders are now coming in from all sections and for every kind of stove. The amount of business being done is largely in excess of the usual spring trade.

"It is rather early in the year to talk of prospects," said one stove man, "but certainly everything begins to look like a record year. We are doing more business than ever before already and we have have no hesitation about laying our plans for a larger fall trade than we had last year; and last year was by long odds the biggest we ever had. Our travelers tell us that the dealers on their routes are expecting to have bigger sales. The demand from the west is certain to show a large increase."

The settlement of the strike in the old country has relieved the manufacturers of considerable anxiety. While it would not have had any very direct detrimental effect, the industry would undoubtedly have suffered to some extent.

Ranges.—The demand for ranges is quite large. There is, of course, more or less call the whole year around but it is not often that the early spring brings as large orders as are coming in at the present moment. Dealers are securing shipments of large bulk.

Heaters are also in better demand, although orders are not yet large or numerous.

Gas Ranges.—Business is exceptionally brisk in this branch of the stove industry. Large orders are being placed. This is particularly the case in the cities where the use of the gas range is becoming universal. Even from smaller centres orders are being received regularly.

One manufacturer estimates that the output of gas stoves this year will show an advance of at least twenty per cent. over last year. It is a little early yet, however, to indulge in speculation of this nature and nothing can be stated with any degree of certainty.

Furnaces.—The furnace industry is showing every sign of spring activity. Building operations are already under way, particularly in the cities, and most furnace men have enough work on their hands to keep them busy.

Hardware Letter Box

Magic Vacuum Cleaners.

F. Hoar, Barrie, Ont.—"Who are the manufacturers of the Magic Vacuum Cleaner."

Can any reader give this information?

Fireless Cookers.

D. Leckie, Kelowna, B.C.—"Will you kindly tell me who manufactures fireless cookers?"

Toledo Cooker Co., Toledo, O.

Squaring Hand Shears.

E. Boucher, St. Hyacinthe, Que.—"Can you inform me where I can procure squaring hand shears, 15-inch, which fold like a mitre box?"

Peck, Stowe & Wilcox, Southington, Conn.

SITUATION WANTED

GENERAL HARDWARE — YOUNG MAN with three years' experience desires position; temperate, good salesman and stockkeeper. Can furnish best of references. Must be in first-class store. Box 658, Hardware & Metal, Toronto. (15)

Weekly Market Report --- Metals

SHORTAGES AND ADVANCES.

The metal market has been featured by a general tendency toward higher prices, brought about in some cases by the shortage in the supply. Metals are scarce all around, spelter particularly so. At some points, there is positively no spelter on hand.

Copper keeps on the upward path. Tin and lead are firm.

MONTREAL.

Montreal, April 11.—A great scarcity of almost all metals renders the market here rather trying, both for those who wish to buy and for the handlers. Part of this scarcity—a large part—is due to the coal strike in England. Part is the result of poor transportation facilities which are making it practically impossible for the handlers to get their supplies in anything like reasonable time. So bad have the railway facilities become that metal men are wondering if the roads will catch up with their shipments by the time the heavy shipments of next fall commence. There is talk of getting the Board of Trade to look into this matter.

All Metals Scarce.

Following the advance in copper of last week there has come another advance, with still greater rises looked upon as quite likely. Tin is up, and seems likely to remain firm, or perhaps to climb higher. Spelter and lead are scarce and high in price. The volume of business done is satisfactory—indeed there would be great difficulty in filling orders if they came in too rapidly. Even now there is much borrowing of certain metals, and for some the handlers hesitate to make bookings at the present prices.

Tin.—On Wednesday there came a small decline, but this was only a passing fluctuation. The general trend of the market has been upward for some time. The opinion is that there may be a decrease in stocks toward the end of the month, which will keep prices firm—at the present figure or higher. Locally there is practically no tin to be had. The handlers are in bad shape.

Ingots and Sheets Scarce.

Copper.—The ingot metal has been advanced 50c. a cwt. to $17, and it is generally understood that there will be another rise shortly. There can hardly be any other movement unless stocks increase greatly.

Sheets have advanced 2c. a pound. A local mill having been burned it will be necessary for a good deal of this material to be brought in from the States at a higher price. This fire makes the future of sheets a little more uncertain than would otherwise be the case, for it will be come months before production can be resumed.

Antimony.—This market is exceedingly firm. The stocks are well nigh exhausted, and those who must have this metal to continue manufacturing are experiencing some uneasiness.

Won't Guarantee Futures.

Spelter.—Scarce is the word that applies here too. Some metal has come to Montreal recently, but not nearly as much as is needed. The future will probably be all right, for the transportation troubles once over, good stocks will be received.

Lead.—Little of this to be had. The stocks have not been replenished for some time, and owing to the likelihood of little metal being on the first shipments, there is little chance of a greater supply of this metal in the next few weeks. Prices remain steady.

Iron.—Usually the handlers in England keep good supplies. These have fallen off during the strike, and now will need to be built up. Because of this it is not at all certain that a lower price for iron will be attained. One local handler, indeed, has refused to book an order for fall delivery at the present prices. He wants to cover before he takes this.

TORONTO.

Toronto, April 11.—The metal situation is featured by a singular shortage of supplies. In spelter, for instance, it amounts to an absolute famine. Metal firms state that they haven't any spelter whatever in stock and they are thus not in a position to fill orders.

The shortage is due partly to the effects of the mining strikes but mostly to the freight congestion. Now that the old country strike has been settled, there will be some improvement in certain lines but there is no sign of a betterment of the freight service. It is feared, in fact, that it will get worse as the season advances..

The general state of trade here is active, in spite of the handicaps thus suffered. In the opinion of local jobbers, the present demand presages a splendid year's business.

Tin is Firm.

Tin.—There have been fluctuations on the primary markets but no price changes have occurred here. Quotations vary from 46 to 47 cents and the general trend of the market is toward firmness. The demand is exceptionally heavy at the present time.

Lead Scarce and High.

Lead.—Small advances have been registered elsewhere in lead but the local price has remained steady. An advance in the near future here would not cause any surprise, however, for the metal is very scarce and it is in heavy demand.

Copper Advances.

Copper.—It has become a regular thing to expect an advance in copper. The price has been going up steadily and has now reached 16¾ cents here. This price is a little lower than might have been expected in view of the quotations at other points. Unless conditions show a radical change, therefore, the local price will see further advances in the near future.

Stocks continue light and the demand is so consistently heavy that the supply on hand is not likely to grow.

Spelter Cleaned Out.

Spelter.—If there is any spelter in Toronto it has been most effectually hidden away. The metal houses report that they are absolutely cleaned out of spelter and furthermore that they don't expect to get any in before next month. In the meantime it is impossible to fill any orders and buyers are not in a position to satisfy their requirements. Under the circumstances prices are quite nominal. Most of the metal houses are not quoting spelter at all.

An Improvement Here.

Plates and Sheets.—The shortage in plates and sheets has not been relieved by any means. The settlement of the mining strike in England, however, has cleared up all anxiety as to the future and it is believed that it will be possible to secure supplies before long. In the meantime, the stocks on hand are being used conservatively so that the situation is not likely to get any worse.

A firm tone is noted in pig iron. The advances of from 25 to 50 cents per ton have been closely maintained. There is a large demand.

Weekly Market Report --- Hardware

TRADE IS GOOD.

Despite the handicaps of unseasonable weather and bad freight service, the hardware wholesalers are experiencing an extremely heavy demand. The promises held out earlier of a record year's trade are being amply borne out.

MONTREAL.

Montreal, April 11.—Though the small floods which are reported on all sides are undoubtedly going to have a harmful influence upon trade, there has not been any evidence of this yet. The wholesale houses have been exceedingly busy this week. Orders for spring goods have been coming from all sides, and the problem has been to make deliveries. The freight troubles have improved somewhat since last week, but still the roads are heavy, making trucking difficult, and still the railway cars are none too plentiful.

The small floods, which will make some roads practically impassable, will certainly keep many farmers away from the stores, but the stop in ordering which will result will hardly be of long duration.

Collections Fairly Good.

Collections for the most part are reported as good, but in some sections there is a delay in settling; why this should be the wholesalers and manufacturers find hard to understand, for the dealers themselves are getting payment from their customers rather better than usual.

Spring Goods.—From the West especially come orders for these lines. Lawn hose is being bought largely there, as are sprinklers and lawn mowers. These goods are moving in the east too, but hardly as rapidly as in the far West, where a retail demand has already sprung up.

Garden tools are being ordered, while from the farm districts the dealers are laying in good supplies of wire fencing and barb wire. In the next few weeks there will be a good deal of repair work done on the farm, and the hardwaremen who supply the farmers are preparing to meet their orders.

A Good Time to Buy.

Kitchen ware of all kinds is moving well. There have not been any changes in prices, but these may be expected in some lines. If a fresh stock is needed shortly, the immediate present would seem a good time to buy tinware.

Builders' Hardware.—The call for this class of goods is increasing from week to week. Dealers in all parts of the country are laying in their stock. All have read the signs of the times, and are confidently expecting a large building year; those, therefore, whose stores are situated in a district where the building will take place, are preparing to supply the various hardware lines needed.

Is Bicycle Coming Back?

Sporting Goods.—These are now finding their way into the windows of the retailers, and also into the hands of the sporting enthusiasts. The snow has largely disappeared from the streets and yards, and in these the boys are playing ball. It will be a little later before the older players take the field, but they are now preparing for the season, and the retailers have felt the need of keeping their stock well assorted.

Bicycles are being carried in a number of hardware stores now. The bicycle, it would seem, is not convinced that it can not come back. Wheeling was a sensible pastime, as well as a fad, and seems likely to become popular once more.

TORONTO.

Toronto, April 11.—There have been serious handicaps to trade during the past week, to wit, the extremely bad weather and the inability of the railroads to handle freight. But the effect on the wholesale hardware business has not been marked. Trade is flowing along in such a steady stream that it would take a much more serious obstacle to create any serious loss.

The freight situation is causing a great deal of trouble, however. Not only are the dealers complaining about the delay in receiving shipments, but the jobbers are finding it hard to keep stocked up. "We have had shortages all along the line," said one wholesaler. "In fact, we have been running out of goods right along because the railroads have not been in a position to deliver us shipments which we ordered, and, in some cases, paid for long ago. The situation is very serious indeed."

Manufacturers Doing Well.

The manufacturers are grappling with the situation well this year. Despite the fact that the demand in most lines is better than ever before, they are turning out sufficiently large supplies to meet it.

Collections are reported to be only fair. The spring retail trade is being held back by the weather. As soon as an improvement is noted in this respect the collections will improve.

Seasonable Lines.—There has been a good demand for spring articles. The season is not yet far advanced for a big demand in such summer lines as mosquito netting, ice cream freezers, etc., but advance booking has begun.

Household Goods.—Business has been exceptionally brisk in household lines. Graniteware and tinware have been moving in large volume. Large sorting orders are being received for stepladders, mops, brooms, tacks, hammers, carpet stretchers and beaters, vacuum cleaners and the countless other articles needed at house-cleaning time. It is quite apparent that a heavy retail trade is being done in these lines.

Builders' Hardware.—The demand for all kinds of builders' hardware and contractors' supplies has shown a large increase. The active resumption of building operations in the larger centres has had the effect of bringing trade along somewhat earlier than usual. Mechanics' tools are selling well, some large orders having been placed during the past week in addition to many of the sorting-up variety.

Heavy Hardware.—Goods are moving out briskly. The commencement of building work has created an early and brisk demand in most sections. Price quotations are:—Discounts on carriage bolts, 3-8 and less, 60 and 10 and 10; coach screws, 75; stove bolts, 80 and 7½.

Sporting Goods.—There is now a first-class call for practically every line. While the weather has not been exactly conducive to sport, it is recognized that the conditions must change shortly, and the dealers are stocking up in anticipation of the early advent of warmer weather. Trap shooters' supplies bulk pretty largely in the demand at the present moment. Guns, canoes, paddles, tennis goods, golf sticks, all lines are moving in more or less large bulk.

ADHERE TO CANVASSING RULE.

Stratford, Ont.—At a recent meeting of the Retail Merchants Association the question of allowing representatives of the Salvation Army and Children's Aid Society to canvass members at their place of business was discussed. The merchants decided to adhere strictly to the anti-canvassing rule, recommending that all canvassing of this sort be done at their homes.

Weekly Western Market Report

Trade Conditions Are Flourishing—A Shortage Noted in Formaline Stocks—Building Operations Are Now in Full Swing but Railroad Work Is Still Held Up by Weather Conditions—Collections Are Reported Slow.

Winnipeg, April 10.—There are no particular developments to report. Trade is flourishing and on all hands an optimistic feeling is shown. Spring work is now pretty general. The farmers are busy, and in the cities and towns industrial activity is making itself felt. The hardware jobbing houses have been experiencing a heavy demand for spring goods for some time past, but the trade has now reached almost to record proportions. Shipments are heavy at the present time.

Formaline Scarce.

A considerable shortage is reported in formaline stocks. Some little difficulty is being experienced as a result in meeting the demand.

A heavy trade is expected in bluestone, which is being used for doctoring seed wheat.

Prices Are Steady.

Prices are remaining steady, although there is a pretty generally firm note all around. It is not likely that there will be any changes in quotations until after the opening of navigation.

Building operations are now in full swing in all parts of the West. It is believed that all records in extent of development will be broken this year. In most Western towns there is already a great deal of public and private building under way, and reports are to the effect that the amount of building done in practically every centre will be in excess of last year.

The railroad outfits have not yet started to work. It is expected that weather conditions will soon permit the start of construction gangs. It is understood that they are all pretty well stocked up for a start.

Heavy Trade Here.

Trade is so good all around in hardware lines that it is extremely difficult to particularize. It is noteworthy, however, that the demand in carpenters' tools and cutlery has been particularly heavy. Business in these two lines has shown quite a remarkable increase.

Collections are still pretty slow throughout the West. This is almost always the case in the spring, however, and money is no harder to obtain at the present time than is usually the case at this time. An improvement in money matters is commencing to manifest ieself.

Winnipeg Hardware Quotations.

Ax Handles—Oval and octagon, s.g. hickory, $3.50; No. 1, $2.40; 2, $1.95; p.g. oak, $2.90.

Augur Bits—"Irwin" bits, 47½; other lines 70 and 10 per cent.

Bolts—Carriage, ⅜ and smaller, 65; 7-16 and larger, 55; machine, ⅜ and under, 60 and 5; 7-16 and over, 55; machine set screws, 65; plough bolts, 50; square and hexagon nuts, cases, 3; small lots, 2½; stove bolts, 77½.

Bar Iron—Bar iron, $2.50; Swedish iron, $4.25; sleigh shoe steel, $2.65; spring steel, $3.40; machinery steel, $3.50; tool steel, Black Diamond, 100 lbs., $8.50; Jessop, $15.

Blocks—Steel, 50 per cent.; wood, 60 per cent.

Cut Nails—$3.15 per keg base.

Wire nails, base, $2.80 Winnipeg; $2.35 Fort William.

Copper—Sheet and planished copper, 30c per lb. Tinned, 24c. Copper wire, 3-inch gage, 24c, to 20-inch gage, 29c.

Crowbars—4½c per lb.

Corrugated Iron and Roofing, etc.—Corrugated iron, 28 gauge, $3.87; 26 gauge, $4.18; pressed standing seamed roofing, 28, painted, $2.84; 26, $3.24.

Canada Plates—Firm. Half polish, 6 and 7-inch, $3.65; 8-inch, $3.90; full polish, 6 and 7-inch, $4.40; 8-inch, $4.65.

Clevices—7½c per lb.

Enamelware—Canada, 50; Imperial, 60; Premier, 50; Colonial, 60; white, 70 and 5; diamond, 50; granite, 60 per cent.

Files—American, 75; Black Diamond, 60; Nicholson's, 65 per cent.

Galvanized Iron—Apollo, 16 gauge, $3.80; 18, $3.85; 20, $3.90; 22 and 24, $4; 6, $4.20; 28, $4.60; 30 gauge or 10¾ oz., $4.80; Queen's Head, 20, $4; 24, $4.20; 26, $4.60; 28, $4.80.

Galvanized Iron Pipe—⅜ in., $3.25; ½ in., $4.05; ¾ in., $5.00; 1 in., $7.20; 1¼ in., $9.80; 1½ in., $11.80; 2 in., $15.30.

Galvanized Ware.—37½ p.c.

Grindstones—Per 100 lbs., $1.65.

Horseshoes—"M.R.M." and "Bell" iron, No. 0 to 1, $4.90; No. 2 and larger, $4.65; snowshoes, No. 0 to No. 1, $5.15; No. 2 and larger, $4.90; steel No. 0 to 1, $5.35; No. 2 and larger, $5.10; featherweight, $6.50.

Horse Nails—"M.R.M." cold process —No. 3, $4.30; 4, $3.80; 5, $2.75; 6, $3.30; 7, $3.05; 8, $2.85; 9, $2.75; 10, 11 and 12, $2.65 in 25-lb. boxes.

Harvest Tools—50, 5 and 5 per cent.

Hinges—Light T and strap, 65 per cent.

Hooks—Brush, heavy, per dozen, $8.75; grass, $1.70.

Iron Washers—Full box, 40 per cent.; smaller lots, 35 per cent.

Iron Pipe, Black—⅛ in., $3.15; ¼ in., $2.30; ⅜ in., $2.35; ½ in., $3.15; ¾ in., $3.80; 1 in., $5.45; 1¼ in., $7.45; 1½ in., $8.95; 2 in., $11.55; 2½ in., $18.40; 3 in., $24.15; 3½ in., $32.25; 4 in., $36.75; 4½ in., $42.50; 5 in., $47.50; 6 in., $61.50; 7 in., $95.50; 8 in., $118.

Logging Chain—¼ in., $7.50; 5-16 in., $6; ⅜ in., $5.50.

Lanterns—Cold blast, per dozen, $7; coppered, $9; dash, $9.

Poultry Netting—57½ per cent.

Pig Lead—$4.75. Lead Pipe—$5.75.

Lead Waste—$6.75.

Rivets and Burrs—Iron rivets, 55 per cent.; copper, No. 8, 30c; 10, 32c; 12, 34c; copper burrs, No. 8, 40c; 13, 43c; 12, 46; copper rivets and burrs, No. 8, 31c; 9, 32c; 10, 33c; coppered, No. 8, 17c; 9, 17½c; 10, 18c.

Rope — Sisal, 8¾; Pure Manilla, 10¾c; British Manilia, 9c; lath yard, 9¼c.

Staples.—Bright wire, $2.50 F.O.B. Fort William; $2.90, Winnipeg.

Steel Squares—40 off new list.

Shovels—Discounts on No. 1, No. 2, 60 and 2½ p.c.; No. 3, No. 4, 50 and 2½ p.c.; No. 1 scoops, 50 and 6 p.c.; all other grades, 45 and 5 p.c.; fifty cents per dozen net is added to equalize eastern freights.

Solder—Half and half, $28 per cwt.

Screws—Flat head, iron, 87½, brass, 77½; round head, iron, 82½; brass, 72½; coach, 67½ per cent.

Staples—Bright wire per cwt., $2.50 at Fort William, $2.90, Winnipeg.

Stove Pipe—6 inch., $8.70 per 100 lengths; 7 inch., $9.30 per 100.

Terne Plate—I.C., $9.75; I.X., $11.75.

Tin Plate—I.C., charcoal, 20x28, full box, $10.25; ½ box, $5.50; IX., full box, $13.50; ½ box, $8; IXX., full box, $15.50; ½ box, $9.

Tinware, Etc.—Pressed, retinned and plain, 75 and 2½; pieced, 25; japanned ware, 35.

Wrenches Agricultural—70 with 10 p.c. discount.

Methods of Retailing Paints and Varnishes

Paint's Place in Conservation of Lumber

The Need Of Increasing The Life Of Lumber Has Increased The Demand For Paint—It Is More Than An Insurance, It Guards Wood Against Destructive Forces Which Are At Work Every Day—The Difference Which A Decade Has Shown.

Of late years the number of paint houses in Canada have increased, yet despite this the output of these houses has had to be increased greatly to meet the demand. At this season, indeed, so busy are the manufacturers that it is necessary for many to work nights, and a large number of the factories did not close down on Good Friday. Paint is needed, and the manufacturers are naturally anxious to see that they have the goods with which to supply the need.

But what is it that has caused this increased demand? Is it the natural growth in population? Partially that. The great exodus to the North-West has opened a new field for sales; yet in the East, where the population has not increased rapidly—in some districts where it has not increased at all—there has been a great growth in the demand for paint.

Increase in population, therefore, can not be accepted as the explanation for the better condition of affairs.

Paint Not a Luxury.

When the various causes which have had something to do with creating this increased demand are considered, it becomes very evident that the influence which has been most far reaching and most effective has been that of education—general education which has established higher standards, for one thing, and particular paint education. Paint is no longer regarded as a luxury — a beautifier. Paint is now a stern necessity — an insurance which costs something but which saves many times more than its cost. Paint, indeed, is more than an insurance, and people are coming to regard it so. Insurance guards the purchaser against something which may come—damage by fire or water, or destruction by wind storm. Paint, on the other hand, guards against something which is bound to come—the sun, the rains, the storms of winter, and the disintegrating influences of the changing atmosphere. A man buys a insurance policy, and he is taking a wide step. For a small sum he is guarding against something which may happen. A householder buys paint and he is taking a much wiser step. He is guarding against a sure thing — something which he knows is in force—something which is working every day and every night, quietly, but none the less steadily.

Paint Means a Saving.

It is this knowledge which has been brought home to people the country through. The work is not completed yet. There are many still to be convinced that an expenditure on paint is not really an expenditure but a saving. Still the splendid advertising work which has been in progress for the past decade is now showing results. It is not necessary to go far from home to see these. In the province of Quebec, for instance, it was almost a rare thing a decade ago, to see a painted house. A painted barn was a still greater rarity. A visitor to a town or village might almost have counted the painted houses upon his fingers. One hand would have been more than sufficient to tabulate the painted barns in any community. The people had not awakened to the need of protecting their structures against the wind and rain.

What was true in Quebec was doubtless true of practically every other district in Canada. Now, however, in Quebec as in Ontario, the Maritimes, and the West, a visitor to a village or town is able to count upon the fingers of his two hands the houses which are not painted. In the country a less satisfactory state of affairs is noted. The houses there are painted too, yet there are many barns which still raise their gaunt walls unadorned and unprotected.

Need To Increase Life Of Lumber.

But there has been a great change. The idea of using paint to protect is being very generally realized. It is little wonder that this should be so too, for so rapid has been the advance in the price of lumber that the need of increasing its life is becoming exceedingly apparent.

Ten years ago, timber such as would be used is barns, could be bought for about $15 or $16 a thousand. Now the roughest timber, such as is used for the framework, costs about $22 a thousand, while $28 to $30 a thousand is cheap for the class of wood needed for finishing.

On all hands is heard talk of conservation. The forests must be preserved, it is said. There has been a great deal said, and some little done, along the lines of reforestration. That is the way when there begins to appear the possibility of a shortage. At once a shout is raised to conserve the output, while not for some time is much said about increasing the life of the output.

Increases Life of Wood.

This is exactly what paint does. It increases the longevity of the wood. It beautifies the wood too, and for that reason alone would sell largely. But even of greater importance in this practical age is paint's preserving properties.

Suppose a house 60 by 30 and 30 feet in height is built. It will have a total wall area of 5,400 square feet. A con-

A Splendid Window Display in the Store of W. J. Robinson, Royce Avenue, Toronto.

servative estimate of the covering qualities of paint allows one gallon to cover 300 square feet. It would, therefore, take 18 gallons to give this house its proper two coats. Paint varies in price. But supposing $2.00 is paid per gallon, there is an expenditure for material of $36.00. For $36.00, therefore, the material could be purchased which would enable this house to resist the heat and the rain. The wood would last for many years more than it would were no paint applied. At the present cost of lumber, therefore, it will easily be seen that the $36.00 outlay would quickly be saved.

Work For The Future.

Travelers are talking the conserving qualities of paint. The advertising departments are bring this phase of the subject home to the people. Much good has already resulted, yet there is much which yet remains to be done. People have short memories, and there is need to keep harping on such a point. Dealers, moreover, need to explain something of paint as an insurance when talking to their customers. This is the way the present paint demand has been built up, and this is the way a greater demand may be built up in the future.

Keeping Tab on the Paint Stock

A Method Suggested by which Dealers Can Make Sure That They Have an Ample Stock of All Lines on Hand—Sales Are Recorded Without Any Trouble.

Every dealer tries to keep stocked up in good selling lines. Nothing is so indicative of business slackness as the admission that there is none in stock of a certain line. Dealers try to avoid this in every way.

It applies to every department, and it is quite as necessary for a dealer to have his paint stock complete as to have a full line of builders' hardware on the shelves. As spring is the heaviest paint season, it follows that the dealer must pay particular attention during the spring to seeing that he has an ample supply of all lines in his store.

In some lines it is possible to get customers to wait for an article which is "just sold out." If a woman asks for a meat chopper, say, which the clerk finds is not in stock, she may be persuaded to wait until the new supply arrives. But it is not so with paint. A sale delayed is a sale lost. When a man makes up his mind to paint, he wants to go right at it. If he delays, his enthusiasm may wane. If it is a brush he needs he needs it at once. In all probability he has the the can of paint at home ready and, if one dealer can't supply him, he goes to the next store. All stores look alike to him at such a time. If it is a supplementary supply of paint or varnish which is needed, but which the dealer cannot supply, the customer not only goes elsewhere but feels annoyed at the carelessness of the dealer.

There is a great amount of running back and forth between house and hardware store during the spring painting time. The average person has little idea of how much material they will need to do the painting they have in view. As it is most likely that they "err on the side of economy," a second trip to the store is generally necessary. It is equally true, that the average man knows practically nothing about what

L. R. Greene, Who Has Been Moved From Cleveland to Montreal, as Head of Advertising Department of the Sherwin-Williams Co., of Canada, and the Canada Paint Co.

supplies will be needed. One paint dealer estimates that he gets an average of three calls for every job undertaken by a householder.

It follows that the dealer has to be in a position to meet all demands if he desires to hold his custom; and the demands are likely to be a varied nature.

A method for keeping track of stock in the paint department is suggested by a writer in the American Paint and Oil Dealer.

The first part of this plan is a stock "tab" or card to record the sale of goods from original packages, stock boxes and shelves. It is easily applicable to the sale of turpentine and oils, by a little modification to suit the dealer's convenience.

Get from the printer a supply of cards 3 by 5 inches printed with blank lines for the entry of information, such as "article," "stock or invoice number," "bought of," "invoice cost," "freight," "cost to sell," "cost," "how many bought" and "date." Also in a marked off space have numbers printed running from 1 to 12, as most lines are bought in dozen lots.

When a shipment of goods is receivel, and checked into the store as correct and acceptable, one of these cards will accompany the goods when put into stock. It gives information at a glance which would otherwise require some time to gather up, if it becomes necessary to learn anything about what has been done, either in sales, market variation or other matters.

When a sale is made, the salesman will draw a line through the highest number shown within the square. As a good many goods in stock comes in dozens, the card is designed to make a record of dozens. But if there are only ten articles bought, the numbers 12 and 11 may be obliterated when the goods are put into stock, or the whole top line, if only half a dozen of anything is stocked.

When a number is canceled, of course, the next uncanceled number on the card represents the quantity left in active stock. The date shows how active the goods are, and the uncanceled numbers indicate how close to the danger mark of shortage.

If a very close tab on sales is wanted the dealer can require each salesman to use a different colored pencil for canceling the numbers. This will show the activity of the salesman in moving the stock, and would serve as a guide to discover price cutting or other irregularity.

When the last number on the carl is canceled the card will, of course, be turned into the office of having completed its mission. From it the final record in perpetual inventory will be made.

Toronto, Ont.—W. R. Tait, hardware merchant, began suit in the Jury County Court, before Judge Morgan, against the Toronto Railway Company for the recovery of $500. An employee was leading a horse down Yonge street, when it was struck by a car and so badly injured that it had to be shot. Mr .Tait alleges that the motorman could have stopped the car, as he saw the beast from some distance. The company claims that the accident was caused by the animal becoming unruly.

Maple Leaf Paint

MAKES GOOD, BECAUSE IT IS MADE GOOD.

Write our M-L Decorative Aid Dept. for Descriptive Booklets.

The Imperial Varnish & Color Co., Limited

108 Princess St., Winnipeg
6-24 Morse St., TORONTO
365 Water St., Vancouver

DELIGHTED! IT'S M.L. PAINT.

Mellotone

"Soft as the Rainbow Tints"

Mellotone
"Soft as the Rainbow Tints"

A "High Standard" product with distinctive selling features, creating new business for the dealer.

"Mellotone" is a flat oil paint for interior decoration. Its properties of flowing out to a smooth film of velvet texture presenting highly pleasing "Mellotoned" effects give service which means satisfaction to the user.

Have us tell you about the "High Standard" way of business building.

Mellotone
"Soft as the Rainbow Tints"

Lyon-Monkhouse
LIMITED
171 James Street
WINNIPEG, MAN.

Lowe Brothers
LIMITED

TORONTO
DAYTON BOSTON
CHICAGO
NEW YORK
KANSAS CITY.

Weekly Market Report --- Paints

FIRMNESS NOTED.

Firmness has been noted in practically all lines. Glass is to be advanced and it seems practically assured that white lead will be put up. There is great firmness noted in linseed oil and lower quotations during the summer months are not deemed possible.

MONTREAL.

Montreal, April 11.—When it is remembered that a number of the paint manufacturies were so busy that they could not close down their works on Good Friday, it will be seen that all the indications are for a banner paint year. That the month of April so far shows a great increase of business over the first part of April, 1911, is not of any great significance, for last year the weather was cold and wet, entirely unsuitable for the sale of paint. But the great increase in the buying this year does indicate that paint dealers are getting off to an early start. The weather is yet a little cold and the floods which have arisen in various low-lying localities have interfered with business to some extent. Yet the retailers are experiencing a good demand. They are selling quite largely and are preparing for still larger sales in the future.

Glass Does the Expected.

The predicted advance in glass has come. This was to be expected. It was only a question of how long the handlers would be able to sell at the old rate. Many retailers have acted upon the suggestions given and have laid in a good part of their stock. Others will have to pay the new rate.

Lead has not advanced as yet, but there is a general feeling that there will shortly come a rise here. Turpentine and linseed oil remain at the old figures.

Linseed Oil.—The general return to work of the miners in England gives a greater feeling of security to the linseed market. There is now little likelihood of the English market advancing greatly, so there will hardly be such an advance here. Prices generally asked are still .91 for raw and .94 for boiled oil. The demand is not great.

Big Early Sales of Paints.

Turpentine.—No scarcity of the supply is reported, and prices remain steady at .70. Ordering fair as is usual at this time of the year.

Mixed Paints.—Here is where the heavy ordering is noticed. The demand is not confined to any one part of the country. Generally there is evidenced a desire for a good supply of paint. The dealers are working well to secure sales. They are securing them too and are necessarily preparing to meet future demands.

White Lead.—Here there is a certain price interest. The demand now is good and there is evidenced a desire to book orders well in advance. This does not suit the manufacturers any too well, for they foresee a necessary advance. Owing to the strike, pig lead has gone up considerably in price. The natural result will be an advance in the white lead. Indeed, it is freely stated that 7 cent lead is confidently expected.

Paris Green.—Since this product was first put upon the market, about a month ago, there has been a large and steady demand. This has hardly decreased. Dealers are now selling to the farmers, and are seeing very clearly that they will be called upon largely for this material.

TORONTO.

Toronto, April 11.—Despite the fact that the weather has been far from satisfactory, business continues exceptionally brisk. There is a steady call for goods. The volume of business all around is largely in excess of last year. Considerable difficulty is being experienced, however, in the matter of shipments. Complaints are received continuously from customers about goods being delayed. Every jobber and manufacturer is experiencing the same thing. The chief difficulty, however, is in getting supplies in. Shipments due weeks ago are still on the road somewhere between point of shipment and destination. The jobbers are being seriously hampered as a result.

Linseed Oil. There seems to be no doubt now that linseed oil will remain firm. Future quotations are going up all the time. It is significant that one quotation for July was made at an advance over the present price.

This tendency is general and points to the continuance of the present price at least. No hints of lower quotations during the summer are now heard. The fact that seed is in most sections scarce and that the Argentine crops has fallen below expectations have been strong factors in creating the present situation.

The price locally remains firm at 94 cents for raw and 97 cents for boiled.

Turpentine Lower.

Turpentine.—A slightly lower tendency is noted in turpentine. The price has been going down at Savannah and the local quotation has been reduced 2 cents, making the price 70 cents.

The shortage in local stocks has been relieved somewhat although there is still great difficulty being experienced in getting supplies. Orders placed some weeks ago are being filled piecemeal and in this way the jobbers have been able to supply all pressing demands. The local market was practically denuded last week and it will be some time before stocks are up to the normal.

An Advance Pending.

White Lead.—It seems practically assured that white lead will advance. The continued increases in the price of pig lead and the firmness of linseed oil make it only a matter of time when white lead will be given another boost. The opinion here seems to be that the grinders will make a larger advance than the last one when they finally decide to act.

Glass.—It is believed that there will be developments in the price of glass before next week and rumors of advances are heard. It is understood that a meeting is being held in Montreal to consider the price problem.

Putty.—The demand continues heavy and prices are quite firm. Present prices are:—Standard bulk in casks, $2.20; in 100-lb. drums, $2.25; in 25-lb. drums, $2.65; bladder, in barrels, $2.75. Pure putty prices remain the same. Bulk, in casks, $2.50; in 100-lb. drums, $2.80; in 25-lb. drums, $2.90; bladder in barrels, $3.

Prepared Paints.—Shipments are now extremely heavy. The spring trade in prepared paints has already broken all records and there is every reason to believe that the volume of business throughout the whole year will be in proportion.

In rosins the demand among the soap makers has been very brisk, consequently, the prices have been maintained at the highest point with very little probability of any reduction as the supply of rosin is not expected to be greater than the demand for the next few months.

NEW INDUSTRY FOR CHATHAM.

Chatham, Ont.—The ratepayers of Chatham, on April 8, approved the granting of assistance to the St. Mary's Machine Co. of St. Mary's, Ohio, which is taking over the property of the Swift Motor Car Co. (formerly the Defiance Iron Works), and will establish a Canadian branch here. The city grants a fixed assessment and agrees to release to the company the outstanding mortgage of $15,000, against the present property. Operations will be commenced at once. The concern manufactures gas, gasoline and steam engines.

TWO WHITE LEADS

BRANDRAM'S B.B. GENUINE WHITE LEAD

Made by the Brandram's process for practically two centuries.

It is the standard White Lead of the world.

By it others are judged.

It combines all the good points of the Old Dutch process, with scientific improvements by which the body and color are perfected.

ANCHOR DECORATORS' PURE WHITE LEAD

The base of which is made by the Old Dutch Process.

It is the best White Lead that can be produced by that method.

Next to the Brandram's process of corroding White Lead, there is none equal to the Old Dutch Process.

BEFORE PLACING YOUR ORDER FOR WHITE LEAD, WRITE FOR PRICES AND FULL PARTICULARS TO

THE ONLY WHITE LEAD CORRODERS AND GRINDERS IN CANADA

BRANDRAM-HENDERSON LIMITED

Montreal Halifax St. John Toronto Winnipeg

CURRENT MARKET QUOTATIONS

These prices are for such qualities and quantities as are usually ordered by retail dealers on the usual terms of credit, the lowest figures being for larger quantities and prompt pay Large cash buyers can frequently make purchases at better prices. The Editor is anxious to be informed at once of any apparent errors in this list, as the desire is to make it perfectly accurate. Retailers desiring to get in touch with firms selling any articles on which quotations are made can do so by writing the editor.

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METALS AND METAL PRODUCTS

ANTIMONY.

Cookson's or Hallett's, per lb.... 8 50 8 25

BABBIT METAL

Canada Metal Company—Imperial, genuine, 50c.; Imperial tough, 50c.; White Brass, 48c.; Metallic, 45c ; Special, 33c.; Harris heavy pressure, 25c.; Hercules, 20c.; White bronze, 15c.; Star frictionless, 10c.; Alluminold, 9c.; Mogul, 6c.; No. 3, 5½c.; No. 4, 6c. per lb.

Tallman Brass & Metal Co.—Arctic Metal. —XXX Genuine, 50c.; Superior, 45c.; A Special, 35c.; Hoo Hoo, 25c ; "A," 20c.; "B," 18c.; "C," 15c.; "D," 12c.; No. 1, 10c.; No. 2, 8c.; No. 3, 6c.

Magnolia Metal Co. — Magnolia, 25c. Defender, 20c.; Mystic, 17c.; Kosmic, 15c

BOILER PLATES AND TUBES

	Montreal.	Toronto
Plates, ¼ to ½ inch, per 100 lb..	2 20	2 20
Heads, per 100 lb	2 45	2 45
Tank plates, 3-16 inch.........	2 30	2 40
Tubes per 100 feet, 1½ inch ..	9 50	9 00
" " 2 " ..	8 25	8 50
" " 2½ " ..	10 50	10 00
" " 3 " ..	12 00	12 10
" " 3½ " ..	15 00	15 30
" " 4 " ..	19 25	19 45

BRASS.

Spring sheets, up to 20 gauge	0 21
Rods, base ½ to 1 inch, round..	0 18
Tubing, seamless base, per lb......	0 21
Tubing, iron pipe size, 1 inch base..	0 21

Copper tubing, 4 cents extra.

BRASS GOODS, VALVES, ETC.

Ground work, 65 p.c.
Standard Compression work, 65 p.c.
High grade compression work, 60 p.c.
Cushion work, 55 per cent.
Fuller work, 70 p.c.; No. 0, 75 p.c., and 1 and 2 basin cocks, 70 p.c.
Flatway stop and stop and waste cocks, 65 p.c.; roundway, 60 p.c.
J.M.T. Globe, Angle and Check Valves, 55 p.c.; Standard, 65 p.c.
J.M.T. Radiator Valves, 60; Standard, 65; patent quick-opening valves, 70 and 10 p.c.
Kerr extra, standard, globes, angles and checks, 60 p.c.
Kerr Jenkins' disc, standard valves, 62½ p.c.
Kerr copper alloy disc standard globe, angle and check valves, 62½ p.c.
Kerr standard radiator disc valves, 65 and 10 p.c.; Jenkins disc and quick opening hot water radiator valves, 75 p.c.
Kerr Weber I.B.B.M. straightway and water gate valves, screwed and flanged, 62½ and 10 p.c.
Kerr N.P. Union Elbows, 75 p.c.
Kerr "Radium" valve discs, 45 p.c.
Jenkins' Valves—Quotations on application to Jenkins' Bros., Montreal

COPPER

	Per 100 lb.
Casting ingot........................	17 00
Cut lengths, round bars, ½ to 2 in. .	22 00
Plain sheets, 14 oz., 14 x 48", 14 x 60"..	24 00
Copper sheet, tinned, 14x60, 14 oz..	25 00
Copper sheet, planished, 14x60, base	32 00
Braziers', in sheets, 6x4	24 00

COPPER AND BRASS WIRE

Brass, 60 p.c.; copper, 62½ p.c.

IRON AND STEEL

In car lots.	Montreal.	Toronto.
Canadian foundry, No. 1....	....	19 50
" " No. 2....	..	19 00
Middlesboro, No. 3 pig iron..	18 00	19 00
Summerlee, No. 2 " ..	20 00	22 50
Carron, special......	20 00	....
Carron, soft..................	19 75	....
Cleveland, No. 1	18 75	20 50
Clarence, No. 3	18 00	20 75
Jarrow.......................	17 75	20 50
Glengarnock..................	...	22 50
Radnor, charcoal iron........	32 00	32 50
Ayresome, No. 3..............	18 75	....
Ferro Nickel pig iron (Soo)....	....	25 00
Steel billets, Bessemer or open hearth, f.o.b. Pittsburg...	....	27 50
Angles..................base	2 50	2 50
Common bar, per 100 lt	1 90	2 05
Forged iron "	2 05	2 26
Refined " "	2 15	2 30
Horseshoe iron "	2 15	2 30
Mild steel............	1 95	2 15
Sleigh shoe steel.............	1 90	2 15
Iron finish machinery steel (domestic)...............	1 95	2 15
Iron finish steel (foreign)....	2 25	2 25
Reeled machinery steel	2 85	3 00
Tire steel	2 00	2 35
Sheet cast steel......	0 15	0 15
Toe calk steel................	2 85	2 90
Mining cast steel....	0 07½	0 08
High speed....................	0 65	0 65
Capital tool steel............	0 50	....
Cammell Laird..................		0 15
Black Diamond tool steel....	0 08	0 08
Corona tool steel....	06½	....
Silver tool steel..............	0 12½	....

COLD ROLLED SHAFTING

9-16 to 11-16 inch.............	....	0 06
¾ to 1 7-16 "	....	0 05½
1 7-16 to 3 "	....	0 05

Montreal, 25 and 2. Toronto, 30.

BLACK SHEETS

	Montreal	Toronto
10 gauge	2 30	2 50
12 "	2 30	2 55
14 "	2 20	2 35
17 "	2 20	2 45
18 "	2 20	2 45
20 "	2 20	2 45
22 "	2 25	2 55
24 "	2 25	2 55
26 "	2 35	2 65
28 "	2 40	2 80

CANADA PLATES

Ordinary, 52 sheets...........	2 90		2 90
All bright, 52 sheets..........	3 70		4 00
Galvanized—	Apollo	D. Crown	Ordinary
18x24x52......	4 45	4 45	4 35
60......	4 70	4 70	4 60
20x28x80......	8 90	8 90	8 70
"	9 40	9 40	9 20

GALVANIZED SHEETS (CORRUGATED)

22 gauge, per square...	6 10
24 " "	5 00
26 " "	3 85
28 " "	3 65

Less 10 p.c.

GALVANIZED SHEETS

B.W. gauge	Queen's Head	Fleur-de-Lis	Gordon Crown	Gorbal's Best Best
16-20....	3 60	3 35	3 60	3 60
22-24....	3 65	3 40	3 65	3 65
26.......	4 05	3 80	4 05	4 05
28.......	4 25	4 00	4 25	4 25

Colborne Crown—3.65, 3.70, 3.75, 4.00.
Less than case lots 10 cents per hd. extra.

'Comet" sheets—	
22............................	3 65
24............................	3 70
26............................	3 75
28............................	4 00

Apollo brand—	Montreal	Toronto
24 gauge, American	3 60	3 45
26 " "	3 85	3 50
28 " (26 English).	4 10	3 95
10¾ oz., equal to 28 English	4 35	4 25

IRON PIPE

	List	Black	Galv.
¼-inch and ⅜-inch ..	$ 5 50	66 p.c.	51 p.c.
½-inch..............	8 50	71 p.c.	60 p.c.
¾-inch	11 50	75 p.c.	65 p.c.
1-inch..............	16 50	75 p.c.	65 p.c.
1¼-inch.............	22 50	75 p.c.	65 p.c.
1½-inch.............	27 00	75 p.c.	65 p.c.
2 -inch.............	36 00	76½p.c.	66½p.c.
2½-inch.............	57 50	76½p.c.	66½p.c.
3 -inch.............	75 50	76½p.c.	66½p.c.
3½-inch.............	95 00	75 p.c.	65 p.c.
4 -inch.............	108 00	75 p.c.	65 p.c.

IRON PIPE FITTINGS.

Canadian malleable, 40; cast iron, 65; standard bushings, 70; headers, 60; flanged unions, 65; malleable bushings, 65; nipples, 75 and 10; malleable, lipped unions, 65.

SOIL PIPE AND FITTINGS

Medium and extra heavy pipe up to 6 inch, 70 and 10; 7 and 8 in. pipe, 50 p.c
Light pipe, 60 and 10 p.c.; fittings, 70 and 10 p.c.

RANGE BOILERS

30-gallon, Standard, $4.75; extra heavy, $7.00

KITCHEN SINKS

Cast iron, 16x24, $1; 18x30, $1.15; 18x36, $1.95.
Flat rim enameled sinks, 15 x 24, $2; 18 x 30, $2.35; 18 x 36, $3.50.

HEATING APPARATUS.

Hot Water Boilers—50 and 10 per cent.
Hot Water Radiators—50 and 10 per cent.
Steam Radiators—50 10 and 2½ per cent
Wall Radiators—50 and 10 p.c.
Specials—25 p.c.

OLD MATERIAL

Dealers buying prices:

	Montreal	Toronto
Heavy copper and wire, lb.	0 11	0 11½
Light copper bottoms	0 09	0 09½
Heavy red brass....	0 10	0 10½
" yellow brass	0 08	0 08½
Light brass...............	0 06	0 06½
Tea lead..................	0 02½	0 02½
Heavy lead................	0 02½	0 02½
Scrap zinc	0 03	0 04
No. 1 wrought iron	2 0	10 00
Machinery cast scrap, No.1	16 00	14 50
Stove plate...............	12 50	13 00
Malleable	9 00	9 00
Miscellaneous steel	5 00	6 00
Old rubbers....	0 09	0 08½

LEAD.

	Montreal	Toronto
Domestic (Trail) pig, 100 lb	4 85	4 60
Imported pig, per 100 lb......	4 85	4 60
Bar pig, per 100 lb............	4 95	4 25
Sheets, 2½ lb. sq. ft., by roll...	5 20	5 00
Sheets, 3 to 6 lb. ft...........	4 90	4 75

Cut sheets ½c. per lb. extra.
Cut sheets to size, ¾c. per lb. extra.

LEAD PIPE

Lead Pipe and Waste, 25 p.c.
Caulking lead, 4½c per pound.
Traps and bends, 45 per cent.

SOLDER.

Per lb.	Montreal	Toronto
Bar, half-and-half, guaranteed	0 26	0 26½
Wiping........................	0 23	0 24

SHEET ZINC.

5-cwt. casks	8 25	8 00
Part casks.....................	8 50	8 50

SPELTER.

Foreign, per 100 lb	7 50	7 25

TIN AND TINPLATES

Lamb and Flag and Straits— 56 and 28-lb. ingots, 100 lb.	$48 50	46 00

Redipped Charcoal Plates—Tinned

M L S, Famous (equal Bradley)		Per box
I C, 14x20 base..............	....	$7 00
I X, 14x20 base..............	....	8 25
I X X, 14x20 base	....	9 50
Raven and Murex Grades—		
I C, 14x20 base......	....	5 00
I X, 14x20 base............	....	6 00
I X X, 14x20 base.....	....	7 00
I X X X, 14x20 base.......	....	8 00
"Dominion Crown Best"—Double. Coated, Tissued.		
I C, 14x20 base............	7 00	7 00
I X, 14x20 base............	8 25	8 25
I X X, 14x20 base..........	9 50	9 50
"Allaway's Best"—Standard Quality.		
I C, 14x20 base............	....	4 50
I X, 14x20 base............	....	5 25
I X X, 14x20 base..........	....	6 00

Bright Cokes

Bessemer Steel—		
I C, 14x20 base............	....	4 25
20x28, double box..........	....	8 50

Charcoal Plates—Terne

Dean or J. G. Grade—		
I C, 20x28, 112 sheets......	....	7 50
I X, Terne Tin............	....	9 00

Charcoal Tin Boiler Plates.

Cookley Grade—
XX, 14x56, 50 sheet bxs.
" 14x60, "
" 14x65, "
} 7 00

Tinned Sheets.

72 x 30 up to 24 gauge, case lots	8 00	7 35
" " 26 "	....	7 85

WIRE

ANNEALED CUT HAY BAILING WIRE.

No. 10, $3,80; No. 11, $3.90; No. 12 and 13, $4; No. 13½, $4.10; No. 14, $4.25; No. 15, $4.50; in lenghts 6" to 11", discount 30 per cent.; other lengths 20c per 100 lbs. extra; if eye or loop on end add 25c per 100 lbs. to the above.

CLOTHES LINE WIRE.

No 7 wire solid line, No. 17, $4.90; No 18, $3; No. 19, $2,70; 6 wire solid line, No. 17, $4.45; No. 18, $3 10; No 19, $2 80. Al. prices per 1000 ft. measure; 6 strand. No. 18, $2.60; No. 19, $2.90 F.o.b. Hamilton, Toronto, Montreal, London.

COILED SPRING WIRE.

High Carbon, No. 9, $2.00 in cars.

FINE STEEL WIRE.

Discount 25 per cent. List of extras. In 100-lb. lots: No. 17, $5; No. 18, $5.50; No, 19, $6; No. 20, $6.65; No. 21, $7; No. 22. $7.30; No. 23, $7.65; No. 24, $8; No. 25, $9; No. 26, $9.50; No. 27, $10; No. 28, $11; No. 29, $12; No. 30, $13; No. 31, $14; No. 32, $15; No. 33, $16; No. 34, $17. Extras net. Tinned wire, Nos. 17-25, $2; Nos 26-31, $4; Nos. 30-34, $6. Coppered, 75c; oiling, 10c; in 25-lb. bundles, 15c; in 5 and 10-lb. bundles, 25c; in 1-lb. hanks, 25c; in ½-lb. hanks, 38c.; in ¼-lb. hanks, 50c; packed in casks or cases, 15c.; bagging or papering, 10c

HAY WIRE IN COILS.

$2.35 base f.o.b., Montreal, Toronto, Hamilton and London.

GALVANIZED WIRE

From stock, f.o.b. Montreal — 100 lbs. Nos. 4 and 5, $2.80; 6, 7, 8, $2.75; 9, $2.30 10, $2.80; 11, $2.85; 12, $2.45: 13, $2.55 14, $3.15. In car lots straight or mixed.

POULTRY NETTING.

2-in. mesh, 19 w. g., 60 and 2½ p.c. off. Other sizes, 60 and 5 p.c. off.
Poultry netting staples, 55 per cent.

SMOOTH STEEL WIRE

No. 0-9 gauge, $2.35 base; No. 10 gauge, 6c extra; No. 11 gauge, 12c. extra; No. 12 gauge, 20c. extra; No. 13 gauge, 30c. extra; No. 14 gauge, 40c. extra; No. 15 gauge, 55c. extra; No. 16 gauge, 70c. extra. Add 60c. for coppering and $2 for tinning

Extra net per 100 lb. — Oiled wire 10c., spring wire $1.25, bright soft drawn 15c., charcoal (extra quality) $1.25, packed in casks or cases 15c., bagging and papering 10c., 50 and 100-lb. bundles 10c., in 25-lb. bundles 15c., in 5 and 10-lb. bundles 25c., in 1-lb hanks, 50c., in ½-lb. hanks 75c., in ¼-lb. hanks $1.

WIRE CLOTH

Painted Screen, in 100-ft. rolls, $1.65 per 100 sq. ft.; in 50-ft. rolls, $1.70 per 100 sq. ft.

WIRE FENCING

Galvanized barb..............	....	2 45
Galvanized, plain twist.......	....	2 75

Car lots and less.
Dominion special field fencing, 33⅓ p.c. small lots; extra 5 p.c.
F.O.B. Montreal.

WIRE ROPE

Galvanized, 1st grade, 6 strands, 24 wires, ⅜, $5; 1 inch, $16.80.
Black, 1st grade, 6 strands, 19 wires, ⅜, $5 inch, $15.10. Per 100 feet f.o.b. Toronto.

WROUGHT STAPLES

Galvanized........................	2 30
Plain............	2 50

—

PAINTS, OILS AND GLASS

BARN PAINT

In barrels, 1-gal. tins...........	0 80	0 85
In barrels, 5-gal. tins......	0 80	0 85

BEESWAX

Per lb..............................	0 40

CHEMICALS

	In casks per lb
Sulphate of copper (bluestone)..	0 07
Litharge, ground................	0 05
" flaked..............	0 05½
Green copperas (green vitrol)....	0 01
Sugar of Lead...................	0 09

COLORS IN OIL

Venetian red, 1-lb tins pure	0 09
Chrome yellow, pure.............	0 18
Golden ochre, pure	0 11
French ochre, pure..............	0 09
Chrome green, pure.	0 11
French permanent green, pure..	0 15
Signwriters' black, pure....	0 17
Marine black, 25 lb irons........	0 05

ENAMELS

Per gallon in quart tins.

M. L. Floorglaze (Imperial V. & C. Co........................	1 80
Cee Pee Co. enamel................	4 50
Sterling Enamels............	3 20
Anchor Floorlustre	1 80

GLUE.

		Per lb.
French medal................		0 10
German common sheet........		0 10
German prima......		0 15
White pigsfoot................	0 15	0 20
Brantford medal..............		0 10
" golden medal......		0 11
" brown sheet.......		0 10
" golden sheet.......		0 13
" gelatine...........		0 22
" white gelatine.....		0 20
" white glue........		0 12
" 100 flake........	0 10	0 11
Perfection amber ground, No. 1230		0 13

Ground glues at same prices.
Brantford all-round glue, ¼-lb. packages, 10c. ½-lb., 15c.; 1-lb., 25c. Discount.

XXL	0 13
XL............	0 11½
CL..........................	0 12
C...........................	0 11

PARIS GREEN.

	Montreal	Toronto
Drums, 50 and 100 lbs.....	0 16½	0 16½
Packets, 1-lb., 100 in case......	0 18½	0 18½
" ½-lb., "	0 20½	0 20½
Tins, 1-lb., 100 in case.........	0 19½	0 19½

PARIS WHITE.

In bbls	0 90

PIGMENTS.

Orange Mineral, casks	0 09
" 100-lb. kegs........	0

PREPARED PAINTS.

		Per gallon in qt. tins
Sherwin-Williams paints, base		2 00
Canada Paint Co.'s pure	1 75	2 00
Globe house paint (Windsor)..		1 80
"New Era" house paint (Windsor).		1 85
Benj. Moore Co.'s "Egyptian" Brd		1 50
Moore's pure linseed oil, H.C......		1 65
Brandram-Henderson's "English."		2 00
Ramsay's paints, pure		1 60
Ramsay's paints, Thistle..........		1 30
Martin-Senour, 100 p.c. pure		2 00
Senour's floor paints....		1 80
Sterling Pure		1 60
Maple Leaf Paint (Imp. V. & C. Co)		
Jamieson's Crown and Anchor brand......	1 60	

We sell you the goods. Then we help sell the goods for you.

MINERVA

PAINT AND PAINT SPECIALTIES

Don't be indifferent to this fact.

After 78 years of endeavor, we could not change the quality—so we still sell you the same "MINERVA" in cans of Full Imperial Measure.

Your customers buy "MINERVA" because of the forceful advertising helps supplied you. We teach them to know the truth about "MINERVA" and what it will do,

Talk to the "MINERVA" Paint man—if he hasn't called, write us.

Pinchin, Johnson & Co. (Canada) Limited

377/387 Carlaw Avenue, - TORONTO

Established in England in 1834.

K44

Steel Tanks and Self-Measuring Pumps for Paint Oils

They avoid all the loss and inconvenience sustained under the old method. The steel tanks are air-tight and will not permit the oil to gum or stick. The pumps measure the oil according to the Imperial Standard, directly into the customer's can. They count the gallons pumped and compute the charge for fractional gallons.

THE BOWSER PAINT OIL SYSTEM

will put every cent of profit into your pocket, where it belongs. With a Bowser your paint oil department will be as clean and inviting as your shelf hardware department. It draws trade.

Why not investigate now and be ready for spring. Your fellow merchants are using them. They'll help you. Ask for book No. 15.

S. F. BOWSER & COMPANY, INC., TORONTO

66-68 FRASER AVENUE

For Twenty-seven Years Manufacturers of Self-measuring Pumps, Tanks, Gasoline and Oil Storage Systems, Self-registering Pipe Line Measures, Dry Cleaning Systems, etc.

Do you know any of these Bowser users?

Samuel Hobbs,
1434 Queen St. W.
Toronto

Geo. Ecclestone,
Bracebridge, Ont.

Manville Hardware Company,
Prince Albert, Sask.

J. H. Ashdown,
Calgary, Alta.

Arthur Latham,
Moose Jaw, Sask.

Cochrane Hardware Company
Toronto

Peart Bros.
Regina, Sask.

PLASTER OF PARIS

Per barrel 30

PINE TAR

Half-pint tins, per dozen 0 60

PUTTY.

	Standard.
Bulk in casks	2 20
" 100-lb. drums	2 55
Bladders in bbls	2 75

RED DRY LEAD.

Genuine, 560 lb. casks, per cwt	4 75	4 75
Genuine, 100 lb. kegs, "	5 25	5 25
No. 1, casks, per 100 lbs	4 25	4 25
No. 1, kegs, per 100 lbs	4 75	4 75

SHINGLE STAINS.

n 5-gallon buckets 0 75

TURPENTINE AND OIL.

	Montreal	Toronto
Can. Prime white petroleum gal	0 14	0 12
U.S. Water white "	0 15½	0 13½
U.S. Pratt's astral "	0 19	0 15½
Castor oil, per lb., in bbls.	0 08	0 09
Motor Gasoline single bbls	..	0 17½
Benzine, per gal single bbls	....	0 15½
Pure Turpentine, single barrels	0 70	0 69
Wood Turpentine	....	0 60
Turpentine, second run	....	0 60
Linseed Oil, " raw	0 91	0 92
" " boiled	94	95
Rosin, "G" grade, bbl. lots, 100 lbs.	..	3 25

VARNISHES.

	Per gal. cans.
Carriage, No. 1	1 50
Pale durable body	3 50
" hard rubbing	3 00
Finest elastic gearing	3 00
Elastic Oak	1 50
Furniture, polishing	2 00
Furniture, extra	1 20
" No. 1	0 95
" union	0 90
Light oil finish	1 35
Gold size japan	2 00
Turps brown japan	1 60
No. 1 brown japan	1 10
Baking black japan	1 35
No. 1 black japan	0 95
Benzine black japan	0 75
Crystal Damar	2 50
No. 1 "	2 25
Pure asphaltum	1 40
Oilcloth	1 50
Lightning dryer	0 85
Elastilite varnish	2 25
Copaline varnish	2 25
Granitine floor finish	2 2[illegible]
Jamieson's floor enamel	1 75
Sherwin-Williams kopal varnish	2 50
Canada Paint Co's sun varnish	2 25
"Kyanize" Interior Finish	2 40
"Flint-Lac," coach	1 80
B.H. Ltd. "Gold Medal," in cases	2 25
Dependon Lt. H. Oil Finish	8 75
Everlastic Floor	14 25
Flattine floor finish	3 00
Elastica exterior finish	4 25
Stovepipe varnish, ½ pints, per gross	8 00
Pure white shellac varnish, in barrels	1 75
Pure orange " " "	1 60
No. 1 orange " " "	1 30

WINDOW GLASS

Size United Inches.	Star	Double Diamond
Under 26	$4 25	$6 25
26 to 40	4 65	6 75
41 to 50	5 10	7 50
51 to 60	5 35	8 50
61 to 70	5 75	9 75
71 to 80	6 25	11 00
81 to 85	7 00	12 50
86 to 90	....	15 00
91 to 95	....	17 50
96 to 100	....	20 50

Toronto, 30 p.c. to 30 and 5 p.c.

Montreal prices, no discount.

Size United Inches	Star
Under 26	$2 65
26 to 40	2 85
41 to 50	3 25
51 to 60	3 56
1 to 70	3 75

WHITE LEAD GROUND IN OIL. Per 100 lb

	Montreal	Toronto
"Anchor," pure	6 85	7 00
Brandram's B. B. Genuine	7 85	8 00
C.P.C. decorators, pure	6 85	7 00
Crown and Anchor, pure	6 85	7 00
Elephant Genuine	7 10	7 25
Essex Genuine (Windsor)	....	7 00
Island City Decorators' Pure	6 85	7 00
Lily Pure	6 85	7 00
Moore's Pure White Lead		7 00
Monarch (Windsor)	....	6 60
Munro's Select Flake White	7 10	7 25
Purity, C. C. Co.'s Ltd	....	6 50
Ramsay's Pure Lead	6 85	7 00
Ramsay's Exterior	6 60	6 75
Sterling Pure	....	7 00
Tiger Pure	6 85	7 00

Western Schedule.

Terms—2 p.c. 30 days or net 3 months from date of shipment. Packages 25 lbs. and over. 500-lb. kegs, 15c per 100 lbs. lower. Delivery—F.O.B. Toronto or Hamilton; London, 5c per 100 lbs. extra. Contracts as required until 15th May, 1911.

WHITE ZINC (DRY).

Extra Red Seal, V.M. 0 07½

WHITE ZINC IN OIL.

Pure, in 25-lb. irons	0 10
No. 1 " "	0 07
No. 2 " "	0 05½

WHITING.

Plain, in bbls	0 70
Gilders bolted in barrels	1 00

HARDWARE

ADZES.

Carpenters', per doz	12 50	14 00
Plain ship, "	18 00	22 00

AXES AND HATCHETS

Single bit, per doz	6 00	9 00
Double bit "	10 00	12 00
Bench Axes	6 75	10 00
Broad Axes	22 75	25 00
Hunters' Axes	5 00	6 00
'Boys' Axes	5 75	6 50
Lathing hatchets	4 70	10 00
Shingle "	1 45	6 75
Claw "	1 70	5 00
Barrell "	5 50	6 85

ANVILS.

Taylor-Forbes, prospectors	0 05½
Buckworth, per lb	0 10½

AMMUNITION

"Dominion" Rim Fire Cartridges and C.B. caps, 50, 10 & 2½ p.c.; B.B. caps, 50, 10 and 2½ p.c.; Centre Fire Pistol Cartridges, 25 and 2½ p.c.; Centre Fire Sporting and Military Cartridges, 10 and 10 p.c.; Primers, 10 and 2½ p.c.; Brass Shot Shells, 45 and 12½ p.c.; Shot Cartridges, discount same as ball cartridges, f.o.b. any jobbing point east of Manitoba. Net 90 days.

"Crown" Black Powder, 30 and 10 p.c.; "Sovereign" Bulk Smokeless Powder, 30 and 10 p.c.; "Regal" Dense Smokeless Powder, 30 and 10 p.c.; "Imperial" Shells, both Bulk and Dense Smokeless Powder, 30 and 10 p.c. Empty Shells, 30 and 10 p.c. 90 days net.

Ordinary drop shot, AAA to dust $7.50 per 100 lbs. Discount 25 per cent; cash discount. 2 per cent, 30 days; net extras as follows subject to cash discount only; Chilled, 40 c.; buck and seal, 80c.; no. 28 ball, $1 20, per 100 lbs.: bags less than 25 lbs., ¼c. per lb.; F.O.B. Montreal, Toronto, Hamilton, London, St. John and Halifax, freight equalized.

AUGERS AND BITS

Ford's auger bits	30 and 10
Irwin's auger	47½
Gilmour's auger	60
Rockford auger	50 and 10
Gilmour's car	47½
Clark's expansive	40

Jennings' Gen. auger, net list.

BARN DOOR HANGERS.

	doz.	pairs
Stearns wood track	4 50	6 00
Zenith	....	9 00
Atlas, steel covered	5 00	6 00
Perfect	8 00	11 00
New Milo, flexible	....	6 00
Double strap hangers, doz. sets	....	6 50
Standard jointed hangers, "	....	6 45
Steel King hangers "	....	6 40
Storm King and safety hangers	....	6 25
Storm King rail	....	4 25
Crown	....	4 85
Crescent	....	6 50
Sovereign	....	7 25

Chicago Friction, Oscillating and Big Twin Hangers, 5 per cent.

Steel, track, 1 x 3-16 in. (100 ft.) 3 25

BARN DOOR LATCHES

Challenge, dozen	2 25
Defiance, dozen	2 75
Gem dozen	7 50

BELLS

Door bells, push and turn, 45 and 10 p.c.
Cow bells, 65 p.c.
Sleigh bells, shaft and hames, pair, 22c up.
Sleigh bells, body straps, each, $1.15 up.
Farm bells, No. 1, $1.65.

BELTING.

Extra, 60, 10 and 10 per cent.
Standard, 60, 10, 10 and 10 per cent.
No. 1, not wider than 6 in., 60, 10, 10 and 10
Agricultural, not wider than 4 in., 75 per cent
Lace leather, per side, 80c.; cut laces, 85c.

BIRD CAGES.

Brass and Japanned, 40 p.c.

BOLTS AND NUTS

	Per cent
Carriage Bolts, common new $1 list	
" " ⅜ and smaller	70
" " 7-16 and up	
" " Norway Iron ($3 list)	60
Machine Bolts, ⅜ and less	60, 10 & 10
Machine Bolts, 7-16 and up	60
Plough Bolts	55, 5 & 10
Blank Bolts	60
Bolt Ends	60
Sleigh Shoe Bolts, ⅜ and less	60 and 10
Sleigh Shoe Bolts, 7-16 & larger	55 and 05
Coach Screws, new list	7

Nuts, square, all sizes, 4½c per lb. off.
Nuts, hexagon, all sizes, 4½c per lb. off.
Stove rods, per lb., 5½ to 6c.
Stove Bolts 80.

BUILDING PAPER, ETC.

Tarred Slater's paper, per roll	70
O. K. paper, No. 1, per roll	0 75
O. K. paper, No. 2, per roll	0 70
Plain Fibre, No. 1, per 400 ft. roll	0 45
Plain Fibre, No. 2, "	0 27
Tarred Fibre, No. 1, per 400 ft. roll	0 55
Tarred Fibre, No. 2, "	0 35
Tarred Fibre Cyclone, 25 lb., per roll	0 55
Dry Cyclone, 15 lbs	0 45
Plain Surprise, per roll	0 40
Resin sized Fibre, per roll	0 40
Asbestos building paper, per 100 lbs.	4 00
Heavy straw, plain & tarred, per ton	37 50
Carpet Felt, per 100 lbs.	2 50
Tarred wool roofing felt, per 100 lb.	1 80
Pitch, Boston or Sydney, per 100 lbs	0 70
Pitch, Scotch, per 100 lbs	0 65
Heavy Fibre, 32' & 60', per 100 lbs.	3 00
2 Ply Ready Roofing, per square	0 70
3 " " " "	95
2 Ply complete, per roll	1 15
3 " "	1 35
Liquid Roofing Cement, brls., per gal	0 15
" tins "	0 20
Crude Coal Tar, per barrel	3 50
Refined Coal Tar, tins, per doz	1 25
Refined Coal Tar, per barrel	4 50
Shingle varnish, per barrel	4 50
Caps, per lb	0 06
Nails, per lb	0 05
Mop cotton, per lb	0 15

BUTTS.

Plated, bower barff & nickel, No. 241, 45 p.
Wrought brass, 45 p.c. off revised list
Cast iron loose pin, 60 p.c.
Wrought steel fast joint and loose pin, 70 p.c.
Crescent brands, 70 per cent

CEMENT AND FIREBRICK

Canadian Portland, bags per bbl	1 55	1 70
White Bros. English	2 00	2 05
"Lafarge" cement in wood		3 40
Fire brick, Scotch, per 1,000	23 00	28 00
" English	17 00	21 00
" American, low	23 00	25 00
" " high	27 50	35 00
Fire clay (Scotch), net ton		5 50

CHALK AND PENCILS

Carpenters Colored, per gross	0 65	0 80
" lead pencils, per grs	2 40	6 75

CHISELS.

Cold chisels, 5 x 6 in, doz	2 20
Bevel edge, 1 inch, doz	2 50

CHAIN

Proof coil, per 100 lb., ¼ in., $6.00; 5-16 in., $4.85; ⅜ in., $4.25; 7-16 in., $4.00; ½ in., $3.75; 9-16 in., $3.70; ⅝ in., $3.65; ¾ in., $3.60; ⅞ in., $3.45; 1 in., $3.40.

Stall fixtures, 35; trace chain, 45; jack chain, iron, 50; jack chain, brass, 50; cow ties, 40; halter chains, 50 and 5; tie outs, 75; coil chain, 50 and 5; hammock chains, galvanized, 35 and 5.

CHURNS.

No. 0, $9; No. 1, $9; No. 2, $10; No. 3, $11; No. 4, $13; No. 5, $16.; f.o.b. Toronto Hamilton, London and St. Marys, 40 per cent.; f.o.b. Ottawa, Kingston and Montreal, 37½ and 10 per cent.

CLAMPS

Malleable swivel head, 4 in	2 50
" adjustable, 4 in	7 60
Carpenters, 3 feet	3 60

CONDUCTOR PIPE.

2 inch, in 10 foot lenghts	3 30
3 " " "	4 00
4 " " "	5 28
5 " " "	7 26
6 " " "	8 80

COTTER PINS

Cotter pins, 90 p.c. Montreal

COPPER AND NICKEL WARE.

Copper boilers, kettles, 47½ p.c.
Copper tea and coffee pots, 42½ p.c.
Copper pitts, 27½ per cent.
Foundry goods, hollow ware, 45 p.c.

DOOR KNOBS

Canadian knobs, 45 and 10 per cent.
Porcelain, mineral and jet knobs, net list.

DOOR SETS.

Canadian, 45 and 10 per cent.
Door pulls, 60 per cent.

DOOR HANGERS (PARLOR)

Single sets, each (Easy brand)	1 80
Double sets, each	3 25
Unbreakable rail, 100 feet	5 00

DOOR SPRINGS

Chicago (coil), 25 per cent.
Reliance (coil), 20 per cent.

DRAW KNIVES.

Carpenters 6 inch, doz	5 25
Folding handles, 8 inch, doz	1 80

DRILLS.

Bit stock drills, 2-32 in., doz 0 67

ESCUTCHEON PINS

Steel, discount 50 per cent.
Brass, 55 per cent.

EAVETROUGHS.

8 inch in 100 foot lengths	2 90
10 " " "	3 15
12 " " "	3 68
15 " " "	5 25

Add extra 10c. per 100 ft. O.G. Round Bead Trough.

FACTORY MILK CANS.

Milk cans and pails, 35 p.c.
Hand delivery and creamery cans, 40 p.c.
Railroad and cream cans and taps, 45 p.c.
Creamery trimmings, 75 and 12½ p.c.

FAUCETS.

Common, cork-lined, 35 per cent.

FARRIER KNIVES

Buckworth, 50 p.c.

FILES AND RASPS.

	Per cent
Disston's	70 and 10
Great Western, American	70 and 10
Kearney & Foot, Arcade	70 and 10
J. Barton Smith, Eagle	70 and 10
McClellan, Globe	70 and 10
Black Diamond	60 and 10
Delta Files	60
Nicholson	62½
Jowett's (English list)	27½
Spear & Jackson (English list)	35

FORGES

Blacksmiths portable, 135 lbs 9 85

GALVANIZED WARE

Dufferin pattern pails, 45 per cent
Flaring pattern, 50 per cent
Galvanized washtubs, 45 per cent

GRINDSTONES

Over 40 lbs. and 2 in. thick, per 100 lbs. 1 10
Smaller sizes extra.

HAMMERS.

Tack, iron, doz	0 35
Ladies claw, handled, doz	0 80
Adze eye nail hammer, 10 oz, doz	1 25
" hickory handle, 1 lb., doz	6 25
" straight claw, 1 lb., doz	7 00
Farriers hammers, 10 oz., doz	5 60
Tinners setting, ½ lb., doz	4 50
Machinists, ½ lb., doz	3 20
Sledge, Canadian, 5 lbs. and over	0 06
Sledge, Masons, 5 lbs. and over	0 06
Sledge, Napping, up to 2 lbs	0 06

HARVEST TOOLS.

50 and 5 per cent.
Sidewalk and stable scrapers, net, $2.25.
Wood hay rakes, 40 and 10 per cent.
Lawn rakes, net.

HALTERS (SNAP AND RING)

Jute Rope, ⅜-inch	per gro.	8 00
" " ½ "	"	10 50
" " ⅝ "	"	13 50
Leather, 1-inch	per doz.	4 00
Leather, 1¼ "	"	5 20
Web		2 5

SISAL HALTERS (SNAP AND RING

⅜-in. $9.00; 7-16-in. $10.20; ½-in. $11.40 9-16-in. $13 20; ⅝-in. $15.00.

HINGES

Blind, discount 50 per cent.

Heavy T and strap, 4-in 100 lb. net	7 25
" " 5-in. "	7 00
" " 6-in., "	6 75
" " 8-in.,	6 50
" " 10-in. and larger	6 25

Light T and strap, discount 65 p.c.
Screw hook and hinge—

under 12 in.	per 100 lb.	4 00
over 12 in.	"	3 50

Crate hinges and back flaps, 65 and 5 p. c.
Chest hinges and hinge hasps, 65 p.c.

HINGES (SPRING)

Spring, per gross—No. 5, $16.10; No. 10, $16.10; No. 20, $9.50; No. 50, $17.50; No. 51, $7.76; No. 120, $16.10.
Screen door sets—No. 2250, $14.95; No. 2260, $19.55; No. 2275, $21.85; No. 1192, $19.55.
Chicago hold back screen door, iron, gro. $12.
Chicago spring hinges, 15 p.c.
Triplex spring hinges, 40 p.c.
Chicago surface floor (6,000), 45 p.c.
Garden City fire house hinges, 12½ p.c.
"Chief" floor hinge, 50 p.c.

HOOKS

Wrought iron hooks and staples—

¼ x 5	per gross	2 25
5-16 x 5	"	3 40

Bright wire screw eyes, 60 p.c.
Bright steel gate hooks and staples
Iron screw hooks, 60 and 20 p.c.
Iron gate hooks and eyes 60 and 20 p.c.
Crescent hat and coat wire, 60 per cent.
Stove pipe eyes, kitchen and square hooks 60 p.c.

HORSE NAILS

M R M. cold forged process list, 10th January, 1912.

Size	Length	Price per 25-lb. box
Nos. 3	1⅝ inch	$4 10
4	1¾ "	3 75
5	1 15-16	3 50
6	2⅛	3 10
7	2 5-16	2 90
8	2½	2 75
9	2 11-16	2 60
10	2⅞	2 50
11	3 1-16	2 45
12	3¼	2 45

HORSESHOES.

Iron shoes, light, medium and heavy, No. 2 and larger, $3.90; No. 1 and smaller, $4.15; snow pattern, No. 2 and larger, $4.15; No. 1 and smaller, $4.40; "X.L" steel shoes, new light pattern, 1 to 6, No. 2 and larger, $4.35; No. 1 and smaller, $4.60; "X.L." steel shoes, feather weight, pattern all sizes, No. 0 to 4, $5.75; special countersunk steel, all sizes, 0-4, $6.25; toe weight steel shoes, all sizes, No. 1 to 4, $6.75. F.O.B. Montreal.

Toecalks Standard, J.P. & Co., "Blunt" No. 1 and smaller, $1.50; No. 2 and larger, $1.25. "Sharp" No. 1 and smaller, $1.75; No. 2 and larger, $1.50 per box. Put up in 25-lb. boxes.

HORSE WEIGHTS.

Taylor-Forbes, 4½c.

ICE CREAM FREEZERS

White Mountain, 5 p.c. per lb

BLACK DIAMOND
ALEX·McARTHUR & CO·
LIMITED.
MONTREAL.
REGISTERED TRADE MARK

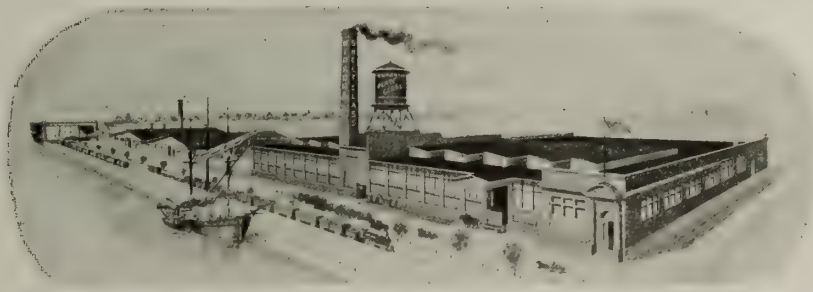
We also make all kinds of Wrapping Papers

"Black Diamond" Tarred Felt

"Joliette" & "Cyclone" 2 & 3-ply
Sheathing Ready Roofing

Our above-mentioned products are guaranteed to withstand all kinds of climates, being made of the finest materials obtainable. They can be easily laid by any workman and are very profitable to handle.

RED
S
BRAND
WINDOW
GLASS



GLASS
BENDERS
TO
THE
TRADE

THE TORONTO PLATE GLASS IMPORTING CO., Limited

PLATE, WINDOW, FIGURED, STAINED, WIRED, BENT, MIRROR
and ORNAMENTAL GLASS

DON ROADWAY TORONTO

Good Profits and Entire Satisfaction are Assured

the dealer who handles and boosts

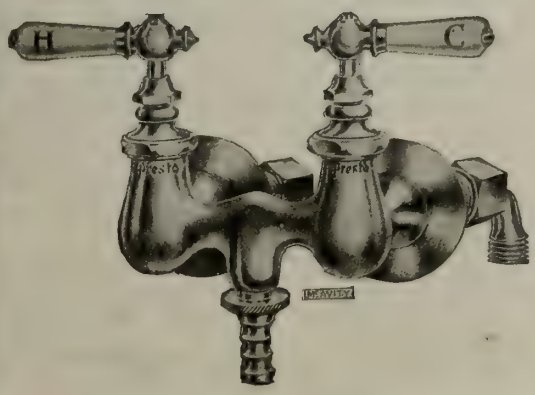
HEINISCH TAILOR SHEARS

They are made from the highest quality materials and by skilled workmen, and have a finish and temper that have enabled us to gain a reputation for which our competitors are continually striving.

We also manufacture Scissors, Tinners' Snips, Trimmers---and guarantee them inferior to none.

Get them from your jobber.

R. Heinisch's Sons Co., Newark, N.J., U.S.A.



"Presto" Double Bath Cocks

Nickel Plated. With China Index Handles

"A QUARTER TURN GIVES A FULL OPENING"

Tails (Finished) Screwed for ½ in. Male I.P.

GOOD { METAL, PLATING, FINISH, DESIGN

We can quote you an attractive price. Write Dept. P.

T. McAVITY & SONS, Limited, ST. JOHN and WINNIPEG

KNIVES.

Hay knives, net list.
Clauss, 50 and 25 per cent.

KITCHEN ENAMELED WARE.

White ware, 75 per cent.
London and Princess, 50 per cent.
Canada, Diamond, Premier, 50 and 10 p.c.
Pearl, Imperial, and granite steel, 80 and 10 per cent.
Premier steel ware, 40 per cent.
Star decorated steel and white, 25 per cent.
Hollow ware, tinned cast, 50 per cent. off.
Enamelled street signs, 40 p.c.

KITCHEN SUNDRIES.

Asbestos mats, 50 p.c.

Can openers, per doz	0 40	0 75
Mincing knives per doz	0 50	0 90
Potato mashers, wire, per doz	0 60	0 70
" wood "	0 50	0 80
Vegetable slicers, per doz		2 25
Universal meat chopper, No. 1		1 15
Enterprise chopper, each		1 30

Spiders and fry pans, 50 and 5 p.c.

Star Al chopper 5 to 32	1 35	4 10
" " 100 to 103	1 35	2 00
Kitchen hooks, bright		0 60

Toasters, 50 p.c
Fire shovels, 50.
Oil stoves and ovens, 50 and 10.

LADDERS

3 to 6 feet, 12c. per foot; 7 to 1ft., 13c.
Extension ladders, 15c. per foot up.

LANTERNS.

Japanned ware, 45 per cent.

No. 2 or 4 Plain Cold Blast....per doz.	6 75
Lift Tubular and Hinge Plain, "	5 00

Japanning, 50c. per dozen extra.
Prism globes, per dozen, $1.20
Lamp wick, 50 per cent.

LAWN HOSE

Competition grade lawn hose, 70 and 5.

LAWN MOWERS

Taylor Forbes Co.—8-inch wheel, 3 knives, 12 in., $5.10; 9-in. wheel, 3 knives, 12 in., $6.75; 9-in. wheel, 5 knives, 12 in., $7.75, 10½-in. wheel, 4 knives, 12 in., $8.50; 10½-in, wheel, 4 knives, 12 in., ball bearing, $10.00; 50 per cent. f.o.b. Guelph.

D. Maxwell & Sons.—8-inch open wheel, 3 knives, 12 in., $5.10; do., 4 knives, $6.25, 9-inch wheel, 3 knives, 12 in. sizes, $6.75; do., 4 knives, $7.25; 10½-inch wheel, 4 knives, 12 in. sizes, $8.50; ball bearing do., $10; do., 5 knives, $10.50. 50 per cent. f.o.b. factory.

LOCKS AND KEYS.

Canadian, 45 and 10 per cent.

LUMBERMEN'S SUPPLIES

Cant hooks, dozen, from		12 00
Axes, dozen, from		6 50
Axe handles, dozen, from		1 15
Cross cut saws, per foot	0 25	0 43
Axe wedges, dozen		0 25
Ball and heel calks	4 00	4 25

MALLETS.

Tinsmiths', 2½ x 5½ in., per doz	1 25
Carpenters', round hickory, 6 in., per doz	1 95
Lignum Vitae, round, 5 inch, per doz	2 40
Caulking, No. 8, oak, per doz	15 00

MATS

Wire door mats, standard, 16x24, doz.	9 00

METAL POLISH.

Tandem metal polish paste	6 00
Axoline brass cleaner, 100 in package	6 50

MINERS SUPPLIES

Mattocks, 6 lb., 18 inch, $6 dozen
Picks, 6 to 7 lb., 4.65 doz.
Pick handles, $1.85 dozen.
Prospectors' hammers, 16½ cents per lb.
Drilling hammers, 6 cents per lb.
Crowbars, 3¾ cents per lb.

MOPS AND IRONING BOARDS.

Mops, per doz	1 20	1 50
Folding ironing boards	16 25	18 00

NAILS

	Wire
1—1½ inch	3 35
1½ inch	3 00
1¾—1¾ inch	2 75
2—2¼ inch	2 65
2½—2¾ inch	2 50
3—3½ inch	2 45
3½—4 inch	2 40
4, 5, 5½, 6 inch (base)	2 35

Cut nails—Montreal, $2.40; Toronto, $2.60.
Miscellaneous wire nails, 75 per cent.
Coopers' nails, 33⅓ per cent.
Pressed spikes, ⅝ diameter, per 100 lbs.. 2 85

OAKUM.

Plumbers ....per 100 lb.	4 50

OILERS.

Kemp's Tornado and McClary's Model galvanized oil can, with pump, 5 gallon, per dozen 10 00
Davidson oilers, 40 per cent.
Zinc and tin, 50 per cent.
Coppered oilers, 50 per cent. off.
Brass oilers, 50 per cent,
Malleable, 25 per cent

PLATED GOODS

Holloware, 40 per cent discoun
Flatware, staples, 40 and 10; fancy, and 50.
Button's "Cross Arrow" flatware, 42½ per cent. "Singalese" and "Alaska" Nevada silver flatware, 42 p.c.

PIECED WARE.

Discount 35 per cent.
10-qt. flaring sap buckets, 35 per cent.
6, 10 and 14-qt. flaring pails 35 per cent.
Copper bottom tea kettles and boilers, 35 p.c.
Coal hods, 40 per cent.
Boiler and tea kettle pitts, 35 p.c.

PLANES.

Wood bench, Canadian, 40, American, 25 p.c.
Wood, fancy, 30 to 35 per cent.
Stanley planes, $1.55 to $3.60, net list prices.

PLIERS AND NIPPERS.

Button's genuine, 37½ to 40 per cent.

PLOUGH LINES.

Russian snap	per gross	30 00
Indian snap	"	25 00

PUMPS.

Berg's wing pump, 75 per cent.

RAZORS.

		per doz.
Boker's	7 50	11 00
" King Cutter		15 00
Henckel's	7 50	20 00
Clauss automatic safety		27 00
Clauss perfect stropper		16 00
Gillette Safety, each		3 75
Clauss Razors and Strops, 50 per cent		
Ever Ready Safety		9 00

ROPE AND TWINE.

Sisal rope	0 08½
Pure Manilla rope	0 10½
"British" Manilla	0 09
Cotton, 3-16 inch and larger	0 24
Russia Deep Sea line, ½ in. diam. and over, 15½; under ½ in., 16½.	
Jute, ⅜ and upwards, 9c.; under ⅜, 9½c.	
Lath yarn, single	0 08
Lath yarn, double	0 08¾
Sisel bed cord, 48 feet, per dozen	0 65
Sisel bed cord, 60 feet, per dozen	0 80
Sisel bed cord, 72 feet, per dozen	0 95
Cotton clothes line, 27½ off.	
Bag, Russian twine, per lb	0 27
Wrapping, cotton, 3-ply twine	0 26
" " 4-ply twine	0 30
Mattress twine, per lb	0 45
Staging " "	0 35

REFRIGERATORS

Sanderson-Harold, 40 per cent.
Galvanized, 45 p.c.

RIVETS AND BURRS.

Iron Rivets, black and tinned, 60, 10 and 10.
Iron Burrs, 60 and 10 and 10 p.c.
Copper Rivets, usual proportion burrs, 35 and 12½ per cent.
Copper Burrs only, 22½ p.c.
Extras on Coppered Rivets ½-lb. packages 1c. per lb.; ¼-lb. packages 2c. lb.
Tinned Rivets, net extra, 3c. per lb.
Coppered Rivets, net extra, 2½c. per lb.

RIVET SETS.

Canadian, 35 to 37½ per cent.

RULES.

Boxwood, No. 68, 2 foot, doz	1 15
Ivory, No. 1282, 2 foot, each	3 50

SAD IRONS.

Mrs. Potts, No. 55, polished....per set	0 80
" No. 50, nickle-plated, "	0 85
" handles, japaned, per gross	8 40
Common, plain	4 25
" plated	5 50
Asbestos, per set	1 50

SAND AND EMERY PAPER.

Sand and emery paper, 40 per cent

SASH WEIGHTS.

Sectional, 1 lb. each, per 100 lb.	2 25
Sectional, ½ lb. each, per 100 lbs.	2 40
Solid, 3 to 30 lbs	1 55

SASH CORD.

No. 8, per lb	0 33

SAWS.

Atkins Hand and Crosscut, 25 per cent.
Disston's Hand, 15 per cent.
Simonds Hand, 15 per cent.
Shurley & Dietrich, 40 and 35 per cent
Spear & Jackson, 40 per cent.

SAW SETS.

Canadian discount 40 p.c.

SCREEN DOORS AND WINDOWS

	Doz
Common doors, 2 or 3 panel, walnut stained, 4-in. style	7 80
Common doors or 3 panel, grained only, 4-in. style	8 10
Beaver window screens, 14x18, open 28½ inches	1 60
Perfection window screens, 14x15, open 22½ inches	1 80
Model window screens, 14x22, open 36½ inches	2 25

SCALES.

Gurney Standard, 35; Champion, 50 p.c.

Burrow, Stewart & Milne — Imperial Standard, 35; Weigh Beams, 35; Champion Scales, 45.

Fairbanks Standard, 30; Dominion, 50; Richelieu, 50.

Warren new Standard, 35; Champion, 45, Weigh Beams, 30.

SCYTHE SNATHS

Canadian, 40 per cent.

SCREWS

		Per cent
Wood	F.H., bright and steel	85 and 10
"	R.H., bright	80 and 10
"	F.H., brass	75 and 10
"	R.H., brass	70 and 10
"	F.H., bronze	70 and 10
"	R.H., bronze	65 and 10

Drive screws	85 and 10
Set, case hardened	60
Square cap	50 and 05
Hexagon cap	45
Bench, wood, per doz	$5 00
" iron, per doz	4 25

SCREWS (MACHINE)

Flat head, iron and brass, 35 per cent.
Fillister head, iron, 30; brass, 25 per cent.

SCREW DRIVERS.

Sargent's, per dozen	0 65	1 00
North Bros., No. 30, per dozen		16 80

SCISSORS AND SHEARS

Clauss, nickel scissors and shears, 60; Japan 65; tailors, 40; pruning, 70
Seymonr's, 50 and 10 per cent.
Acme Shear Co., nickel-plated and Japanned, 40 per cent.

SHELF BRACKETS

No. 140 65 and 10 p.c.

SKATES AND HOCKEY STICKS.

Starr skates, 37½ per cent.
Boker, hockey 30c. upwards; spring
Empire hockey sticks, $3.00, $3.50.
Micmac and Rex sticks, $4.00, $6.00
Pucks net, $1.50.

SHOVELS AND SPADES.

Canadian, No. 1 and 2 grade, 60 and 2½ p.c.; No. 3 and 4 grade, 50 and 2½ p.c.

SQUARES.

Disston's. 60 and 10 p.c.
Stanley Try Squares, size 7½, doz. net.. $2 85

SNAPS.

Harness, 25 per cent.

SOLDERING IRONS

Base, per lb., 28 cents.

STAMPED WARE.

Plain, 75 and 12½ per cent.
Retinned, 75 and 12½ per cent.

SAP SPOUTS.

Bronzed iron with hooks ....per 1,000	7 50
Eureka tinned steel, hooks "	8 00

STAPLES

Poultry netting, 100 lbs	5 70
Bed, 100 lbs., No. 14	6 75
Blind, per lb	12

Coopers' staples, 45 per cent.
Bright spear point, 75 per cent.

STABLE FITTINGS.

Dennis Wire & Iron Co', 33⅓ p.c.

STOVE BOARDS

Lithographed, 60 and 10

STOVEPIPES.

5 and 6 inch, per 100 lengths	7 62
7 inch " "	8 18

Nestable, 40 per cent.

STOVEPIPE ELBOWS

5 and 6-inch, common.......per doz.	1 22
7-inch "	1 35

Polished, 15c per dozen extra.
Thimbles, 70 p.c.

STOCKS AND DIES.

No. 20 Beaver Die Stock	18 75

STONES—OIL AND SCYTHE.

Washita	per lb.	0 25	0 37
Hindostan	"	0 06	0 10
" slip	"	0 18	0 20
" Axe	"	....	0 10
Deer Creek	"	....	0 10
Deerlick	"	....	0 25
" Axe	"	....	0 15
Lily white	"	....	0 42
Arkansas	"	....	1 50
Water-of-Ayr	"	....	0 10
Scythe	per gross	3 50	5 00

TACKS, BRADS, ETC.

Carpet tacks, blued, 80 and 10 p.c.; tinned, 85; (in kegs), 40; cut tacks, blued, in dozens only, 80 and 10; ½ weights, 60; Swedes cut tacks, blued and tinned, bulk, 85 and 5, in dozens, 75 and 10; Swedes, upholsterers', bulk, 90; brush, blued and tinned, bulk, 70 and 10; Swedes, gimp, blued, tinned and japanned, 82½; zinc tacks, 35; leather carpet tacks, 35; copper tacks, 45; copper nails, 50; trunk nails, black, 65 and 10; trunk nails, tinned and blued, 65 and 10; clout nails, blued and tinned, 65 and 10; chair nails, 35 and 10; patent brads, 40 and 10; fine finishing, 40 and 10; lining tacks, in papers, net; lining tacks, in bulk, 15; lining tacks, solid heads, in bulk, 75; saddle nails, in papers, 10; saddle nails, in bulk, 15; tufting buttons, 22 line in dozens only, 60; zinc glaziers' points, 5; double pointed tacks, papers, 90 and 10; double pointed tacks, bulk, 55; clinch point shoe rivets, 45 and 10; cheese box tacks, 87½; trunk tacks, 80 and 20; strawberry box tacks, 80 and 10.

TAPE LINES.

Universal, ass skin, No. 714, 66 ft., doz.	3 60
Lufkins, linen, No. 404, 66 ft., each	0 94
" steel, No. 264, 66 ft., each	3 50
Chesterman's linen, No. 1822, 66 ft. ea.	1 10
" Metallic, No. 1821	1 95
" Steel, No. 1840, 50 feet	

TROWELS.

Disston's, 10 per cent.

THERMOMETERS

Tin case and dairy, 75 to 75 and 10 p.c.

TINNERS' SNIPS

Discount 35 per cent.

TINNERS TRIMMINGS

Discount, 45 per cent.
Plain and retinned, 75 and 12½.

TRAPS (STEEL GAME)

Newhouse, 30 per cent.
Hawley & Norton, 40, 10 and 5 per cent.
Victor, 60 and 5 per cent.
Oneida Jump (Star), 50, 10 and 5 per cent.

TRAPS (RAT AND MOUSE)

	Doz
Out O' Sight Mouse Traps	60
" " Rat Traps	1 20
Easy Set Mouse	0 45
" " Rat	0 95
Blizzard Mouse Traps	0 45
" Rat Traps	0 95
Hold-Fast (formerly Devil) Mouse Traps	0 25
Hold-Fast (formerly Devil) Rat Traps	0 80
5-Hole Tin Chokers	0 80

VISES

Per pound	0 12	0 12½
Hinged pipe vise, 25 lbs		3 55
Saw vise	4 50	5 00

Blacksmiths', 60; parallel, 45 per cent.

WASHING MACHINES

New Ontario	41 25
Round, re-acting, per doz	81 25
Square, re-acting, per doz	77 50
Dowswell	52 50
New Century, Style A	101 25
Ideal Power	180 00
Daisy	73 25
Stephenson	74 00
Puritan Motor	165 00
Connor, improved	52 50
Ottawa	55 00
Connor Ball Bearing	112 50
Connor Gearless Motor Washer	180 00

20 per cent.

WRINGERS

Royal Canadian, 11 in., doz	47 75
Eze, 10 in., per doz	46 75
Bicycle, 11 inch	60 50
Trojan, 12 inch	100 00
Challenge, 3 year, 11 inch	53 25
Ottawa, 3 year, 11 inch	58 25
Favorite, 5 year, 11 inch	61 75

20 per cent.

WHEELBARROWS

Navvy, steel wheel, dozen	21 20
Garden, steel wheel, dozen	32 40

WHIFFLETREES

Tubular steel whiffletrees, 28 in	0 70
" " " 34 in	1 00
" " " 36 in	1 25
" " neckyokes, 36 in	1 05
" " doubletrees, 40 in	0 95
" " lumbermens, 44 in	1 15

WOOD HANDLES

Second growth ash fork, hoe, rake and shove handles, 40 p.c.
Extra ash fork, hoe, rake and shovel handles, 45 per cent.
Nos. 1 and 2 ash fork hoe, rake and shovel handles, 50 p.c.
Carriage neckyokes and whiffletrees, ash 25 hickory 40 p.c.
Team neckyokes, oval and round whiffletrees, hickory and ash, 35 p.c.
All other ash goods, 40 p.c.
All hickory, maple and oak goods 35 p.c.

WRENCHES

Agricultural, 67½ p.c.

WROUGHT IRON WASHERS

Canadian 50 per cent.

A Safe Investment
WITH A
Quick Return

IS SURE WHEN YOU LAY IN A STOCK OF

THE

JAMIESON PRODUCTS

WHETHER IN VARNISH, PAINTS, SHINGLE STAIN, ENAMELS OR ANY OF THE NUMEROUS LINES WE MAKE, YOU WILL ALWAYS FIND

100% Value
IN EVERY CAN

NO ONE CAN GIVE YOU MORE.

WE WOULD LIKE YOU TO KNOW OUR GOODS THE WAY WE DO.

OUR CATALOGUE WOULD HELP.

Why Not Get One?

R. C. Jamieson & Co., Limited
ESTABLISHED 1858
Owning and Operating
P. D. Dods & Co., Limited
Montreal and Vancouver

ALL LEADERS

MOORE'S MURESCO—The Best Wall Finish.
MOORE'S SANIFLAT—A Washable Flat Oil Paint.
MOORE'S T-45—An all-round Interior Varnish.
MOORE'S HOUSE COLORS—A Pure Linseed Oil Paint.

Write us for color card and prices.

Benjamin Moore & Co., Limited
WEST TORONTO

NEW YORK CHICAGO CLEVELAND

Paints of Quality Sell Best

Stephens

BARN, ROOF AND ELEVATOR PAINTS

"ADD CHARM TO THE FARM"

Are perfect protection against the weather for all exposed surfaces, whether of wood or metal.

Used by all Railroads for Freight Cars and by all leading Elevator Companies throughout the West for their buildings.

These paints are the assurance of high quality and are absolutely guaranteed. You cannot afford to miss the excellent profits that are incurred through their sales.

WRITE US AT ONCE FOR COLOR CARDS AND PRICES.

G. F. STEPHENS & CO.
LIMITED

WINNIPEG .:. .:. .:. CANADA

Branch at Calgary, Alta.

Condensed or "Want" Advertisements

Those who wish to sell or buy businesses or stocks, obtain competent help, connect with satisfactory positions or secure aid in starting new enterprises, should not fail to use the Want Ad. Advertisement Page of HARDWARE AND METAL

It is the central market place of the hardware trade throughout Canada.

There is always someone somewhere looking for just such proposition as you have to offer.

RATES (payable in advance) :—
2c. per word first insertion
1c. per word subsequent insertion.
5c. additional each insertion when Box Number is required.

ARTICLES FOR SALE

THE PATENT FOR A NEW AND THE most efficient ventilator extant. Address the inventor R. M. Pancoast, Civil Engineer, Camden, N.J. (17)

BUSINESS CHANCES

NICE, SMART LITTLE HARDWARE BUSIness for sale, in thriving western town. Turnover $12,000. Large district to draw from. Box 647, Hardware and Metal, Toronto. (11tf)

WE HAVE GOOD IMPROVED FARM NEAR Barrie—another near Guelph, that we want to exchange for up-to-date hardware business. Thornton Bros., Hardware Merchants, Bradford, Ont. (16)

FOR SALE—GOOD FURNITURE BUSINESS in Sault Ste. Marie, Ont.; stock about $2,000; good reason for selling; will rent store reasonable. The Soo Hardware Co., Limited, Sault Ste. Marie, Ont. (15)

HARDWARE BUSINESS, WELL ESTABlished. One of the best stands in west end of city, stock five thousand. Big yearly turnover. Will also sell building. Apply box 657. Hardware & Metal, Toronto. (15)

HARDWARE AND TINSMITH BUSINESS —established 20 years; stock new; terms to suit purchaser; money-maker; turnover $20,000.00; reasons for selling, "going west." Apply Box 656. (15)

CENTRAL ALBERTA.—GOOD HARDWARE business for sale in one of the best towns, mixed farming and dairying community, stock and fixtures about $5,500, in first class shape, one opposition. Box 648 Hardware and Metal, Toronto. (11tf)

THRIVING HARDWARE BUSINESS FOR sale, consisting of shelf and heavy hardware, stoves, etc. Located in central part of Ontario; three railroads; turnover $50,000; stock $10,000, which is being reduced. Excellent chance to buy at rate on dollar. Retiring from business. Box 618, Hardware and Metal, Toronto. (52tf)

PRINTING

CHEAPEST PRINTING ON EARTH—BOOKlets, Catalogues, Price List, Handbills, and any other fine Printing for the Hardware trade at fiercely competitive prices. Russell Smart, 40n, Chancery Lane, London, England. (15tf)

SITUATIONS VACANT

WANTED.—Hardware clerk with two or three years' experience, as second man. Apply with references and state salary expected to The Nelson Hardware Co., Ltd., Windsor, Ont. (16)

WANTED—YOUNG MAN WITH TWO OR three years' hardware experience as clerk in hardware store. Apply, with references, and state salary expected, G. H. Clark & Co., Niagara Falls, Ont. (15)

WANTED—A RELIABLE, AMBITIOUS MAN in every town to look after the entire circulation of our thirteen publications. Work very remunerative. MacLean Publishing Company, 143-149 University Avenue, Toronto, Ont. (tf)

WANTED—AN ENERGETIC YOUNG MAN with experience in running furnace, tinware and stove store, to take charge of retail store in Hamilton. Must have some capital, but will have our backing. State experience. This is a good opportunity for a practical man. Bowes, Jamieson, Limited, Hamilton. (15)

HARDWARE LINES WANTED

HARDWARE LINES WANTED ON A COMmission basis, covering western provinces. Canadian Specialty Co., Suite 307, Travis Blk., Calgary, Alta. (14)

PRICE TICKETS

PRICE TICKETS FOR WINDOW SHOW goods. Black lettering on white card marked 25c, 50c, 75c, $1, $1.25, $1.50, $1.75, $2, $2.50, $3, $3.50, $5. Dozen in set, per set 25 cents postpaid. Technical Book Dept., 143 University Avenue, Toronto. (tf)

TECHNICAL BOOKS

HINTS FOR PAINTERS, DECORATORS and paperhangers—Practical and useful book treating on the preparation of surfaces, materials used, mixed paints, operations, taste in color, graining, paperhanging, estimating cost of work, useful recipes, etc. Price 25 cents postpaid. MacLean Publishing Co., Technical Book Dept., 143-149 University Ave., Toronto.

MISCELLANEOUS

ADDING TYPEWRITERS WRITE, ADD OR subtract in one operation. Elliott Fisher, Limited, Room 314 Stair Building, Toronto.

ACCURATE COST KEEPING IS EASY IF you have a Dey Cost Keeper. It automatically records actual time spent on each operation down to the decimal fraction of an hour. Several operations of jobs can be recorded on one card. For small firms we recommend this as an excellent combination—employes' time register and cost keeper. Whether you employ a few or hundreds of hands, we can supply you with a machine suited to your requirements. Write for catalogue. International Time Recording Company of Canada, Ltd., office and factory, 29 Alice Street, Toronto.

BUSINESS GETTING TYPEWRITTEN LETters and real printing can be quickly and easily turned out by the Multigraph in your own office—actual typewriting for letter-forms —real printing for stationery and advertising, saving 25% to 75% of average annual printing cost. American Multigraph Sales Co., Ltd., 129 Bay Street, Toronto.

COPELAND - CHATTERSON SYSTEMS — Short, simple. Adapted to all classes of business. Copeland-Chatterson Co., Ltd., Toronto and Ottawa. (tf)

COUNTER CHECK BOOKS—WRITE US to-day for samples. We are manufacturers of the famous Surety Non-Smut Duplicating and Triplicating Counter Check Books, and Single Carbon Pads in all varieties. Dominion Register Co., Ltd., Toronto.

COUNTER CHECK BOOKS — ESPECIALLY made for the hardware trade. Not made by a trust. Send us samples of what you are using, we'll send you right prices. Our holder with patent carbon attachment has no equal on the market. Supplies for binders and monthly account systems. Business Systems, Limited, Manufacturing Stationers, Toronto. (tf)

YOU CAN BUY A REBUILT TYPEWRITER from us. We have about seventy-five typewriters of various makes, which we have rebuilt and which we will sell at $10.00, $15.00 and $20.00 each. We have also a large stock of better rebuilts at slightly higher figures. Write for details. The Monarch Typewriter Co., Ltd., 46 Adelaide St. West, Toronto, Canada. (tf)

MISCELLANEOUS

DOUBLE YOUR FLOOR SPACE—BY INstalling an Otis-Fensom hand-power elevator you can use upper floors as stock room or extra selling space, and increase space on ground floor. Costs only $70. Write for catalogue "B," Otis-Fensom Elevator Co., Traders Bank Building, Toronto.

EGRY BUSINESS SYSTEMS ARE DEVISED to suit every department of every business. They are labor and time savers. Produce results up to the requirements of merchants and manufacturers. Inquire from our nearest office. Egry Register Co., Dayton, Ohio; 123 Bay St., Toronto; 258½ Portage Ave., Winnipeg; 308 Richards St., Vancouver. (tf)

FIRE INSURANCE — INSURE IN THE Hartford. Agencies everywhere in Canada.

MODERN FIREPROOF CONSTRUCTION. Our system of reinforced concrete work—as successfully used in any of Canada's largest buildings—gives better results at lower cost "A strong statement," you will say. Write us and let us prove our claims. That's fair. Leach Concrete Co., Limited, 100 King St. West, Toronto.

MOORE'S NON-LEAKABLE FOUNTAIN pens. If you have fountain pen troubles of your own, the best remedy is to go to your stationer and purchase from him a Moore's Non-Leakable Fountain Pen. This is the one pen that gives universal satisfaction, and it costs no more than you pay for one not as good. Price, $2.50 and upwards. W. J. Gage & Co., Limited, Toronto, sole agents for Canada.

PENS—THE VERY BEST PENS MADE ARE those manufactured by William Mitchell Pens, Limited, London, England. W. J. Gage & Co., Limited, Toronto, are sole agents for Canada. Ask your stationer for a 25c. assorted box of Mitchell's Pens and find pen to suit you.

THE NATIONAL CASH REGISTER COMpany guarantee to sell a better register for less money than any other house on earth. We can prove it. Make us. The National Cash Register Co., 285 Yonge Street, Toronto.

THE "KALAMAZOO" LOOSE LEAF BINDER holds just as many sheets as you actually require and no more. Back is flexible, writing surface flat, alignment perfect. Cannot get out of order. No exposed metal parts or complicated mechanism. Write for booklet. Warwick Bros. & Rutter, Ltd., King and Spadina, Toronto. (tf)

WAREHOUSE AND FACTORY HEATING systems. Taylor-Forbes Company, Limited. Supplied by the trade throughout Canada. (tf)

Keep in mind the dominant fact that mankind from its first appearance on the earth has been schooled by nature to look for signs; for invitations to taste; for suggestions as to what to wear. Tell your story briefly, forcibly, truthfully, and address it through the proper media and you can successfully apply advertising as a means to increased distribution.

294 Adelaide St. W.,
Toronto, Ont.
March 28, 1912

Hardware & Metal,
Toronto, Ont.

Gentlemen :—

We are pleased to announce that we were to-day favored with a visit from Mr. Bert Hamilton of Hamilton & Stott, of St. Thomas.

While here Mr. Hamilton on behalf of the firm of Hamilton & Stott completed arrangements whereby they purchased from the Jones Register Co., of Toronto, their entire stock of Jones Registers, floor registers, borders and faces, wall pipes and fittings, and everything connected with the heating business formerly owned by the Jones Register Co., of Toronto. From this date Hamilton & Stott will be successors to the Jones Register Co., of Toronto, and all Jones Registers furnished to the trade in the Province of Ontario will be furnished by Hamilton & Stott, of St. Thomas.

The Jones Register Co. still retain the book accounts, and all collections of the Jones Register Co.'s book accounts will be made by the Jones Register Co.

Yours very truly,

THE JONES REGISTER CO.

A. O. Jones, Sec'y.

WINNIPEG READY ROOFING

Waterproof Weatherproof

Made of the highest grade of wool felt, thoroughly saturated with non-drying gummy compound that remains soft and pliable in the extremes of temperature and is absolutely waterproof.

Samples and directions for laying on request.

THE WINNIPEG PAINT AND GLASS CO. LIMITED
EVERYTHING FOR A BUILDING

WINNIPEG CALGARY EDMONTON

NEW ERA PAINT

Always Gives Satisfaction.

The large demand for New Era Paint is the result of its high quality.

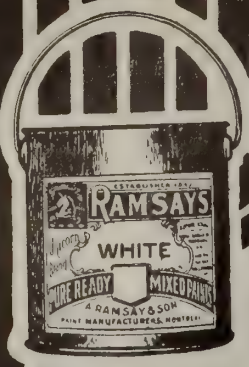
It is unequalled as a surface-coverer.

It is in good condition when sold, and it stays in good condition—that is why it is so popular with both the retailer and his customer.

Standard Paint & Varnish Co.

WINDSOR LIMITED ONTARIO

IT WILL PAY YOU to watch our Condensed Ad columns. There are many money-making positions there. You may find just what you want.



Seasonable Satisfaction

means Seasonable Paints, and there are no paints that will stand the racket of the wear and tear of the extremes of our Canadian seasons any better than

RAMSAY'S PAINTS

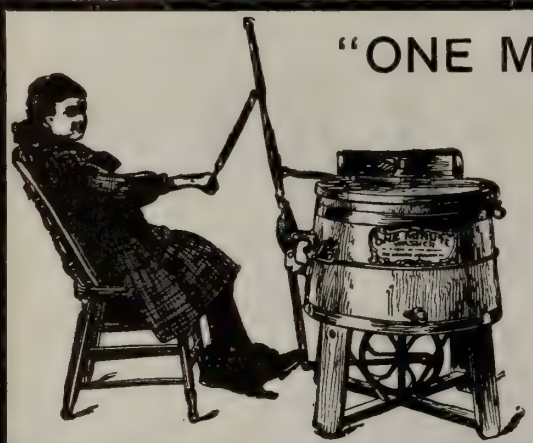
They are made right, they are sold right, they paint right, and they are advertised right. Our seventy years of paint making experience guarantees that this is so.

Be Right. Be an Agent.

A. Ramsay & Son Co., Montreal

Paint Makers Since '42

Western Distributors—A. McBride & Co., Limited, Calgary; Revillon Bros., Limited, Edmonton; Bogardus, Wickens, Begg, Limited, Vancouver



"ONE MINUTE" Washers & Wringers

Imitated in Construction—Unequalled in Quality

This machine will increase your washer profits.

It contains all the qualities that are essential to make it the most satisfactory to both dealer and user.

Communicate with us NOW and get full particulars. It will pay you.

ONE MINUTE WASHER CO., TORONTO

MacKENZIE BROS., Winnipeg, Man., Sask. and Alberta
CANADA STOVE & FURNITURE CO., Montreal

THE HIGHEST QUALITY PREVAILS

IN OUR

HINGES, BUTTS, HASPS, Etc. and BUILDERS' HARDWARE

Our goods have been on the market for over fifty years, and are specified by most leading hardwaremen because they give unlimited satisfaction, and allow a good profit.

It will pay you to stock a trial order and be convinced as to their business-getting qualities.

DO NOT DELAY, WRITE US AT ONCE.

COWAN & BRITTON, - GANANOQUE, ONT.

SHERWIN-WILLIAMS PAINTS & VARNISHES

¶ Every year in the past has shown a splendid increase over previous years in the sale of S-W Paints and Varnishes. The beginning of each year has seen our list of successful S-W agents and dealers grow larger. This year of 1912 is beginning to break all previous sales records. Canada is enjoying the greatest prosperity in her history, and it's natural that one of her largest and most substantial industrial organizations should reflect these favorable conditions. Unmistakable evidence of the splendid business outlook in general, and the prospects for a record-breaking paint and varnish year in particular, make us want to urge our dealers to use every possible means to make the most of this opportunity. ¶ No other line of paints and varnishes in the Dominion has the reputation of S-W products. This splendid reputation is your most powerful selling force, and you can turn it into bigger sales and better profits if you will use it well. All our advertising is designed to make your store conspicuous as the local distributing centre for the best-known paints and varnishes in the world. Use our advertising and selling helps to the limit of your local possibilities. We know from past experience that your work will pay dividends, and remember, we are ready and anxious to co-operate to make the season a successful one for you. We want you to feel free to use our help as much as you can.

THE SHERWIN-WILLIAMS CO.

(of Canada, Limited)

PAINT, VARNISH AND COLOR MAKERS
LINSEED OIL CRUSHERS

FACTORIES: MONTREAL, TORONTO, WINNIPEG, LONDON, ENG.

OFFICES AND WAREHOUSES: MONTREAL, TORONTO, WINNIPEG, VANCOUVER
LONDON, ENG.

Glidden

Challenges Comparison

Our terms are Sixty Days—some varnish houses give four months.

Why should you deal with Glidden?

There's just one answer, Mr. Merchant: The quality of the goods and the profits to you.

The Glidden discount is so much more generous than the discounts made by other varnish houses that *the discount discounts the terms.*

The discount we offer the trade on Green Label Varnishes, Stains and Specialties makes it possible for you to *make more money* absolutely regardless of four months' five months'—or six months' terms, and Glidden's Green Label Varnishes are in a class by themselves.

Have you been reading our advertising in the painters' publications?

We challenge any painter in the land to send us a sample of any exterior varnish equal in quality to Glidden's M.P. Durable Exterior, or any interior varnish equal to Glidden's M.P. Durable Interior, or any floor varnish equal to Glidden's M.P. Durable Floor.

We are giving this challenge bold advertisement in the Master Painter, The Painter and Decorator, The Modern Painter, Practical Decorator, Painters' Magazine, Cement World, American Carpenter and Builder, etc.

That is the sort of challenge that shows *faith* in the quality of our goods, and the painters know it.

Write for our New and Most Generous Proposition to the Trade on Green Label Varnishes, Endurance Wood Stains, Colorspar, and Specialties. Use the attached coupon.

THE GLIDDEN VARNISH COMPANY

Factories:
CLEVELAND, Ohio TORONTO, Canada

Branches:
NEW YORK—CHICAGO—LONDON

THE GLIDDEN VARNISH COMPANY,
Toronto, Ont.

Gentlemen:

Send me full particulars on your Dealers' Offer on Green Label Varnishes, your Special Offer on Endurance Wood Stains and your Gold Premium Offer on Endurance Colorspar, understanding it will place me under no obligations.

Name .....

Address .....

GREATER SALES-GREATER-SATISFACTION-GREATER—PROFIT

It is the quality the manufacturer puts into his paint that gives the greater satisfaction — that makes greater sales possible, and returns the greater profits to the paint dealer. The dealer who handles

Martin-Senour Paint
100% Pure

finds his business growing as a result of the presence of the quality of *lasting service, non-fading color, luster, free flowing, surface covering capacity* put into paint by its makers. If you want the greater sales and the greater profits that come as a reward for greater satisfaction, sell Martin-Senour Paints. Don't put off writing for the agency

THE MARTIN-SENOUR CO., Limited

Pioneers of Pure Paint

Montreal **Chicago** **Winnipeg**

WILL YOU LISTEN?

We want to tell you one or two little things about DOUGALL VARNISH.

It is made in the best equipped factory in Canada, which possesses the most up-to-date machinery and facilities.

It is made from none but the very finest of materials, and none but the most expert labor is used in its manufacture.

It is thoroughly aged, and not a can is allowed to leave the factory unless it comes right up to the Dougall standard.

The result is that it is the best varnish made, and we are perfectly justified in calling it

The Varnish That Lasts Longest

The Dougall Varnish Company, Limited

J. S. N. Dougall, President

305 Manufacturers Street, - - Montreal, Canada

ASSOCIATED WITH MURPHY VARNISH CO., U.S.A.

Sterling Prepared Paints

We were looking for the rush of Spring orders and started early to prepare in order to give our customers good service. We are in a position to make prompt shipment of this HIGH QUALITY PAINT.

CANADIAN OIL COMPANIES, LIMITED

TORONTO

HALIFAX ST. JOHN MONTREAL QUEBEC WINNIPEG
CALGARY EDMONTON HAMILTON LONDON OTTAWA

The Line of Progress

Our line of prepared plasters recently put on the market is the first serious attempt in Canada to meet the large and growing demand for

Modern Plastering Materials

Our Hardwall Plasters will cost your customer no more when on the wall than the old crumbly lime mortar. They are many times stronger and much more easily prepared and applied. They save two-thirds of the time required for plastering, and are not subject to the many drawbacks of lime mortar. We can ship straight or mixed cars of

Paristone, Neat, Hair, Hardwall Plaster; Pulpstone, Wood-Fibre, Hardwall Plaster; Special Exterior Plaster, Prepared Finishing Plasters, Plaster Paris, Land Plaster, Bug Finish, Etc., Etc.

The Alabastine Company, Limited

Mines and Plaster Mills:
Caledonia, Ontario

Offices and Alabastine Mills:
Paris, Ontario

TRADE MARK
KEYSTONE
BRAND
REGISTERED

Through a little effort at advertising and a big effort at producing the best article that skilled mechanics and A-1 materials could produce, our

Klondike and Jubilee Brooms

have become known as the most reliable in the market. Just now we are devoting special attention to perfecting the handles of these lines by a new system of polishing—making them "smooth as glass" Try a sample lot, you'll be delighted.

Manufactured by

Stevens-Hepner Co., Limited
PORT ELGIN - ONTARIO

If you want Strictly Pure Turpentine at the right price, get our quotation before placing your order.

TURPENTINE PRODUCERS' AGENCY

Independent Distributors

Office, 140 Victoria St. Phones:
Warehouse, Macdonell Ave. Main 4391
C.P.R. & G.T.R. Sidings Park 2781

You can't tell a live wire until you take hold of it

But the dealers who are handling

INTERNATIONAL
Varnish and Varnish Specialties

know they have one which overworks their cash register. "Quality" and "Full Imperial Measure" is our slogan. Your customer gets what he pays for, and gets the very best.

Buy these "International" lines:

LACQUERET — Household Lacquer
Satinette — White Enamel
ELASTICA — Floor Finish
KLEARTONE — Stains
FLATTINE — Finishes

The Good Goods in the Full Cans.

INTERNATIONAL VARNISH CO. LIMITED

TORONTO WINNIPEG

Canadian Factory of the Standard Varnish Works.

New York, Chicago, London, Berlin, Brussels, Melbourne

Largest in the world and first to establish definite standards of quality.

K 43

BLACK DIAMOND FILE WORKS

ESTABLISHED 1863

Twelve Medals of Award at INTERNATIONAL Expositions.

INCORPORATED 1895

Special Grand Prize

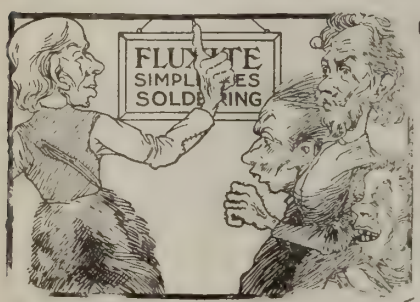
GOLD MEDAL

Atlanta, 1895

Copy of Catalogue will be sent free to any interested File User upon application.

G. & H. BARNETT COMPANY, - PHILADELPHIA, PA.

Owned and operated by Nicholson File Co.



Chorus of Plumbers

Then let thy fragrant incense be
An inspiration sweet to me
And I will sing my songs to thee;
FLUXITE.

Anyone can use it. Plumbers and other mechanics **will** have

FLUXITE

the paste flux that

SIMPLIFIES SOLDERING

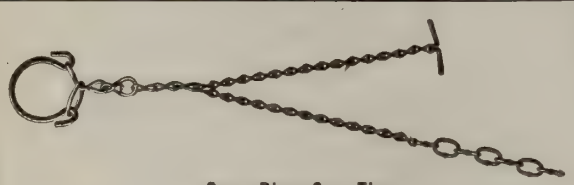
and lead jointing

Easy to use. Easy to sell.

Of the Jobbers and Factors in small and large tins. Remember it in your indents.

Made by the AUTO-CONTROLLER CO., 212 Vienna Rd., Bermondsey, Eng.

General Representatives: SAYWELL'S SALESMEN, 61 Albert Street, Winnipeg.



Open Ring Cow Ties

ELECTRIC SWELL WELD CHAIN

Closed Ring Cow Ties

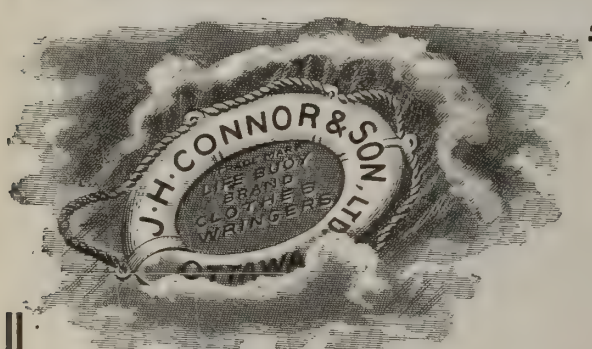
25% more { WELD STRENGTH WEAR } { MADE IN CANADA AND SOLD BY JOBBERS } 25% more { ORDERS SALES PROFITS }

Made by

Office: BUFFALO, N. Y.

McKinnon Chain Company

Factory: ST. CATHARINES, ONT.



Connor Washers and Wringers

All dealers who handle our goods are enthusiastic over the satisfaction they are giving. They have features that place them beyond price-cutting competition.

Write for our agency proposition and prices also full particulars.

J. H. CONNOR & SON, LTD., OTTAWA, CANADA

Merrick-Anderson Co., Winnipeg, Agents for Manitoba, Saskatchewan and Alberta
Geo. D. Horsman, 838 Granville St., Vancouver, Agent for British Columbia.

"Try Us for Service and Quality"

We carry a large stock of **Wholesale Plumbers' Supplies,** from which we can make immediate shipments.

Drop us a card and get FREE copies of Blue Prints for septic tanks.

The John Stevens Co., Ltd.
WINNIPEG.

"WE MAKE NOTHING ELSE And our goods show it"

The "Norcross" Line of GARDEN CULTIVATOR-HOES and WEEDERS

Our 5-Prong is the only one having detachable ferrule (Patd.) providing for attaching cultivator to wheel plows.

Our new 3-Prong is a modification in size, weight and cost, cheap as a common hoe in price and pays a larger profit.

ANY WOMAN CAN USE THIS WITH EASE

Our midget is the greatest of all Flower Weeders. Material, workmanship and finish of highest quality. All Prongs Detachable. Write us for circulars.

Canadian Jobbers who handle the "Norcross" line are—

McLennan, McFeely & Co., Ltd., Vancouver, B.C. Lewis Bros., Ltd., Montreal, Canada. The Eureka Planter Co., Ltd., Woodstock, Ont.

C. S. NORCROSS & SONS, - BUSHNELL ILL., U.S.A.
Patentees and Sole Manufacturers

The Varnish that Sells without Argument

The easiest way to sell varnish is to sell the Berry Brothers' Trade-Mark Label.

When you offer that label to a customer no explanation or arguments need accompany it.

It's so well known and widely advertised that the customer doesn't require any other evidence of quality.

Your trade can't see or feel or taste or smell the goods themselves when they come to you for varnish. They have to trust to the label.

That's why it's natural for them to trust most the label they know best.
And that's Berry Brothers'.

Berry Brothers' Business Builders

The Big-4 with which every dealer can most easily satisfy the quality-demands of his trade.

TRADE LIQUID GRANITE MARK
For finishing floors in the most durable manner possible.

WOOD LUXEBERRY FINISH
For the finest rubbed or polished finish on interior woodwork.

ELASTIC INTERIOR FINISH
For interior wood-work exposed to severe wear and finished in the full gloss.

ELASTIC OUTSIDE FINISH
For front doors and all other surfaces exposed to the weather

BERRY BROTHERS, Limited
The World's Largest Varnish Makers
WALKERVILLE, ONT.

There's a Big Demand Among Miners and Sportsmen

for a lamp that gives high lighting efficiency at low cost and that will stand up under long hard service with minimum of breakage or loss of parts.

Maple City Acetylene Lamps

fill this demand. They have many strong selling features to be found in no other acetylene lamps and every lamp is thoroughly guaranteed. Our broad advertising campaign is creating a specific demand for Maple City Lamps that you can easily turn to profits. *Write to-day for our special Selling Proposition.*

MAPLE CITY MANUFACTURING CO.

MONMOUTH, ILLINOIS, U. S. A.

Get Our Prices and Get to Thinking, That Is All We Ask

THIS MANTEL

Is Artistic, Ornamental and Substantial. 90 other designs of the same quality. Gas and Coal Grates and Fireplace Fittings, also a complete line of Gas and Electric Fixtures.

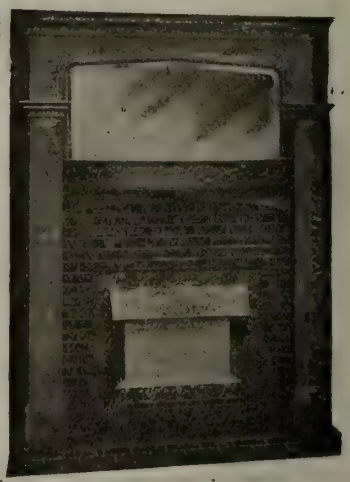
WRITE FOR CATALOGUE AND PRICE LIST.

Test us, every test is one more triumph.

OUR TRADE EXTENDS FROM COAST TO COAST

The Barton Netting Company, Limited

38 Ouelette Avenue, Windsor, Ont.



YOUR sales will be materially increased by handling the Aylmer Metallic Ring Sprayer, the best hand pump made in Canada. No soft packing to give you trouble, a pump that gives perfect satisfaction to your customer in every instance.

Write for Prices and Discounts.

The Aylmer Pump & Scale Co., Limited

AYLMER, :: ONTARIO

That Stuffy Room

is more deadly than disease itself. Bad air is the curse of crowded living. In all public places such as asylums, clubs, big offices, schools and theatres, PURE AIR CAN BE OBTAINED ONLY BY OUR SYSTEM OF VENTILATION.

It has stood the tests of scientific experts.

It is in use in the finest buildings in Canada.

Its price is reasonable and its benefits lasting.

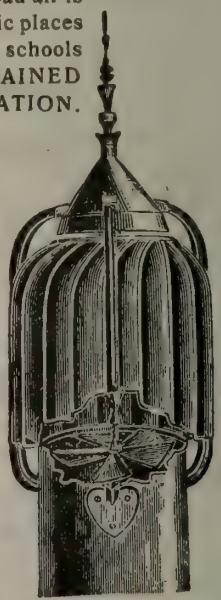
MONTREAL, JAN. 21ST, 1909

J. W. HARRIS MFG. CO., LTD.,
Montreal.

GENTLEMEN:

Your favor of 11th inst. received, and am pleased to report that "Zephyr" Ventilator which you installed on my property two years ago has done good service and is working well.

Yours truly,
EDWARD MAY,
434 Elm Ave.

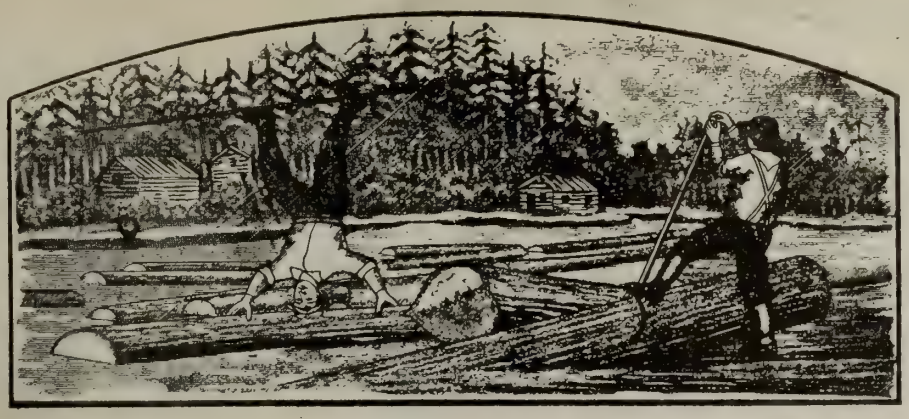


Ask for booklet re J. W. Harris and Zephyr Ventilators, also booklet on Filters, etc.

The J. W. Harris Mfg. Co., Ltd.

General Contractors and Manufacturers

Montreal



Pink's Lumbering Tools

MADE IN CANADA

The Standard Tools in every province of the Dominion, New Zealand, Australia, Etc.
We manufacture all kinds of lumber tools. Light and Durable.

Send for Catalogue and Price List. **Long Distance Phone No. 87.**

Sold throughout the Dominion by all Wholesale and Retail Hardware Merchants.

T. PINK, Manufacturer of LUMBER TOOLS

PEMBROKE, ONT.

W B TRADE

TOOLS OF QUALITY BEAR THESE MARKS

W&B MARKS

Every W & B Wrench measures up to W & B Standard

And that Standard means that every wrench bearing the imprint must deliver full Dollars and Cents value—real wrench economy.

Machinist's Knife Handle, Railroad Special, Agricultural, Bull Dog (Alligator Type) Railroad, Engineers, Always Ready, Construction and Car Builders, Automobile, General Purpose Wrenches, etc. ALL STEEL AND DROP FORGED WRENCHES ALL STYLES.

We can furnish the Consumer a COMPLETE LINE of his wrench requirements in a single shipment.

The Whitman & Barnes Mfg. Co.

Established 1854 ST. CATHARINES, ONT.

STOCKS CARRIED AT WINNIPEG AND MONTREAL

WIRE ROPE

FOR

HAY FORKS

Lasts longer, more easily handled, gives better satisfaction and pays the dealer a better profit than any other. Write for full particulars.

Wire Rope for hauling Threshing Machines, House Moving, etc.

We manufacture all kinds of Wire Rope for all purposes.

WIRE ROPE FITTINGS WIRE ROPE GREASE

The B. Greening Wire Co.

LIMITED

HAMILTON ONT. MONTREAL QUE.

GET THE GENUINE

DOES THE REPUTATION of GARLOCK PACKING mean anything to you?

Does the fact mean anything to you that GARLOCK PACKINGS are giving eminent satisfaction the country over and everywhere Engineers who know insist on the installation of Genuine GARLOCK?

This big and insistent demand for GARLOCK PACKING is the demand for quality.

Imitators are making Packings that look like GARLOCK and are trying to sell them because they look like GARLOCK.

Sometimes these imitations are sold as being "just as good as GARLOCK." If they were as good, they would be sold on their own merits and not on the established reputation of GARLOCK.

Sometimes these imitations are substituted when "GARLOCK" is asked for. To prevent you getting an imitation and assist you in identifying the genuine, we have marked every piece of Spiral Packing with this mark of quality

TRADE THE GARLOCK PACKING CO. HAMILTON CANADA MARK

The GARLOCK Catalogue tells all about Genuine GARLOCK Products. WRITE FOR IT TO-DAY.

THE GARLOCK PACKING COMPANY

HAMILTON, - ONTARIO

PIONEERS IN THE PACKING BUSINESS

It Will Pay You To Investigate

ROGERS'
Portland Cement
PROFITS

Mr. Dealer, cement is no longer confined to large building purposes—it is becoming more and more useful every day in the construction of smaller buildings, such as residences, etc.
The builder is going to buy his cement at a place where he can get quick service.
Be prepared to supply him—let him know that you sell it and he will invariably come your way.
Rogers' Portland Cement has been endorsed by leading builders throughout the country as being the most reliable. It has great strength, uniform set, and is very durable.

Get our prices now. Quick shipments guaranteed.

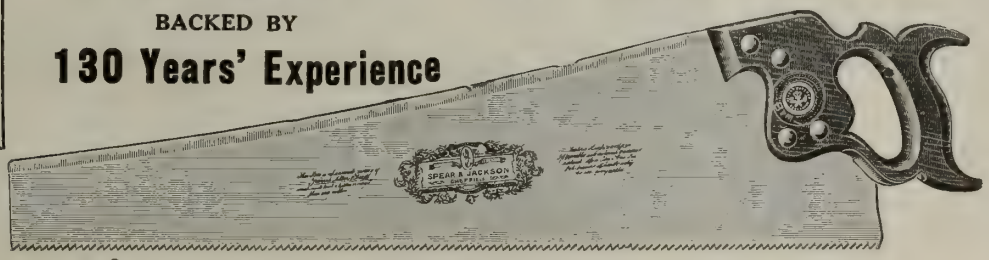
ALFRED ROGERS LIMITED

28 West King Street, TORONTO
N. J. DINNEN & CO., Western Sales Mgrs., WINNIPEG

MERMAID

"THE NAME'S THE GUARANTEE"

BACKED BY
130 Years' Experience



LEAP-FROG

171-A Secret Process VANADIUM Steel
(Also Straight Back)

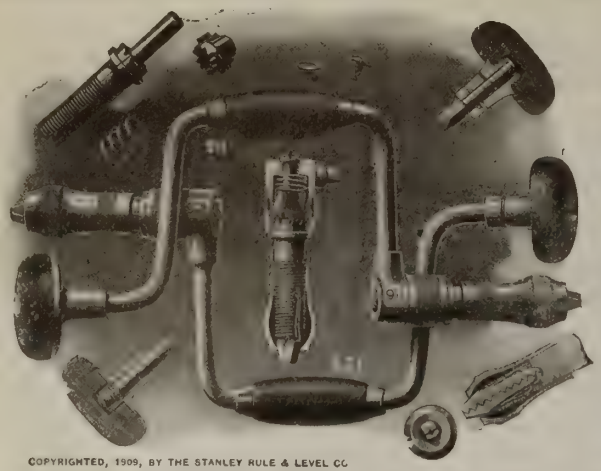
Extract from The LONDON DAILY TELEGRAPH
WHICH SPEAKS FOR ITSELF

As a matter of fact, the trade of which Sheffield is the centre has in the last year or two fought—and won—a notable fight. Germany was a formidable competitor; America a yet more serious one, in the matter of tools, and especially SAWS. The English makers set themselves to meet this sharp rivalry, availing themselves of a superior position alike in materials and highly specialized skill. They took full advantage of the technical schools, with their scientific teaching as to metals and the treatment of steel, and paid more attention than they have ever done before to design and finish. Their energy and enterprise won prompt recognition from the buyers for the retail trade, and within very recent days they have enjoyed the spectacle of seeing the agent of one of the most noted firms of tool-makers in the United States coming over to make a tour of inquiry as to what had come over English trade that they had lost it so entirely. The British manufacturers had, moreover, proved conclusively that, quality for quality, their products had nothing whatever to fear on the important matter of retail selling price, and their victory was complete.

IF you are not handling our Saws and Edge Tools, you are paying more for inferior goods. Does it pay you ?

Henderson & Richardson
Board of Trade Building, MONTREAL

Spear & Jackson, Ltd.
SHEFFIELD, England



COPYRIGHTED, 1909, BY THE STANLEY RULE & LEVEL CO.

Send for Catalogue containing complete description.

Stanley Tools

Stanley Concealed Ratchet Bit Braces

Note Particularly.—The Cam Ring which governs the ratchet is in line with the Bit—a great advantage in working.

The Ratchet mechanism is completely **protected,** so that it is always free from dirt, grit and moisture, and retains oil for a long time.

In the clutch mechanism, **five teeth** are in engagement when working as a Ratchet, as against **one tooth** in other forms of Ratchet Braces.

They are highly nickeled and have Cocobolo Ball-bearing Heads and Cocobolo handles.

These Braces, together with many other varieties of Ratchet and Sleeve Braces, are now being made at our CANADIAN WORKS.

STANDARD THE WORLD OVER

Stanley Rule & Level Co.
NEW BRITAIN, CONN. U.S.A

EVERY TOOL GUARANTEED

We have the facilities for turning out

The Highest Grade Baling Wire and Bale-Ties

at a reasonable cost—a baling wire that allows the dealer good profits and is certain to create enthusiasm among users.

Before placing your order, write us for prices and full information.

We also manufacture WIRE NAILS and STAPLES, O. & A. WIRE, WIRE BARREL HOOPS, ETC., each having a quality that is unsurpassed.

THE LAIDLAW BALE-TIE CO., Limited, Hamilton, Ontario

GEO. W. LAIDLAW, Vancouver, B.C. HARRY F. MOULDEN, Winnipeg, Man.

You can procure an entirely different profit

by being an agent for

"MULE-HIDE" ROOFING

(NOT A KICK IN A MILLION FEET)

We not only help you to sell this product, we help you to sell other goods. We CAN increase your business 25% to 50%.

Let us prove this claim. COMMUNICATE WITH US NOW AND GET OUR PROPOSITION. A post card will bring it by return mail.

The Dominion Roofing Company, Limited

31-33 FRONT STREET EAST, TORONTO

Artistic Stove Pipe Registers

This design is a favorite of contractors and builders. It will help your sales.

Send for our circular No. 1342 of business building hardware specialties —We make a large line of goods for the summer season.

Stover Mfg. Co.

709 East St., - Freeport, Ill.

The "RENFREW" Handy Two-Wheel TRUCK SCALE

"A Convenience and Protection for Farmers"

This is a scale that pays the dealer A VERY ATTRACTIVE PROFIT—a scale that is becoming more and more popular every day with farmers.

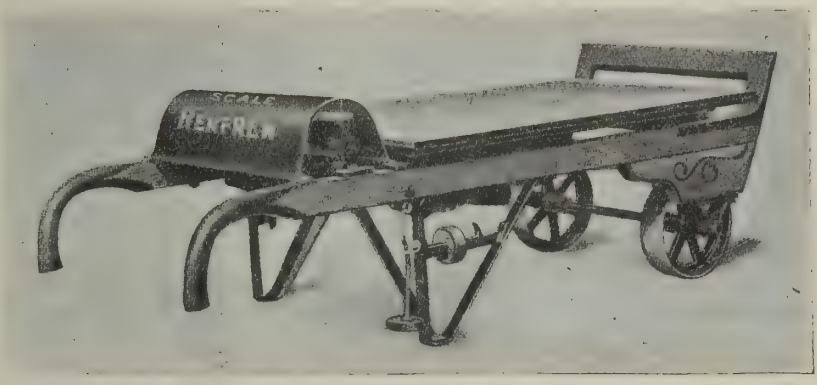
It is absolutely accurate and has many advantages over the common scale.

With this scale in his possession the farmer knows the exact weight of the products he is selling—he is armed against short weights.

The "RENFREW" TRUCK SCALES are GOVERNMENT TESTED and have been awarded their GOVERNMENT CERTIFICATE without question, and are backed by our WRITTEN GUARANTEE to be just as represented, and to give a long, reliable service. Capable of weighing anything from a single pound to 2000 pounds.

The "RENFREW" TRUCK SCALES are rigidly built and will stand all kinds of rough usage.

LET US SEND YOU ONE. Show it to every farmer who comes into the store, and see how many you can sell.



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Renfrew Scale Co.

RENFREW, ONT.

Steel Sheets

ALL GRADES

M. & L. Samuel, Benjamin & Co.

Corner King Street and Spadina Avenue

Toronto

The "IDEAL" LAWN FENCE

"An Attractive FENCE Which Pays An Attractive PROFIT"

The Ideal Fence appeals to the public because it is neat and ornamental, very strong and not expensive. Has a close mesh which keeps chickens and small animals out of the yard.

The Ideal Fence not only affords protection to the lawn, but adds greatly to the appearance of any place in which it is erected.

One very important feature about Ideal Lawn Fence is that it is made of No. 9 hard steel evenly galvanized wire. No soft or cabled wire is used, so that when once erected it does not stretch, but maintains its original appearance without bagging or sagging.

This fence can be put up quickly, and at a small cost, by anyone, and will accomplish the same result of efficiency and appearance as an iron fence costing many times as much.

Write for our catalogue and prices now and catch the Spring trade.

THE

McGregor, Banwell Fence Co., Limited

WALKERVILLE, ONTARIO

Common Pulley Extension Ladder

SUITABLE FOR FRUIT PICKING AND GENERAL USE

This Ladder can be instantly taken apart, making two single ladders. The ladder is self hooking and self releasing, is very light and strong, being reinforced with wire cable on the back.

Made of Clear Norway Pine, Malleable Iron Castings, Hardwood Rungs, and nailed together.

STOCK SIZES

20, 24, 26, 28, 30, 32, 36 and 40 ft.

Average Weight, 2¼ lbs. to the Foot

SEND FOR CATALOGUE

McFarlane Ladder Works

158 and 160 River St. :: Toronto, Ont.

Tel. Main 2038

"THERMO"

The Washer

That makes the Washday Bright

Easy to Sell

Itsimprovedmotion absolutely eliminates washday drudgery caused by hard working machinery. It is the easiest washer to operate and washes clothes thoroughly in shortest time.

The Thermo Washer is built to last and is solid and substantial, Working parts are simple and cannot get out of order.

Thermo Washers are attractively designed and well finished and find ready buyers everywhere.

Before restocking your washer department get full descriptive matter and prices. Drop us a card NOW.

THE LONDON FOUNDRY CO., LTD., LONDON, CANADA

Edwin Schofield (Eastern Agent), Canadian Express Bldg., Montreal; F. J. Schuch (Western Ontario Agent), 19 Jarvis Street, Toronto; MacPherson & Teetzel, Vancouver, B.C. (British Columbia Agents.)

For Increased Business
Sell the

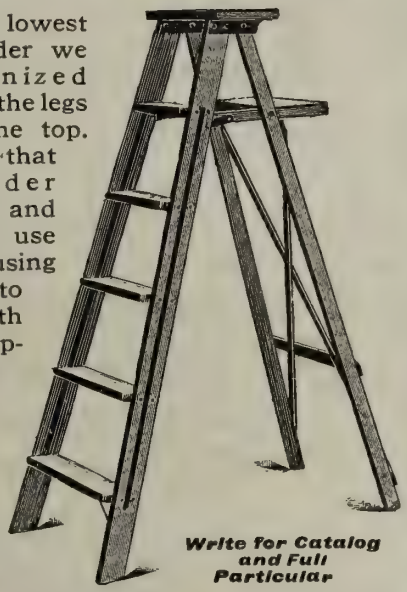
SHELF LOCK STEP LADDER

This is the lowest priced step ladder we make. Galvanized steel ears fasten the legs and risers to the top.

The lock that holds the ladder from opening and closing when in use is made by using strips of steel to form a hinge with the arms that support the shelf.

The shelf is always up when the ladder is closed and horizontal when in use. This is a very convenient and practical house ladder where short lengths are used and it is certain to appeal to the public.

Made regularly 4 to 10 ft.



Write for Catalog and Full Particular

The Stratford Mfg. Co., Limited
Stratford *Ontario* *Canada*

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Sixty-two Years In Business

Sixty-two years' experience, enabling us by dint of superior quality in building up the largest business of bulk and package Blacks, not only in England and America, but in the world.

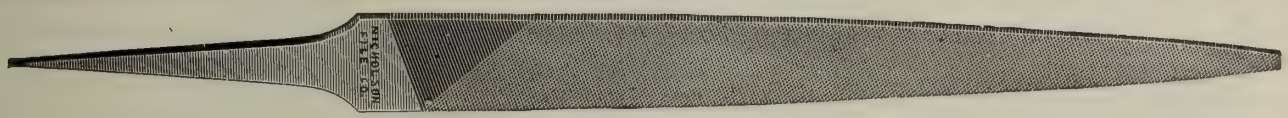
In order to be sure of the best and most economical, look for the Red Seal on every package.

Manufacturers of Old Standard, Eagle, Globe and Pyramid Germantown Brands.

WHY BUY THE NEAR BRAND WHEN THE BEST IS PROCURABLE?

LAMP BLACKS

L. MARTIN CO
81 FULTON STREET
NEW YORK U.S.A



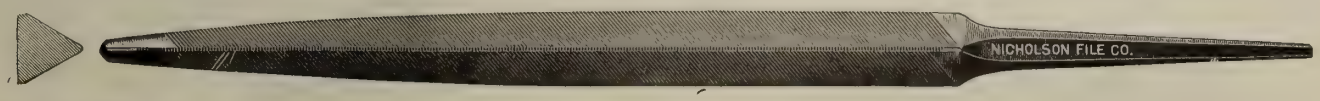
Special Steel--Special Methods
and Long Years of Experience

are the reasons why the files produced by the Nicholson File Co. are well known everywhere as the standard of file quality. These are the well-known factory brands made by the Nicholson File Company in Canada:

"AMERICAN" **"ARCADE"** **"GREAT WESTERN"** **"GLOBE"**
"EAGLE" **"McCLELLAN"** **"KEARNEY & FOOT"** **"J. B. SMITH"**

Sell these and you sell the best.

Nicholson File Co., - - Port Hope, Ont.



The Demand

for Sprayers of all sorts is growing rapidly. We claim to have the best **AUTOMATIC COMPRESSED-AIR SPRAYER** on the market at the price.

It is light, easily handled, does the work quickly and well and is cheap.

It will pay you to have it in stock.

Send for description and prices.

CAVERS BROS., Manufacturers

GALT, ONTARIO

STEP LADDERS

4 TO 12 FEET

The Best Ladder at the price.
Clear Norway pine sides.
Hardwood Steps --- malleable iron clamp.

We also make
Curtain Stretchers, 3 styles.
Tub Stands, Clothes Bars,
Ironing Boards, Etc.

Send for catalogue

OTTERVILLE MANUFACTURING COMPANY, LIMITED

OTTERVILLE - - ONT.

FLEXIBLE Metallic Gas Tubing

This is an article that every dealer should handle—because it is the most economical to the user—because it yields a good profit as well. It will not kink, burn out or rot and is just as light and flexible as rubber. Made in either steel or copper. Write NOW for circulars and prices.

F. J. SCHUCH

19 JARVIS ST., TORONTO, CAN.

Cap Screws, Set Screws, Studs
Special Milled Work
Cold Pressed Nuts

Uniform Product, Accurately Machined

CANADA FOUNDRY COMPANY LIMITED

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BRASS TUBING, BRASS RODS, SHEET BRASS, SHEET COPPER, METAL SPINNINGS

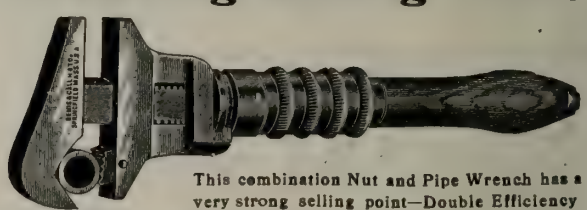
150,000 Pounds

We carry the Stock. You draw from it.

Tallman Brass & Metal Co.

HAMILTON, ONT.

A Strong Selling Point



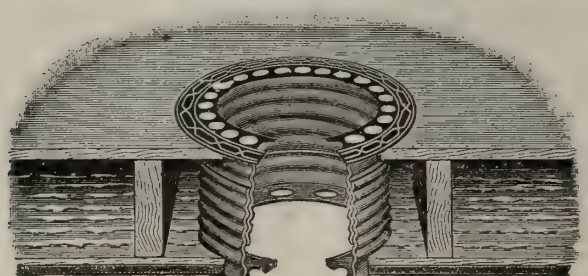
This combination Nut and Pipe Wrench has a very strong selling point—Double Efficiency Its handiness and strength at once appeal to the good mechanic to save him time and trouble. You can sell a lot of these Wrenches—make a start by writing to-day for our catalog.

TRADE B&C MARK

BEMIS & CALL HARDWARE & TOOL CO.

Springfield, Mass., U.S.A.

O.K. THIMBLES



These Thimbles are easily adjusted and cannot get out of order because they have no springs. They are the only real good Stove Pipe Thimbles in the market. For sale by leading jobbers, and manufactured exclusively by

METAL SHINGLE & SIDING Co LTD.
PRESTON & MONTREAL

BLACK JACK

QUICK
CLEAN
HANDY

TRY IT

SOLD BY ALL JOBBERS

¼-lb tins—
3 doz. in case.

UTICA PLIERS

UTICA PLIERS can be depended upon to DO the work. Each Plier is tested before leaving the factory, and guaranteed to give ABSOLUTE satisfaction.

Any tool bearing the Utica trade mark has our "MONEY BACK IF NOT SATISFACTORY" guarantee behind it.

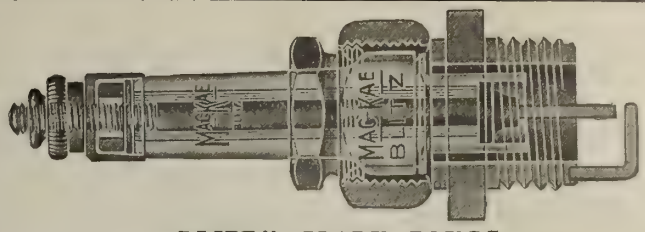
"THE PLIER THAT FITS THE HAND"

Let us send you prices and catalogs.

UTICA DROP FORGE & TOOL CO., Utica, N.Y.

SOLE CANADIAN AGENTS

SMITH HARDWARE CO., Ltd., 240 Lemoine St., MONTREAL



"BLITZ" SPARK PLUGS

cannot short circuit; the inner wire, through the porcelain being protected by a mica tube. The porcelains are imported, and the plug in general is assembled of parts of the highest quality throughout. Made in all sizes.

WRITE FOR PRICES.

Agents for Canada **SMITH HARDWARE CO., Ltd.** 240 Lemoine Street, Montreal, P.Q.

ED. BRAND

Specialist tn the Wire Trade for 15 years.

472 Moss Lane East

MANCHESTER, ENG.

Plants working in all parts of the world giving complete satisfaction.

Machinery for

Wire Drawing — Wire Netting
Wire Cutting — Wire Weaving
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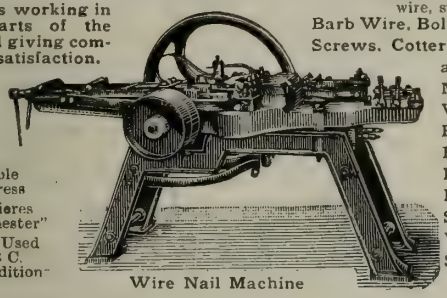
AUTOMATIC MACHINES

For making all kinds of articles from wire, such as:

Barb Wire, Bolts, Buckles, Coach Screws, Cotter Pins, Cut Nails and Tacks, Door Mats, Electric Welded Chains, Furniture Springs, Hinges, Hooks, Locks, Nails, Rings, Rivets, Screws, Staples, Wire Nails, Wood Screws, Etc., Etc., Etc.



Wire Nail Machine

Cable Address "Filieres Manchester" Code Used A.B.C. 5th Edition

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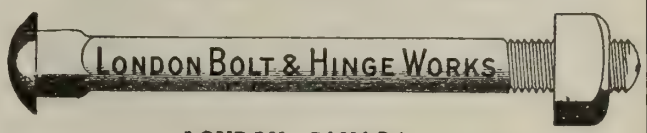
CROSS ARM BRACES
POLE STEPS
SQUARE WASHERS
ROUND WASHERS

MACHINE BOLTS
CARRIAGE BOLTS
NUTS, ETC.
Plain or Galvanized

We Galvanize by the HOT DIP Process



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Buyers and Exporters for Hardware, Metal, Heating, Paint and Oil Trades.

STRACHAN, OSWELL & CO.

22 St. Mary Axe, LONDON, E.C.

Correspondence Invited.

WALL PLASTER

"Empire" Plaster Board combines lathing and fireproofing in one simple operation.

The "Empire" Brands of Wood Fiber, Cement Wall and Finish Plasters.

We shall be pleased to send you our specification booklet.

Manitoba Gypsum Co., Limited
Winnipeg, Man.

JOSEPH RODGERS & SONS

SHEFFIELD, ENG. **LIMITED**

Avoid imitations of our

CUTLERY

By seeing that this exact mark is on each blade.

REGISTERED TRADE MARK
GRANTED 1682.

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James Hutton & Company
MONTREAL

ENGLISH GLUES

Over fifty years' experience in the manufacture of

Glues, Gelatines, Size, Etc.

enables us to place on the market a line of the products excelled by no one. Lists, etc., on application. Supplied through Merchants, Jobbers, etc, only.

THE GROVE CHEMICAL CO., LTD.

ESTABLISHED 1856 — **Appley Bridge, Wigan, Lancs. England**

DIRECTORY OF MANUFACTURERS

Hardware and Metal receives, almost daily, enquiries for the names of manufacturers of various lines. These enquiries come from wholesalers, manufacturers and retail dealers, who usually intimate they have looked through Hardware and Metal but cannot find any firm advertising the line in question. In many cases these firms are anxious to secure the information at once. This page enables manufacturers to keep constantly before the trade lines which it would not pay to advertise in larger space.

BATTERY ZINCS.

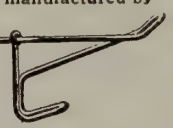
Battery Zincs, Fuse Wire, Wire Solder

The CANADA METAL CO., LTD.,
Fraser Avenue, Toronto.

COAT HOOKS.

Mr. Dealer—When you buy Wire Hat & Coat Hooks think of Gold Coin, manufactured by

JAMES & REID
Perth, Ont.
Ask Your Jobber



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IRON and STEEL
OF ALL DESCRIPTIONS
Brass, Copper, Zinc, etc.
David C. Mitchell & Company,
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Bee Keepers' Supplies, Screen Doors, Window Screens, Bed Springs of all kinds, including full line of Folding Beds, Children's Cribs, etc.

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Brantford, Ont.

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Canadian Hart Wheels
442 Barton St. East, Hamilton
Corundum and Emery Wheels
Grinding Machines, Beaver
Oil Stones.

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Western Distributors, Limited
CUSTOMS BROKERS
Wholesale Commission Merchants and Manufacturers' Agents. Cars Distributed, Warehoused and Forwarded. Warehouse on Transfer Track. Business solicited.
OUR POSITION IS YOUR OPPORTUNITY.
SASKATOON, WESTERN CANADA.

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Steel Beams, Columns, Plates Gas and Water Pipes, Contractors', Municipal and Builders' Supplies Machinery and Specialties.
Board of Trade Building
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FIRE BRICK.

Silica Bricks, Fire Bricks, Fire Clay, Silica Cement, Ganister Composition

For material graded to withstand the intensest heat or moderate heat, apply to

A. Y. DINAS SILICA BRICK & LIME CO., LTD.
118, Queen Street, Glasgow, Scotland

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Manufacturers' Agent and Metal Broker,
13 St. John Street, Montreal

Representing Canadian, British and American Manufacturers. Correspondence invited from firms wishing to be represented.

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CHAPLETS
All Foundry Supply Jobbers.
S. Cheney & Son, Manlius, N.Y.

BRASS STENCILS.

Sheet Metal Stampings, Special Stamped Metal Goods to Order. Dies and Tools, Steel Stamps, Machine and Furniture Name Plates, Seals and Seal Presses, Fire Escapes, Brass Name Plates

Herod Machine & Stamping Co.,
BRANTFORD Limited

PLOW CASTINGS.

Castings of all Kinds.

Write us for our list of Plow Castings.

The Hilborn Co., Ayr, Ontario.

CLIPPERS.

SEND FOR CATALOGUE TO
American Shearer Mfg. Co., Nashua, NH, US
Wiebusch & Hilger, Ltd., special New York Representatives, 106-110 Lafayette Street.

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ALUMINUM & BRASS HOUSE NUMBERS, BRASS SIGNS

HAMILTON STAMP & STENCIL WORKS, LTD.,
HAMILTON, ONT.

RIVETS AND STEEL PRODUCTS.

The PARMENTER BULLOCH CO., Ltd.
GANANOQUE, ONT.

Iron and Copper Rivets, Iron and Copper Burrs, Bifurcated and Tubular Rivets, Wire Nails, Copper and Steel Boat and Canoe Nails, Escutcheon Pins, Leather Shoe and Overshoe Buckles, Belloe Plates

COAL BAGS.

Coal Bags made of No. 2 or No. 6 heavy duck, well sewn with heavy twine and riveted.
Waterproof Horse and Wagon Covers.
WRITE FOR SAMPLES AND PRICES
Raymond Bros., London, Ont.

FLOOR SPRINGS.

The Best Door Closer is
Newman's Invincible Floor Spring

Will close a door silently against any pressure of wind. Has many working advantages over the ordinary spring and has twice the wear. In use throughout Great Britain and the Colonies. Gives perfect satisfaction. Made only by

W. NEWMAN & SONS
Hospital Street Birmingham

STRAP HINGES.

ATLAS STRAP HINGE
Strong, Light and Attractive, Japan Finish. One pair with Screws in a Neat Box.
Write for Samples and Prices.
ATLAS MFG. CO., - New Haven, Conn.

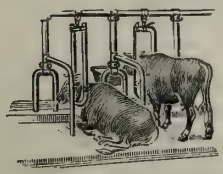
SPRAYERS.

COLLINS SPRAYERS—SATISFIED CUSTOMERS

The Collins line of sprayers for this year is the best yet offered. We have found some small improvements could be made, especially in finish, and have also lowered the price, with the intention of making larger sales at smaller profits. We are aiming at doubling last year's output. Our three largest sellers are our Three-gallon Compressed Air Sprayer, our Crown and Gem Sprayers. Write for Catalogue and Prices. For Sale by Leading Jobbers or

THE COLLINS MFG. CO., TORONTO

STANCHIONS.



O.K. CANADIAN U BAR STEEL STANCHIONS

will hold the cattle secure at all times. Is superior in strength on account of being made of high carbon U Bar steel and no joints and rivets to wear loose.

Canadian Potato Machy. Co., Limited, 208 Stone Rd., Galt, Ont.

TOOL HOLDERS.

ARMSTRONG UNIVERSAL RATCHET

Two inches of motion at end of handle, in any direction, will drive the drill

Armstrong Bros. Tool Co. 106 N. Francisco Ave., Chicago, U. S. A

WIRE SPRINGS.

WE MAKE A SPECIALTY OF

WIRE SPRINGS

for COMPRESSION and EXTENSION

James Steele, Limited, Guelph

Reproduction of

NEW SEYMOUR SHOW CARD

12-in. by 15-in., in Handsome Colors.

Shear and Hand stand out in high relief, being cut out. A show card will be sent to every dealer sending his business card with request to

Henry T. Seymour Shear Co.

Selling Agents, WIEBUSCH & HILGER, Ltd., New York

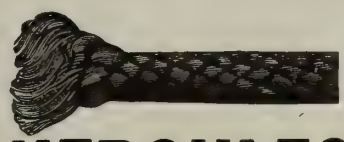
The INFALLIBLE GLAZIER'S DIAMOND

Just the Tool for Inexperienced Glass Cutters

Made by

A. SHAW & SON, - London, Eng.

GODFREY S. PELTON & SON, Canadian Agents, MONTREAL



HERCULES

SASH CORD

BUY THE BEST

Star Brand Cotton Rope
Star Brand Cotton Clothes Lines
Star Brand Cotton Twine

For Sale by All Wholesale Dealers

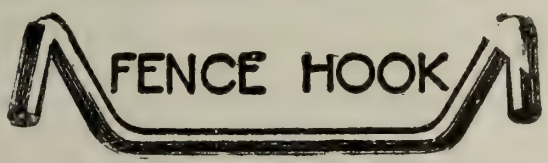
Sharratt & Newth's Glaziers' Diamonds

are unequalled for cutting and wearing qualities.

To be obtained from Dealers in Glass, Hardware and Painters' Supplies.

GALVANIZED FENCE HOOK

For Fastening Wooden Pickets on Wire Fences



WIRE NAILS, OILED SPRING BARB and PLAIN FENCE WIRE, OILED and ANNEALED CLOTHES LINE WIRE, STAPLES, etc.

The Western Wire and Nail Co., Limited, - London, Ont.

"ACME"

are the strongest and sharpest low-priced Shears and Scissors on the market.

Why were 15,000 pairs of Acme Shears sold daily 5 years ago; and why are 30,000 pairs of Acme Shears sold daily to-day?

Because "Acme" on a shear or scissor spells **satisfaction** to the **customer** at a **low price** and a **handsome profit to the dealer** with greatly increased sales.

Special Representatives, Wiebusch & Hilger, Ltd., New York City.

MR. DEALER: Write your jobber to-day for prices on the "Acme" line, supplement your high priced shears with "Acme" shears and scissors and watch the gratifying results.

Jobbers should write for our W-2 Catalogue, illustrating the most complete line of shears and scissors manufactured.

The No. 701 Oval Steel Screw Straight Trimmer is one of our newest patterns.

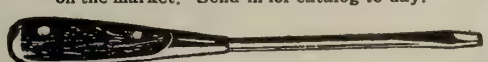
THE ACME SHEAR CO., (125-195 Knowlton St.,) BRIDGEPORT, CONN., U.S.A.

HARDWARE SHELF BOXES

Pioneer Drop Forged Screw Drivers

Write us about our line of small tools.

We make the most complete line of Screw Drivers on the market. Send in for catalog to-day.



The Southington Mfg. Co., - Southington, Conn.

Goods Well Displayed are Half Sold!

The most attractive, most durable and most serviceable shelf box on the market is the

BENNETT STEEL HARDWARE SHELF BOX

Saves 20% Shelf Room over wooden boxes

Write for Catalogue and Price List.

CAMERON and CAMPBELL Toronto

DRABBLE & SANDERSON

Ebenezer Works, SHEFFIELD, England. Established 1816

SAWS
for all purposes

SAWS
The finest quality obtainable

The leading English Manufacturers, with ninety-five years' reputation.

Canadian Selling Agents: SAYWELL'S SALESMEN, Hammond Bldg., 61-3 Albert St., WINNIPEG

THE SPECIAL FEATURES IN MAXWELL'S

Champion High-Speed Washer

make it a winner against all competition. Made of Red Cypress (the wood that lasts a lifetime), with both crank and top lever drive, heavy balance wheel, and extension wringer attachment, allowing practically the whole top to open, the CHAMPION catches the fancy of the woman who sees it for the first time, and wins the warm recommendations of the woman who uses it.

It pays to link up your store with such successes as the CHAMPION

David Maxwell & Sons, St. Mary's, Ontario

Why not make 1912 the most profitable saw year in your history?

ATKINS STERLING SAWS

MADE IN CANADA

THEY are Quality Saws. They appeal to the best mechanics and are backed up by an aggressive advertising campaign that pays. Write us for full information. It will cost nothing to at least investigate the merits of this important line. Address

E. C. ATKINS & CO.,

MAKERS OF STERLING SAWS

HAMILTON, ONTARIO

Vancouver Branch, 109 Powell St.

U.S. Factory, Indianapolis, Ind.

All house cleaning work is, to say the least, tiring and tedious, and the housewife is constantly looking for labor reducers.

SOCLEAN

The Dustless Sweeping Compound

lessens the labor of sweeping by one-half, besides being a disinfectant and carpet saver.

SOCLEAN is very economical to use and may be stocked for all classes of trade, being put up in handy sized lithographed pails, convenient for household use, to sell at 25c, 50c and $1.00.

Send your order direct to

SOCLEAN LIMITED, Toronto, Ont.

The originators of the Dustless Sweeping Compound in Canada

BEAR BRAND LAMP BLACKS

Have The Quality That Customers Demand

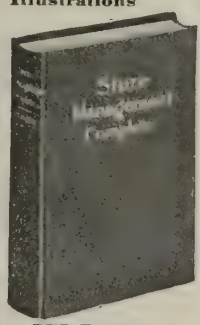
We are the largest manufacturers of Lamp Blacks. Ivory Blacks, Bone Blacks, Drop Blacks, Mineral Blacks, and Cement Blacks in the world. These products are of one quality—the best, and we aim to keep them so. A trial order will convince you.

WRITE TO-DAY

Wilckes Martin Wilckes Co.
NEW YORK, N. Y. U. S. A.

STORE MANAGEMENT—COMPLETE

16 Full-Page Illustrations



272 Pages Bound in Cloth

ANOTHER NEW BOOK
By FRANK FARRINGTON
A Companion book to **Retail Advertising Complete**

$1.00 POSTPAID

"Store Management—Complete" tells all about the management of a store so that not only the greatest sales but the largest profit may be realized.

THIRTEEN CHAPTERS

Here is a sample:

CHAPTER V.—**The Store Policy**—What it should be to hold trade. The money-back plan. Taking back goods. Meeting cut rates. Selling remnants. Delivering goods. Substitution. Handling telephone calls. Rebating railroad fare. Courtesy to customers.

ABSOLUTELY NEW **JUST PUBLISHED**

Send us $1.00. Keep the book ten days and if it isn't worth the price return it and get your money back.

Technical Book Dept., MacLean Publishing Co.
TORONTO

THE "WANT AD."

The "want ad." has grown from a little used force in business life, into one of the great necessities of the present day.

Business men nowadays turn to the want ad." as a matter of course for a hundred small services.

The "want ad." gets work for workers and workers for work.

It gets clerks for employers and finds employers for clerks. It brings together buyer and seller, and enables them to do business though they may be thousands of miles apart.

The w ant ad." is the great force in the small affairs and incidents of daily life.

Jardine Universal Ratchet Clamp Drill

Used in factories of all kinds for hurried machine repairs.

All machine shops and railway shops should have it.

Bridge builders, track layers, and structural metal workers have constant use for it.

Send for Description.

A. B. JARDINE & CO.
HESPELER - - ONTARIO

Steel Sheets for Deep Stamping and Enamelling Purposes

"Comet Brand"

Also Dark Blue, P.C.R. and C.A. Sheets, also Galvanized Canada Plates.

Makers

W. Gilbertson & Co., Limited

Sole Canadian Sales Agent

ALEXANDER GIBB
13 St. John Street - Montreal

Sure ! It sells without trouble

McClary's

STYLE C

GAS RANGE

It's the Quality that Does It.

Two Sizes:
16 inch Oven
18 " "

The favorite household style Gas Range

Large Oven. Ample Broiler. Large cooking surface.

The material, workmanship and finish of the C Range is in keeping with McClary's 1912 series high-grade ranges. These are the factors that make sales easy.

If you have not ordered, do so to-day.

ASK FOR SPECIAL COOK BOOK CATALOGUE.

"McClary" on Goods is a Quality Name.

McClary's

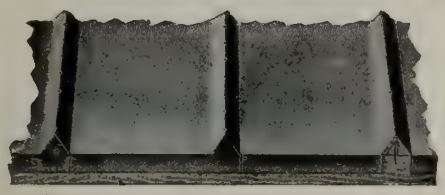
McCLARY'S SHIP QUICK.

Toronto, Montreal, London, Vancouver, St. John, N.B.
Hamilton, Winnipeg, Calgary, Saskatoon

Hustling Hardwaremen

are selling

Z. V. Crimp Roofing



because they are proud of its appearance and know their customers will always get value.

Our literature gives reasons and prices.

Winnipeg Ceiling and Roofing Co.

P.O. Box 2186 H. WINNIPEG, MAN.

AN ALL-YEAR ROUND SELLER!

Western Agents
Jas. Stewart Mfg. Co., Ltd.
Winnipeg - Man.

ARE YOU SELLING

BUSTER BROWN

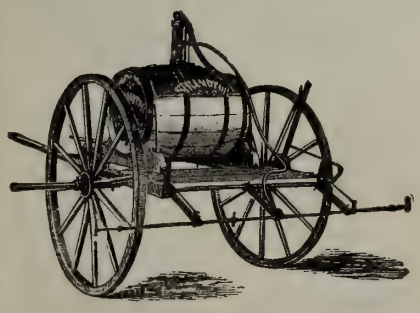
Children's Express Wagons?

They are the strongest and handsomest line of Toy Wagons on the market. In four sizes at popular prices. Handy around the store, farm or home. Just the thing for boys.

Write for Prices

The Woodstock Wagon & Mfg. Co., Ltd.
WOODSTOCK, ONTARIO

Hand Spramotors



Nos. 1 and 2, with horse-drawn cart, can be used on orchards, vines, row crops or weeds. As shown here it is arranged for row crops and weeds, but separate attachments adapt it to other uses. Adjustable width of track and rows, all-brass Spramotor, brass ball valves, automatic agitator and compensating plunger. High grade throughout. For one horse only.

Price $47 to $54. Awarded Two Gold Medals at National Horticultural Congress

R. D. HEARD, 1382 KING STREET, LONDON, CAN.

FILES OF QUALITY

That Ensure

BETTER FILE PROFITS

"Delta New Cut"

FILE

IT WILL DO WORK NO OTHER FILE WILL DO.

These files are made from the **Very Best English Steel** by wide experienced file makers. They have the **deepest tooth** ever put on a file, which means a longer life and greater efficiency as well as economy to the user. Every file is tested and inspected before leaving the works and GUARANTEED against imperfections.

WRITE US FOR PRICES TO-DAY.

TRADE MARK
DELTA

DELTA FILE WORKS

PHILADELPHIA, PA.

CANADIAN AGENTS:
H.S Howland, Sons & Co., Toronto; Stark, Seybold, Montreal; Wm. Stairs, Son & Morrow, Halifax.

CANADIAN TUBE & IRON CO., LIMITED
Montreal, Canada

OUR NEW BOLT AND NUT DEPARTMENT is now in operation, and we are fully equipped for the manufacture of:

CARRIAGE BOLTS, COACH AND LAG SCREWS,
TIRE BOLTS, MACHINE BOLTS,
SLEIGH SHOE BOLTS, PLOW BOLTS,
TRACK BOLTS, SQUARE NUTS, HEXAGON NUTS,
BOILER RIVETS, TINNERS' RIVETS,
ETC.

ASK YOUR JOBBER FOR

TRADE MARK
BRAND

OUR WROUGHT PIPE

Black and Galvanized, Sizes 1/8 in. to 4 in., is thoroughly inspected and tested to 600 lbs. pressure, and every length is branded with our trade mark.

CANADIAN TUBE & IRON CO., LIMITED, MONTREAL, Works: Lachine Canal

TWO CENTS PER WORD

You can talk across the continent for two cents per word with a **WANT AD.** in this paper.

SHEET COPPER

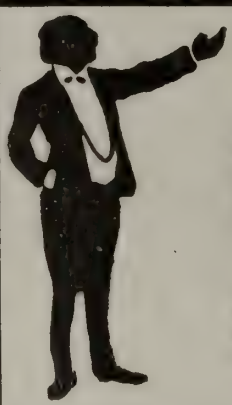
Prompt Shipment

Stock or Import

B. & S. H. Thompson & Co.

LIMITED

MONTREAL, QUE.



Talking to the Point

CLASSIFIED WANT ADS get right down to the point at issue. If you want something, say so in a few well-chosen words. Readers like that sort of straight-from-the-shoulder-talk, and that is the reason why condensed ads are so productive of the best kind of results.

CLASSIFIED WANT ADS are always noticed. They are read by wide-awake, intelligent dealers, who are on the look out for favorable opportunities to fill their requirements.

TRY A CONDENSED AD IN THIS PAPER

ARE YOU ALIVE

To the possibilities which a **Want Ad.** in **Hardware and Metal** holds for **you?** Do you know that for a few cents you can gain the attention of **every** hardware retailer, wholesaler, manufacturer and clerk in Canada?

RATES: payable in advance.
2c. per word first insertion.
1c. per word subsequent insertions.
5c. extra if box number is desired.

Hardware and Metal
TORONTO - MONTREAL - WINNIPEG

Wright's Galvanized Pails and Buckets

"HAMILTON"
Numbers, - 124 126

Extra Heavy "Anti-Rust" Stock

Canadian Made Goods

American goods cannot compete with them.

Why pay duty on an inferior article when the best can be obtained at home?

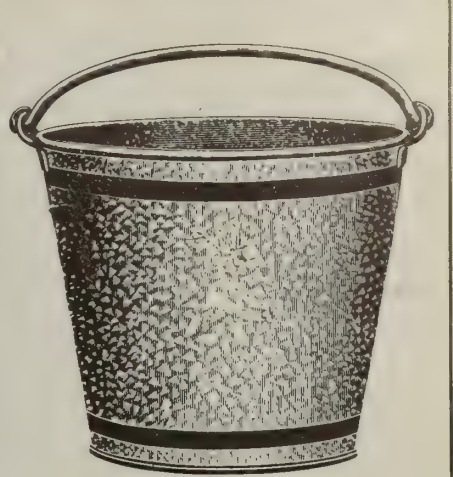
If your local jobber does not handle "Wright's," send to us direct.

E. T. Wright & Co.

(H. G. Wright)

Hamilton, Canada

Agencies at Toronto, Winnipeg, and Vancouver.



"NIOBE"

MAPLE LEAF

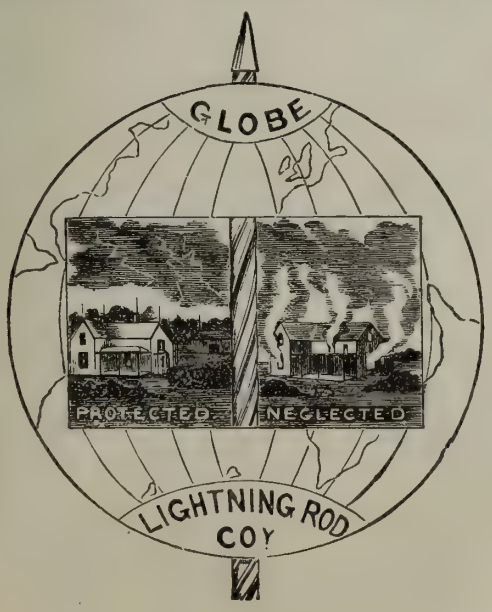
"Improved Racer" Cross Cut Saw

This saw has proved itself to be the fastest cutting saw in use to-day. The cut illustrates the wide blade, but we also make this saw in a narrow pattern, thin back, which is especially well suited for small timber or pulpwood. All "MAPLE LEAF" saws are fully guaranteed.

WHEN ORDERING SPECIFY "MAPLE LEAF"

Shurly-Dietrich Co., Limited

GALT, ONTARIO and VANCOUVER, B.C.



WANTED—Live Dealers

TO HANDLE OUR COPPER COVERED STEEL CENTRE LIGHTNING ROD

The Oldest Established Business of this kind in Canada.

Get in line for this money-making agency. Handle a good rod made by a good Canadian company with a reputation.

Our Guarantee, which is sent with each rod, helps to sell it.

WRITE TO-DAY FOR SAMPLES AND FULL PARTICULARS

Hamilton Brass Manufacturing Co.

(Successors) Limited

Hamilton, ∴ ∴ Ontario

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Remington Arms Union Metallic Cartridge Co, New York

Anchors
Henderson & Richardson, Montreal
Star Expansion Bolt Co., New York

Animal Traps
Oneida Community Ltd., Oneida, N.Y.

Auger Bits
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Babbitt Metal
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Magnolia Metal Co. Montreal.
Tallman Brass & Metal Co, Hamilton

Bale-ties
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Bar Iron
Henderson & Richardson, Montreal

Bar Urns
Buffalo Mfg. Co., Buffalo, N.Y

Bath Room Fittings
Buffalo Mfg. Co., Buffalo, N Y

Belting
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Sadler & Haworth, Montreal

Belting, Hose, etc.
Gutta Percha and Rubber Mfg. Co. Toronto

Binder Twine
Plymouth Cordage Co., N. Plymouth, Mass.

Bird Cages
E. T. Wright & Co., Hamilton

Boilers and Radiators
Pease Foundry Co., Toronto

Bolts and Nuts
London Bolt and Hinge Works, London, Ontario
The Steel Co. of Canada, Ltd., Hamilton

Bolts—Expansion
Star Expansion Bolt Co. New York

Brass, Sheets, Tubes and Rods
Henderson & Richardson, Montreal
Tallman Brass & Metal Co., Hamilton

Brass Goods
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Jas. Cartland & Son Ltd., Birmingham, Eng.
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Stover Mfg. Co., Freeport, Ill.

Bridle Rings—Galvanized, Brass and Plain
Star Expansion Bolt Co., New York

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Meakins & Sons, Hamilton.
Stevens-Hepner Co., Port Elgin

Builders' Tools and Supplies
Canada Wire & Iron Goods Mfg. Co., Hamilton
Caverhill, Learmont & Co., Montreal
Howland, H. S. Sons & Co., Toronto.
Lewis Bros. & Co., Montreal.
Lufkin Rule Co. Saginaw. Mich.
North Bros. Mfg. Co., Philadelphia, Pa.
Stanley Rule & Level Co., New Britain.

Cans
Thos. Davidson Mfg. Co., Montreal.
McClary Mfg. Co., Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Carriers, Cash and Parcel
Hamilton Brass Mfg. Co., Hamilton

Carpet Sweepers
Bissell Carpet Sweeper Company, Grand Rapids, Mich

Carriage Heaters.
Chicago Flexible Shaft Co., Chicago

Carriage Springs and Axles
Guelph Spring and Axle Co., Guelph.

Cartridges
Dominion Cartridge Co., Montreal.

Cash Registers
National Cash Register Co., Toronto

Cattle and Trace Chains
Greening, B., Wire Co., Hamilton.
McKinnon Chain Co., St. Catharines
Oneida Community Limited, Niagara Falls, Ont.

Cement
Canada Cement Co., Montreal, P.Q.
Alf. Rogers, Ltd., Toronto
B. & S. H. Thompson & Co., Montreal

Chafing Dishes
Buffalo Mfg. Co., Buffalo

Chaplets
S. Cheney & Son, Manlius, N.Y.

Churns
Connor, J. H., & Sons, Ottawa, Ont
Cummer-Dowswell Ltd., Hamiltor, Ont
Maxwell, David, & Sons, St. Mary's, Ont

Clippers—All Kinds
American Shearer Mfg. Co., Nashua, N H
Chicago Flexible Shaft Co., Chicago

Clocks
The Western Clock Mfg. Co., La Salle, Ill.

Clothes Reels and Lines
Cummer Dowswell, Ltd., Hamilton
Hamilton Cotton Co., Hamilton

Clothes Wringers
Cummer-Dowswell Ltd., Hamilton, Ont.
American Wringer Co., New York City

Cold Rolled Strip Steel
The Morris & Bailey Steel Co., Pittsburg, Pa.

Cordage
Hamilton Cotton Co., Hamilton.
Plymouth Cordage Co., N. Plymouth, Mass.

Cow Ties
Greening, B., Wire Co., Hamilton
McKinnon Dash and Metal Co., St Catharines
Oneida Community, Ltd., Niagara Falls,

Cuspidors
Buffalo Mfg. Co., Buffalo, N.Y.
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Cutlery—Razors, Scissors, etc.
Caverhill, Learmont & Co. Montreal
Crookes, Jonathan, & Son
Dorken Bros & Co., Montreal.
Greef Bredt Co., Toronto
Henderson & Richardson, Montreal
Heinisch's, R., Sons Co., Newark, N.J.
Howland, H. S. Sons & Co., Toronto.
Hutton, Jas., & Co., Montreal
F. W. Lamplough & Co., Montreal
McGlashan, Clarke Co., Ltd., Niagara Falls

Door Checks
Wm. Keating, Toronto

Door Hangers
F. E. Myers & Bro., Ashland, Ohio
Richards Wilcox Mfg. Co., Aurora Ill

Door Springs
Stover Mfg. Co., Freeport, Ill.

Drawer Pulls
Stover Mfg. Co., Freeport, Ill.

Drills, Brick and Stone
Star Expansion Bolt Co., New York

Drills—High Speed
Alexander Gibb, Montreal

Drinking Cups.
Hero Mfg. Co., Philadelphia

Dry Batteries
Canadian Carbon Co., Winnipeg

Emery or Corundum Wheels
The Carborundum Co., Niagara Falls, N Y.
Canadian Hart Wheels Limited, Hamilton, Ont.

Electric Fixtures
The Barton-Netting Co., Ltd., Windsor Ont

Emery Cloth
London Emery Works, London, Eng.

Enameled Ware
Davidson Thos. Mfg Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
McClary's, London, Ont.

Eavetroughs
Thos. Davidson Mfg. Co., Montreal
McClary's, London, Ont
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Escutcheon Pins
The Parmenter & Bulloch Co., Gananoque, Ont.

Fencing—Woven Wire
The Steel Co. of Canada, Ltd., Hamilton

Files and Rasps
Barnett Co., G. & H., Philadelphia, Pa
Delta File Works, Philadelphia, Pa.
Disston, Henry, & Sons, Philadelphia, Pa
Nicholson File Co., Port Hope
Simonds Canada Saw Co., Ltd., Montreal
Spear & Jackson, Sheffield, Eng.

Firearms and Ammunition
Harrington & Richardson Sons Co., Worcester, Mass.

Fire Escapes
Canada Foundry Co., Ltd., Toronto
Dennis Wire & Iron Co., London

Fire Irons
Stover Mfg. Co., Freeport, Ill.

Fire Place Furnishings
The Barton-Netting Co., Ltd., Windsor, Ont

Flint Paper
London Emery Works, London, Eng.

Food Choppers
Enterprise Mfg. Co., Philadelphia

Foot Warmers
Chicago Flexible Shaft Co., Chicago

Forgings
Steel Co. of Canada, Limited, Hamilton

Furnaces, see Stoves

Galvanizing
Canada Metal Co., Toronto
Thos. Davidson Mfg. Co. Montreal
The Steel Co. of Canada, Ltd., Hamilton

Galvanized Iron
W. Gilbertson & Co., Ltd. Alex. Gibb, Montreal, Agent
Henderson & Richardson, Montreal
John Lysaght, Ltd., Bristol, Newport and Montreal

Gas Fixtures
The Barton-Netting Co., Ltd., Windsor. Ont

Glass
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co., Winnipeg

Glass, Ornamental
Consolidated Plate Glass Co., Toronto
Hobbs Mfg. Co., London
Toronto Plate Glass Importing Co Toronto.
Winnipeg Paint & Glass Co., Winnipeg

Glass Paper
London Emery Works, London, Eng.

Glass, Wired
Hobbs Mfg. Co., London
Toronto Plate Glass Imp. Co., Toronto
Winnipeg Paint & Glass Co. Winnipeg

Glaziers' Diamonds
Pelton, Godfrey S.
Sharratt & Newth, London, Eng.
Winnipeg Paint & Glass Co., Winnipeg

Glue
The Canada Glue Co., Ltd., Brantford.
Henderson & Richardson, Montreal

Grindstones
Richards-Wilcox Mfg. Co., Aurora, Ill.

Guns
Harrington & Richardson Arms Co. Worchester, Mass.
Tobin Arms Mf'g. Co., Woodstock, Ont

Hammers
Stover Mfg. Co., Freeport, Ill.

Handles
Still, J. H., Mfg. Co., St. Thomas

Hay Unloading Tools
F E. Myers & Bro., Ashland, Ohio

Hinges
Canada Steel Goods Co., Hamilton.
Cowan & Britton, Ganonoque
The Stanley Works, New Britain, Conn

Hockey Sticks
Still, J. H. Mfg. Co., St. Thomas.

Hooks
Henderson & Richardson, Montrea
Steel Co. of Canada, Limited, Hamilton
Stover Mfg. Co., Freeport, Ill.

Hoop Iron
The Steel Co. of Canada, Ltd., Hamilton

Hoops—Steel and Wire
Laidlaw Bale Tie Co., Hamilton, Ont.

Horseshoes and Nails
Steel Co. of Canada, Ltd., Hamilton

Ice Cream Freezers
North Bros. Mfg Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg

Ice Cutting Tools
North Bros. Mfg. Co., Philadelphia, Pa.

Iron and Steel Bars
Henderson & Richardson, Montreal
Steel Co. of Canada, Limited, Hamilton

Iron Pipe
Steel Co. of Canada, Ltd., Hamilton

Iron Pumps
Aylmer Pump & Scale Co., Aylmer

Knife Polish
London Emery Works, London, Eng.

Ladders
Stratford Mfg. Co., Stratford, Ont.

Ladders—Shelf
Hamilton Brass Mfg. Co., Hamilton

Lamps, Acetylene
Maple City Mfg. Co., Monmouth, Ill.

Lampblack
The L. Martin Co., New York
Wilkes Martin Wilckes Co., New York

Lanterns
Thos. Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton

Lawn Fencing
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Lawn Mowers
D. Maxwell & Sons, St. Mary's, Ont.
Jas. Smart Mfg. Co., Brockville, Ont.
S. P. Townsend & Co., Orange, N.J.
Whitman & Barnes Mfg. Co., St. Catharines

Lawn Swings
F. E. Myers & Bro., Ashland, Ohio
Stratford Mfg. Co., Stratford, Ont.

Lighting Rods
Hamilton Brass Mfg. Co., Hamilton, Ont

Locks, Knobs, Escutcheons, etc.
Belleville Hdw. and Lock Mfg. Company Belleville.
May & Padmore, Birmingham, Eng.
National Hardware Co, Orillia
Peterborough Lock Mfg. Co., Peterborough, Ont.

Lumbering Tools
Pink Thos., & Co., Pembroke, Ont.

Manufacturers' Agents
Gibb Alexander, Montreal.
Henderson & Richardson, Montreal
McIntosh, H. F., & Co., Toronto
Western Distributors Ltd., Saskatoon

Mantels and Grates
The Barton-Netting Co., Ltd., Windsor, Ont

Match Boxes
Stover Mfg. Co., Freeport, Ill.

Metals
Canada Metal Co., Toronto.
Caverhill, Learmont & Co., Montreal
Gibb, Alexander, Montreal
Henderson & Richardson, Montreal
Leslie, A. C., & Co., Montreal.
Lysaght, John, Bristol, Eng.
Magnolia Metal Co., Montreal
McKechnie Bros., Birmingham, Eng.
Nova Scotia Steel and Coal Co., New Glasgow, N S.
Samuel, Benjamin & Co. Toronto
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Tallman Brass & Metal Co., Hamilton
Thompson, B. & S. H. & Co., Montreal

Metal Lockers
Canada Wire & Iron Goods Mfg. Co, Hamilton
Dennis Wire & Iron Co., London, Ont.

Metal Shingles, Sidings, Etc.
Galt Art Metal Co., Galt
Metallic Roofing Co., Toronto
Metal Shingle and Siding Co., Preston

Metal Polish, Emery Cloth, etc.
Oakey, John, & Sons, London, Eng.
John C. Wilson, Ottawa

Metal Store Fronts
Canada Foundry Co., Ltd., Toronto

Mop Wringers
White Mop Wringer Co., Fultonville, N.Y

Nail Pullers
The Bridpgeport Hdw Corp., Bridgeport, Conn.

Nails, Wire
Laidlaw Bale Tie Co., Hamilton, Ont.
Parmenter & Bulloch Co. Gananoque
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Oilers
Thos. Davidson Mfg. Co., Montreal
Hero Mfg. Co., Philadelphia
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
Wright, E.T., & Co., Hamilton, Ont.

Oil Stones
Canadian Hart Wheels, Hamilton, Ont

Oil Stoves
McClary Mfg. Co., London
Queen City Oil Co., Toronto

Oil Tanks
Bowser, S. F., & Co., Toronto

Ornamental Iron and Wire
Canada Wire & Iron Goods Mfg. Co., Hamilton
Dennis Wire & Iron Co., London, Ont.

Packing
Garlock Packing Co., Hamilton, Ont

Paints, Oils, Varnishes
Berry Bros., Limited, Walkerville, Ont.
Brandram Henderson, Montreal
Canada Paint Co., Montreal
Canadian Oil Companies, Ltd., Toronto
Dougall Varnish Co. Montreal
Glidden Varnish Co., Toronto
Imperial Varnish and Color Co., Toronto
International Varnish Co Toronto, Ont
R. C. Jamieson & Co., Ltd., Montreal
Lowe Bros., Ltd., Toronto
Martin-Senour Co., Montreal
Moore, Benjamin, & Co Toronto.
Pinchin Johnson Co., Toronto
Pratt & Lambert Inc., Bridgeburg, Can.
A. Ramsay & Son Co., Montreal
Sherwin-Williams Co., Montreal
Standard Paint and Varnish Works Windsor, Ont.
G. F. Stephens & Co., Winnipeg, Man
Winnipeg Paint & Glass Co., Winnipeg

Paint and Varnish Remover
Chadeloid Chemical Co., New York
Dougall Varnish Co., Montreal
Imperial Varnish & Color Co., Toronto

Perforated Sheet Metals
Canada Wire and Iron Goods Mfg. Co., Hamilton
Greening, B., Wire Co., Hamilton

Pig Iron
Henderson & Richardson, Montreal
Steel Co of Canada, Limited, Hamilton

Pipe, Wrought Lead and Galvanized
Steel Co. of Canada, Limited, Hamilton

Pliers
Henderson & Richardson, Montreal
Smith Hardware Co., Montreal

Poultry Netting
Greening, B., Wire Co., Hamilton, Ont.
John Lysaght, Ltd., Bristol, Newport and Montreal

Pruning Knives
International Tool Co., Detroit

Pumps
Canada Foundry Co., Ltd., Toronto
R. McDougall Co., Galt, Ont
F. E. Myers & Bro., Ashland, Ohio

Pumps, Power
Canadian Fairbanks-Morse Co., Ltd., Montreal

Putty
Steel Co. of Canada, Limited, Hamilton

Rat Traps
Canada Wire & Iron Goods Mfg. Co., Hamilton

Razors
Gillette Safety Razor Co., Montreal

Razor Hones
Canadian Hart Wheels, Ltd., Hamilton

Registers
Jas. Stewart Mfg. Co., Woodstock, Ont.

Rivets
Steel Co. of Canada, Hamilton
Parmenter & Bulloch Co., Gananoque
P. L. Robertson Mfg. Co., Ltd., Milton West, Ont.

Roofing Supplies
Barber Asphalt Co, Philadelphia
Canadian Supply Co., Toronto
Dominion Roofing Co. of Canada, Ltd., Toronto
Galt Art Metal Co., Galt, Ont.
McArthur, Alex & Co. Montreal
Metal Shingle & Siding Co., Preston, Ont.
Metallic Roofing Co., Toronto
Standard Paint Co., Montreal
United Roofing & Mfg. Co., Philadelphia, Pa
Winnipeg Paint & Glass Co., Winnipeg

Rope
Independent Cordage Co., Toronto

Rules and Gauges
Jas. Chesterman & Co., Ltd., Sheffield, England

Saws
Atkins, E. C., & Co., Indianapolis, Ind
Disston, Henry, & Sons, Philadelphia
Drabble & Sanderson, Sheffield, Eng.
Shurley Dietrich Co., Ltd., Galt, Ont
Simonds Mfg Co., Fitchburg Mass
Spear & Jackson, Ltd., Sheffield, Eng

Scales
Aylmer Pump & Scale Co., Aylmer, Ont.
Burrow, Stewart & Milne Co, Hamilton

Screws, Nuts, Bolts
National Acme Mfg. Co., Montreal
Steel Co. of Canada, Limited, Hamilton

Screws, Wood
P. L. Robertson Mfg. Co., Milton, Ont

Scythe Stones
The Carborundum Co., Niagara Falls, New York

Shears, Scissors
Acme Shear Co., Bridgeport, Conn.
R. Heinish's Sons Co., Newark, N.
Henry T. Seymour Shear Co., New York
J. Wiss & Sons Co., Newark N.J.

Shelf Boxes
Cameron & Campbell, Toronto

Shovels and Spades
Spear & Jackson, Sheffield, England

Sieves and Screens
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Ltd., Hamilton

Silverware
McGlashan Clarke Co., Niagara Falls.
Oneida Community, Ltd., Niagara Falls

Sprayers
T. Collins Mfg. Co., Toronto
Thos Davidson Mfg. Co., Montreal
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E T. Wright & Co., Hamilton

Springs
B. Greening Wire Co., Ltd., Hamilton
Henderson & Richardson, Montreal

Spring Hinges, etc.
Chicago Spring Butt Co., Chicago, Ill.

Staples
B. Greening Wire Co., Ltd., Hamilton
Steel Co. of Canada, Limited, Hamilton

Steel—High Speed
Alexander Gibb, Montreal
Henderson & Richardson Montreal

Steel—Cold Rolled Strip
Morris & Bailey Steel Co., Pittsburg

Stencils
Hamilton Stamp & Stencil Co., Hamilton, Ont
McClary's, London, Ont.
The Sheet Metal Products Co. of Canada Ltd., Montreal, Toronto, Winnipeg
E. T. Wright & Co., Hamilton, Ont

Store Ladders
Hamilton Brass Mfg. Co., Hamilton, Ont
F. E. Myers & Bro., Ashland, Ohio

Stoves, Furnaces
Davidson, Thos., Mfg. Co., Montreal
McClary's, London, Ont.
Pease Foundry Co., Toronto.

Tacks
The Steel Co. of Canada, Ltd., Hamilton

Tapes
Jas. Chesterman & Co., Sheffield Eng
Lufkin Rule Co., Windsor, Ont

Tiling—Wall and Floor
The Barton-Netting Co., Ltd., Windsor. Ont

Tin Plate
Henderson & Richardson, Montreal
A. C. Leslie & Co., Montreal

Tools
The Chapin Stevens Co., Pine Meadow, Conn.
The Goodell-Pratt Co., Greenfield, Mass
Spear & Jackson, Ltd., Sheffield Eng

Tool Grinders
American Grinder Mfg. Co., Milwaukee, Wis.

Trucks
Aylmer Pump & Scale Co., Aylmer, Ont

Varnishes: See Paints
Berry Bros., Limited, Walkerville, On
Dougall Varnish Co., Montreal
R. C. Jamieson & Co., Ltd., Montreal

Ventilators
Harris, J. W., Co., Montreal.

Vises
Henderson & Richardson, Montreal
Hollands Mfg. Co., Erie, Pa.
Chas. Parker Co., Meriden, Conn.
Prentiss Vise Co, New York

Waffle Irons
Stover Mfg. Co., Freeport, Ill.

Wall Plaster
Manitoba Gypsum Co., Winnipeg

Washing Machines, etc.
J. H. Connor & Son., Ottawa, Ont.
Cummer-Dowswell Ltd., Hamilton, Ont.
D. Maxwell & Son, St. Mary's, Ont
One Minute Washer Co., Toronto

Wagons—Children's
Woodstock Wagon Co., Woodstock

Washers
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

White Lead
Steel Co. of Canada, Limited, Hamilton

Wholesale Hardware
Caverhill, Learmont & Co., Montreal.
Howland, H. S., Sons & Co., Toronto.
Lewis Bros. & Co. Montreal.

Window Guards
Canada Wire & Iron Goods Mfg. Co. Hamilton
B. Greening Wire Co., Ltd., Hamilton

Wire Guards
B. Greening Wire Co., Hamilton, Ont.

Wire Door Guards
B. Greening Wire Co., Hamilton, Ont.

Wire—Iron, Steel, Brass and Copper
B. Greening Wire Co., Hamilton, Ont.
Henderson & Richardson, Montreal
Laidlaw Bale Tie Co., Hamilton, Ont.
P. L. Robertson Mfg. Co., Milton, Ont
Steel Co. of Canada, Limited, Hamilton

Wire Mats
Andrews Wire Works of Canada, Ltd. Watford, Ont.
Canada Wire & Iron Goods Mfg. Co., Hamilton
B. Greening Wire Co., Hamilton

Wire Goods, Bright
Steel Co. of Canada, Limited, Hamilton

Wire Goods
Canada Wire & Iron Goods Mfg. Co., Hamilton

Wire Machinery
Ed. Brand, 472 Moss Lane E., Manchester, Eng.

Wire Springs
B. Greening Wire Co., Hamilton
Henderson & Richardson, Montreal
Jas. Steele Limited, Guelph, Ont

Wrenches
Cochran Pipe Wrench Co.
Whitman & Barnes Mfg. Co., St. Catharines

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"High Velocity" Sporting Rifle

justifies itself on every occasion where absolute dependability is required.

Where danger is met face to face its superiority is shown—

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The prestige of the Ross Rifle increases from month to month, and there are demands in every town in Canada for them.

Dealers will find them the most satisfactory to carry —no trouble with duties, no delay in securing parts. Liberal discounts and satisfied customers.

Send for Catalogue and Trade Discounts.

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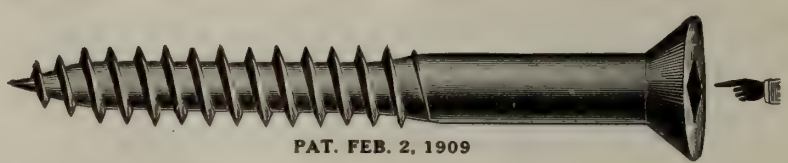

PAT. FEB. 2, 1909

ROBERTSON

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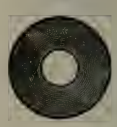
WOOD SCREWS

have a new and very important feature in the square hole. It is a feature that wood workers are quick to notice, as it not only preserves the screw, but also saves much of their valuable time, as it does away with all possibility of the screw driver slipping. It is certain to create a large demand in your vicinity after once introduced.

We also manufacture Hand Drivers, Yankee Bits, Brace Bits, Rivets, Burrs, Washers, Nails, Wire and other high-grade products.



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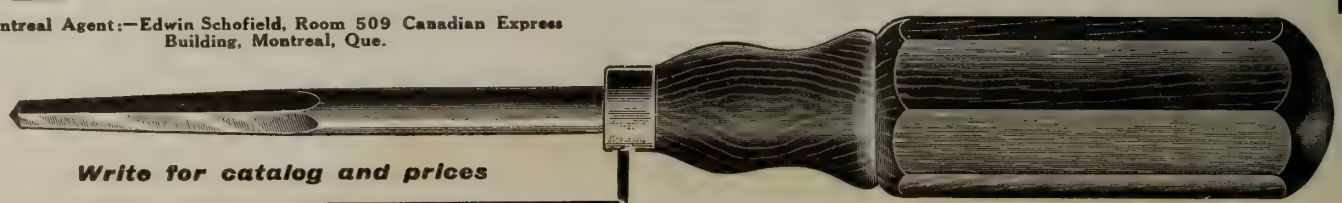
TORONTO WAREHOUSE, 19 Jarvis Street - F. J. Schuch, Agent

Montreal Agent:—Edwin Schofield, Room 509 Canadian Express Building, Montreal, Que.



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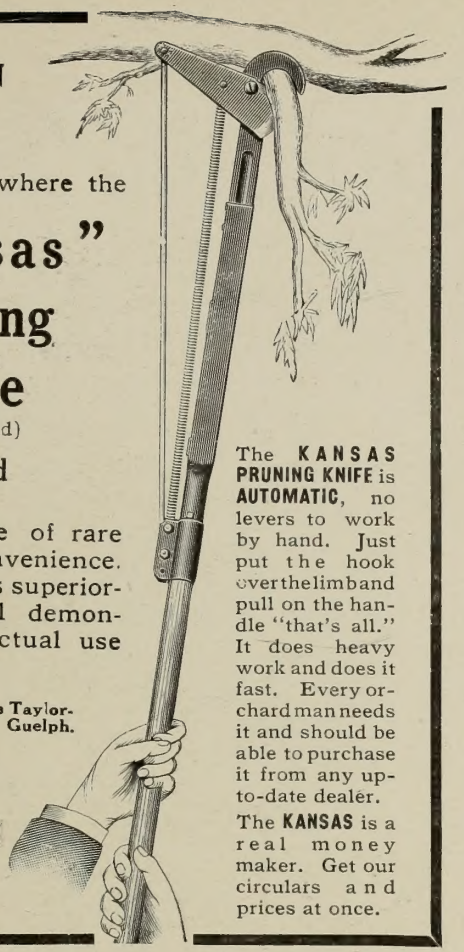
SATISFACTION PREVAILS

In every store where the

"Kansas" Pruning Knife

(Improved)

Is Sold



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Made in Canada by the Taylor-Forbes Co., Limited, Guelph.

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International Tool Co.

Detroit, - Michigan

The **KANSAS PRUNING KNIFE** is **AUTOMATIC**, no levers to work by hand. Just put the hook over the limb and pull on the handle "that's all." It does heavy work and does it fast. Every orchardman needs it and should be able to purchase it from any up-to-date dealer.

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WITH

STILL'S

Hay Fork Handles

These handles will prove to be a very profitable addition to your stock as they are the kind the farmers want---the durable, service-giving kind.

Made from the best Northern White Ash and cannot be excelled in quality or finish. You will get excellent results from handling them.

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ST. THOMAS - ONT.

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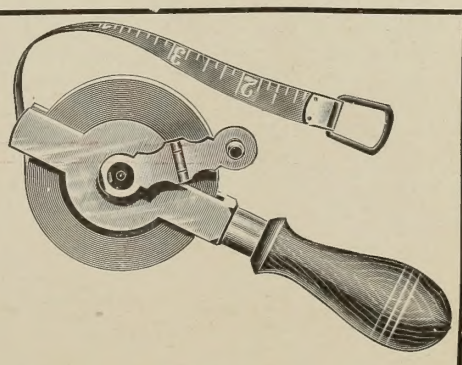
MUST BE ACCURATE

To sell well they must also be of the most improved design; particularly adapted to the work they have to do; durable and reliable.



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